



# MANUFACTURING

**Manufacturers today face myriad pressures and demands – from supply chain and distribution concerns to increasingly complex regulatory environments. Bell Nunnally’s experienced attorneys bring a multidisciplinary approach to building legal solutions that support our manufacturing clients’ ability to agilely bring their products to market.**

Our team works closely with domestic and international manufacturing companies across a variety of industry sectors, helping them navigate the challenges that arise from completing mergers and investment deals, complying with regulatory requirements and agencies, developing efficient business operations, engaging a well-managed workforce, negotiating with essential suppliers and distributors, and protecting against competitors. We deliver favorable outcomes for our clients across a broad spectrum of transactional matters including entity formation and corporate governance, investments, asset sales and acquisitions, financing arrangements and stock sales.

## Regulatory and Compliance

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Assisting clients with regulatory matters from labeling and production to SEC and antitrust, we have represented clients before a wide range of state and federal agencies, including the FDA, FTC, TABC, EEOC, DOL, OSHA, U.S. Citizenship and Immigration Services, and others. Our employment and immigration attorneys assist manufacturers with numerous issues impacting workers, including OSHA compliance and workplace safety, visas, reductions in force and plant closings, workplace discrimination and harassment claims, wage and hour compliance, employee benefits, and negotiations in labor disputes with unionized employees.

## Litigation

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From employment class actions to products liability lawsuits, the firm's litigation and appeals attorneys bring deep experience representing manufacturers in the disputes that distract from their successful production. Our litigators have experience defending clients in multi-district litigation associated with recalls, representing companies in adversary proceedings in the United States Bankruptcy Court, and handling a variety of intellectual property disputes regarding patents, trade secrets and noncompete agreements.

## Client Manufacturing Sectors Include

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- Construction supply
- Consumer products
- Food and beverage
- Chemical
- Metals
- Health care
- Beauty and cosmetics
- Aircraft

## Representative Experience

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### Transactions

- Represented the purchaser in the acquisition of the world's leading air filtration business, in a transaction valued in excess of \$250 million.
- Consulted a U.S. chemical company in a \$5 million acquisition by an Austrian company.
- Advised an international HVAC company in the divestiture of an \$80 million division, a \$200 million stock sale, a \$270 million senior debt term and revolving loan facility and a \$250 million subordinated debenture redemption.
- Represented a clothing manufacturer in a \$20 million asset acquisition of several well-known labels, to guide it through a \$10 million private placement, and to represent it with regard to a \$35 million senior debt term and revolving loan facility.

- Represented an international manufacturer of ethnic health and beauty aid products in a \$20 million private placement and a subsequent \$65 million sale to a \$2.5 billion consumer packaged goods company.
- Served as legal counsel to a U.S. and U.K. chemical company in a \$30 million sale to a \$2 billion U.K. chemical company.
- Represented a luggage manufacturing and distribution company in a \$40 million sale to a private equity fund.
- Engaged by a manufacturer of products for an aircraft industry company in a \$40 million sale to a private equity fund.
- Represented a door and entryway manufacturing company in a \$20 million sale to strategic buyer.
- Represented a privately held manufacturing company in a stock sale, followed by redemption of subordinated debentures and refinancing of bank facility.

## **Litigation**

- Defended a concrete and materials supply company in a case related to allegedly faulty concrete supplied for a wastewater treatment facility.
- Obtained a non-liability summary judgment in a dispute between competing sports apparel manufacturers based on a geographically overbroad noncompete agreement.
- Represented a manufacturer against an insurance company for failure to cover a mid-eight-figure industrial fire, obtaining prompt and successful resolution.
- Won a heavily contested dismissal with prejudice of \$47 million federal court claim against a global medical device/healthcare products manufacturer on international bribery, corruption, breach of contract, and foreign Corrupt Practices Act issues.
- Obtained a six-figure final judgment at trial against one of the world's largest construction companies on behalf of a material supplier who had not been paid under a purported "pay if paid" clause on a major industrial construction project, attaining payment on the judgment immediately after a denial of motion for a new trial.
- Defended an Indian manufacturer in federal court on product defect claims, resulting in dismissal with prejudice.
- Obtained discovery sanctions and received a non-suit ruling without prejudice in co-defending a major national construction material supplier against non-subscriber claims in AAA arbitration.

## Related Practices

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Bankruptcy and Financial Restructuring  
Commercial Finance  
Corporate and Securities  
Creditors' Rights  
Entertainment, Advertising and Media  
Immigration  
Intellectual Property  
Labor and Employment  
Litigation  
Mergers and Acquisitions  
Real Estate Law  
Tax  
White Collar Criminal and Regulatory Defense

## Related Industries

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Agribusiness, Beverage and Food  
Construction  
Energy and Natural Resources  
Health Care  
Insurance  
Real Estate  
Software, Technology and Telecommunications  
Transportation and Logistics  
Wholesale, Retail and Services

## Related Attorneys

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Thomas L. Case  
Troy "T.J." Hales  
Perrin B. Fourmy  
Benjamin L. Riemer  
S. Roxanne Edwards  
Danica L. Mathes



Christopher B. Trowbridge

Beverly A. Whitley

Ross Angus Williams

Kenneth "Kenny" C. Meixelsperger

Christian J. Cowart