

Overview

A myriad of issues confront your business. From design development to brand protection, innovation to communication, managing supply chains to expanding production and from local market distribution to worldwide expansion—these are just some of the challenges that require careful navigation. You need support from lawyers who thoroughly understand your industry, and from a firm that has the agility and resources to help you respond to competitive pressures in a global marketplace. We understand not only what drives your business, but also where you may face new opportunities or threats in the future. Working together, we can ensure that you are globally competitive today and positioned to succeed tomorrow.

Look to our lawyers for innovative business and legal solutions across manufacturing sectors.

Dentons has a proven track record advising on:

- Material and components procurement
- Sales and distribution
- Heavy machinery supply and installation
- Call for tenders and request for proposals
- Joint ventures, subcontracting and outsourcing
- Plant facilities and related environmental issues
- Trade practices and antitrust
- Research and development, protection of inventions, brands and trade secrets
- Product warranty and liability
- Acquisitions and divestitures of facilities and business
- Regulatory compliance

Whatever your challenges in the marketplace, let us be a partner in manufacturing the solutions you need to succeed.

Areas of focus include:

- Additive Manufacturing
- Automotive
- Aviation and Aerospace
- Chemicals and Petrochemicals
- Construction
- Forest Products and Agribusiness
- Industrial Equipment and Components
- Luxury Fashion and Beauty
- Medical Device Companies
- Pharmaceutical Companies

- Consumer Products
- Food and Beverage

Representative Experience

- **CHEMK Group:** Representing a world leading ferro-alloys company in several major trade defense proceedings before the European Commission, including reviews and refund proceedings. Dentons represented the same client in several parallel direct actions before the General Court of the European Union against measures and decisions adopted by the EU institutions. One of the legal challenges involves an unprecedented legal claim likely to have an impact on the future practice of the EU institutions in reviews of anti-dumping measures.
- **China Iron and Steel Association (CISA):** Advising before the European Commission on dumping, injury and public interest in the EU anti-dumping and anti-subsidy investigations concerning organic coated steel products from China. This was a high-profile case that, for the first time, combined anti-dumping and anti-subsidy investigations against Chinese steel products in the EU.
- **Major European paper manufacturer:** Advising on its corporate restructuring in Hungary. The client is one of the most active industrial investors with a regional approach. Service to the client required constant reconciliation of various bank financing, state subsidy and regulatory aspects.
- **Logitech International:** Representing the global provider of personal computer accessories in US Environmental Protection Agency (EPA) enforcement on pesticide labeling claims. The EPA asserted that Logitech's use of a material that was resistant to germs in the manufacture of a wireless keyboard and its a statement that the material was used only to "protect the product," was in violation of the US Federal Insecticide, Fungicide, and Rodenticide Act (FIFRA) requiring the company to register the product as a pesticide. We worked with the company to demonstrate that the claims did not violate the law or regulations, and that consumers were not misled and settled the case for less than 5% of the EPA's initial demand.
- **Nokia:** Advising on the sale of Vertu, the global leader in luxury mobile phones, to Scandinavian private equity house EQT VI.
- **OJSC Sofrinskiy Experimental Mechanical Plant:** Advising on the establishment of a GDR (Global Depositary Receipts) program and the listing of the GDRs at the Entry Standard of the Frankfurt Stock Exchange (March 2011). Sofrinskiy is a Russian producer of welded tin cans and one of the country's leading manufacturers. Sofrinskiy was assisted by our offices in Frankfurt, London, New York and Moscow.
- **Prevost Car Inc.:** Advising before the Tax Court of Canada and the Federal Court of Appeal in *Prevost Car, Inc. v. The Queen* in a landmark international tax case dealing with the interpretation of the term "beneficial owner" in the Canada-Netherlands tax treaty. The taxpayer, Prevost Car, Inc. was a wholly-owned subsidiary of a Netherlands corporation, which was itself jointly owned by Swedish corporation Volvo AB, and a United Kingdom corporation Henly's Group PLC. The issue was whether the Netherlands corporation qualified as the "beneficial owner" of dividends paid by the taxpayer for purposes of the relevant tax treaty and therefore entitled to a reduced Canadian dividend withholding tax rate.
- **Raytheon:** Obtaining a US\$22 million arbitration award for the leading provider of missile systems to the US military and its allies against a supplier, Anixter, for supplying non-conforming parts for the Tomahawk Tactical Cruise Missile. The Tomahawk Tactical Cruise Missile is the US Navy's frontline weapon for long-range enemy strikes from ships and submarines, including use in Operations Desert Storm and Iraqi Freedom. After achieving success at a 23-day arbitration before a 3-arbitrator panel, the arbitration award was confirmed by the Maricopa County Superior Court, and the Court of Appeals then not only affirmed the trial court's judgment, but also awarded attorney fees on appeal.
- **Sahaviriya Steel Industries (SSI):** Acting in the negotiations for the acquisition of a steel and coke production facility in Redcar, North-East England. The site was purchased for US\$468 million from Tata Steel Group. Our role was to secure and separate an 'archipelago of land plots' on a 3,000 acre 'mothballed' manufacturing site, to manage the TUPE and pension scheme transfers for the 750 staff to be retained by SSI, and to advise on over US\$1 billion acquisition finance. The transaction was exceptionally complex, involving expertise across several practice areas and requiring creative legal solutions. It attracted considerable political and media interest and needed quick completion within seven months. Its success depended on our adopting a collaborative and cooperative approach, working closely with various stakeholders, including the client team, local community representatives, environmental and other regulatory bodies, trade unions and other parties for a successful solution for the client.
- **Sara Lee:** Representing a US-based food and beverage manufacturer in numerous sales of business as part of its

strategy split of Sara Lee into two companies. We also worked with the European-based beverage side of the company in its purchase of the premium tea company Tea Forte, the first US acquisition by the new group.

- **Sony Electronics:** Defending in a putative class action in the US federal court alleging violations of state unfair competition laws and false advertising laws. The plaintiff sought to represent two classes: a California class of purchasers of our client's computer; and a nationwide class of purchasers of that same product. The case settled on an individual basis following a search of the named plaintiff's computer to determine whether the computer was being used for business or computer purposes.
- **Sumi Agro Europe Limited:** Advising on the creation of a pan-European alliance with Sipcam to develop and distribute agro-chemicals in various European countries, including Italy, Spain, Portugal, Greece, the United Kingdom, France, Germany, Belgium, the Netherlands, Luxembourg, Poland, the Czech Republic, Slovakia, Hungary, Romania, Moldova and Bulgaria.

Your Key Contacts

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