

# CROSS-BORDER PRACTICE



Schnader  
ATTORNEYS AT LAW

CALIFORNIA DELAWARE JAKARTA\* NEW JERSEY NEW YORK PENNSYLVANIA WASHINGTON, D.C.

# ABOUT

A full-service law firm with offices in California, New York, Washington, D.C., Delaware, New Jersey, Pennsylvania and Indonesia,\* Schnader is a leader in providing strategic, cutting-edge, and practical legal advice to global companies and clients. To serve our international clients, we have relationships with numerous law firms across the globe, although we are not limited by an exclusive relationship with any law firm network. Our clients operate in a wide array of industries, including aviation, banking and financial services, communications and media, construction, distribution, education, healthcare, manufacturing, nonprofit, retail, technology and transportation.

## PRACTICE AREAS

- Alternative Dispute Resolution
- Antitrust and Trade Regulation
- Appellate Practice
- Aviation Law
- Bond Finance
- Business Governance Litigation and Shareholder Disputes
- Class Action
- Construction Industry Practice
- Corporate
- Creditors' Rights and Business Restructuring
- Emerging Companies
- Employee Benefits
- E-Commerce/Technology Litigation
- Environmental and Energy Law
- Finance
- Financial Services Litigation
- Franchise Law
- Government and Regulatory Affairs
- Government Contracts
- Health Care Law
- Industrial Defense
- Insurance Services
- Intellectual Property
- International Law
- Labor and Employment
- Lender Liability
- Mergers and Acquisitions
- Product Liability
- Railroad Litigation
- Real Estate Lending and Transactions
- Securities
- Securities Litigation
- Tax
- Technology and Outsourcing Transactions

\*Schnader has an association with Yang & Co., an Indonesian law firm. The firms remain separate but work closely together to provide Indonesian companies and individuals with legal counsel in the U.S. and U.S. companies and individuals with legal services in Indonesia.

Our multilingual and multijurisdictional attorneys provide cost-efficient legal strategies and solution-oriented counseling.





## OVERVIEW

Schnader's Cross-Border Practice serves the United States legal needs of our international clients, including their general corporate, mergers and acquisitions, securities, commercial, intellectual property, litigation, employment, real estate, healthcare and tax needs. With 160 attorneys located throughout the United States, Schnader advises foreign and U.S. global companies and individuals on this wide range of legal matters by drawing upon the experience of its practice groups across the firm.

Our team includes multilingual and multijurisdictional attorneys who advance the business objectives of our global clients by providing cost-efficient legal strategies and solution-oriented counseling. We facilitate opportunities for international companies by drawing upon our network of partnerships with local businesses and critical governmental entities throughout the United States.

# M&A

Our corporate lawyers advise foreign clients, private equity funds and significant shareholders in connection with numerous M&A transactions throughout the United States. Examples of our recent experience include cash and stock-for-stock mergers, leveraged buyouts, auctions and divestitures, takeover defenses, stock and asset purchases, proxy contests, spin-offs, and restructurings.

Our lawyers advise on all cross-border issues that foreign companies commonly face throughout U.S.-bound M&A transactions, including compliance with multijurisdictional transactional and regulatory requirements, international accounting and financial reporting standards, executive and employee compensation matters, efficient capital and tax structures, and the requisite comprehensive due diligence.

Schnader attorneys provide support for all aspects of the M&A process. From business succession planning and management buy-outs to creative financing techniques and capital formation, Schnader assists its clients in achieving their business objectives while minimizing risks, in a creative, integrated and cost-effective manner. We team with our clients to approach legal issues in a manner consistent with the clients' business philosophies.

## REPRESENTATIVE INTERNATIONAL TRANSACTIONS

- Represented a Swiss-owned company in its acquisition of a U.S. adhesives business.
- Represented a publicly-held European company in the purchase of a nationally-known business services provider from a venture fund.
- Advised the U.S. subsidiary of an Italian company, one of the world's leaders in the diagnostics business, in its \$240 million acquisition of a NASDAQ-listed manufacturer of contrast agents.
- Represented a leading European provider of supply management software and services in its acquisition of a U.S. vendor of on-demand supply management solutions for mid-market companies.
- Advised a consortium of European investors, including entities affiliated with a leading Israeli real estate investment fund and an Italian global hotelier, in connection with a \$724 million transaction to acquire and develop an existing hotel and casino in Las Vegas, Nevada.
- Represented an Italian company, one of the world's largest cement makers, in the acquisition of two concrete companies based in the United States and Canada.
- Represented a small-cap U.S. public company in the acquisition of the stock of a software company with a proprietary mobile platform from a privately-held U.K. company.
- Represented a Japanese company in selling its assets to a domestic corporation active in the steel services area.



- Represented another Japanese company in the auction of a steel related operation from a domestic private equity fund.
- Represented a Finnish entrepreneur in the sale of an oil/water separation company that services the shipping industry. Also represented a related U.S. corporation in the sale of a division to a Finnish buyer that provides corrosion protection for ocean pilings.
- Represented a Chinese company in the purchase of a Canadian solar electric inverter business.
- Represented a privately-owned mining, metals and minerals consulting business in the sale of its business and assets to an international mining and minerals consulting firm.
- Represented a U.S. company owning a controlling interest in a Chinese coal transportation and trading company in the sale of a majority of its equity interests to a local Chinese coal operator.
- Represented an Australian consulting company selling an office location to the previous owners/management team.
- Represented the limited partners of an International Hotel and Restaurant Group in the takeover, operation and ultimate sale of a New York City restaurant.
- Represented a Singaporean company in its stock acquisition of a U.S. corporation that is the leading provider of prestige bags and boxes for retail businesses.



# COMMERCIAL TRANSACTIONS

We advise international clients on a broad range of commercial transactions, both complex and straightforward, including:

- Formation and governance
- Joint ventures and strategic alliances
- Distribution and supply transactions
- Marketing
- Licensing
- Trade secret and management agreements
- Purchase and sale of goods
- R&D collaboration

## GENERAL COMMERCIAL

We have substantial experience advising foreign companies entering the United States market in setting up appropriate business models and in navigating the regulatory issues associated with operating in the United States. In addition, we provide practical and cost-efficient counseling to our foreign clients with respect to their day-to-day U.S. operations, including intellectual property and technology issues, labor and employment issues, executive compensation and employee benefits, and other general corporate matters. We often advise international companies concerning the corporate and commercial law of Delaware through our Wilmington, Delaware office.

## DISTRIBUTION, LICENSING AND FRANCHISING

We assist manufacturers, distributors, intellectual property owners and service providers in bringing their products and services to the United States. Schnader attorneys also assist both start-ups and established foreign franchisors in negotiating and structuring their franchise operations in the U.S. We structure and document a broad range of inbound and outbound commercial transactions, as well as transactions among foreign nationals, including import, export and foreign distribution, and help provide resolution for attendant customs issues.

While we are proud of our international experience, past successes, knowledge of foreign jurisdictions, language capabilities and other skills, our emphasis is always on the results produced for our clients.

## REPRESENTATIVE INTERNATIONAL TRANSACTIONS

- Negotiated the acquisition of a U.S. amusement ride company and license agreement for the operation of an amusement park in New York City's Central Park on behalf of an Italian amusement ride manufacturer.
- Assisted a U.S. subsidiary of Italian espresso coffee company in the franchising of an espresso coffee shop concept.
- Assisted numerous multinational fashion brands with respect to structuring of corporate entities and operations, contractual issues, operation of proprietary retail stores, licensing of monomark boutiques, wholesale operations and merchandising activities.
- Represented a Canadian concern in establishing a United States presence and creating United States corporation and ancillary matters for distribution of Canadian products.
- Assisted with the licensing of technology to a major U.S. automobile manufacturer by an Italian client.
- Assisted a university in obtaining a license and purchasing innovative technology and equipment from a Kazakhstan supplier.
- Advised the U.S. division of an industry-leading Italian medical diagnostic imaging company on stock and asset purchases, bridge loan investments, cross-border license and research and development agreements, as well as joint ventures.
- Represented the largest Italian R&D medical facility in connection with licensing arrangements with a public U.S. pharmaceutical company.
- Represented the U.S. subsidiaries of a German conglomerate in entering the U.S. market and subsequently reorganizing its multiple business divisions in the U.S.
- Represented numerous foreign companies in establishing U.S. entities, including incorporation, leasing, space, financing and hiring employees.
- Represented multinational architectural and engineering firms in organizing professional corporations and providing services on projects throughout the United States.
- Assisted with the reorganization of a U.S. subsidiary group of a foreign multinational fashion group in liquidation.
- Represented a Taiwanese limited partner in a partnership dispute among the owners of one of the largest resorts in the state of Hawaii.
- Represented the borrower in the stateside financing of a subsidiary of a multinational luxury goods group involving intercompany financing, intellectual property and licenses, administration and preparation of intercompany agreements, and supervision of foreign counsel opinions.



# SECURITIES

Our Securities Practice Group has a wealth of experience representing public and private companies, venture capitalists, investment bankers and securities professionals, and is led by a former associate director of the United States Securities Exchange Commission's (SEC) Division of Corporate Finance. Schnader brings attorneys with diverse backgrounds in onshore and offshore capital formation, public and private securities offerings, venture capital and private equity transactions, the structuring and offering of derivative securities, and organization and operation to clients within the securities industry. Our team of securities attorneys is able to approach client issues from multiple vantage points: that of the SEC, inside counsel in a variety of industries, and as experienced law firm professionals.

We advise foreign clients on traditional capital markets transactions for debt and equity securities, including initial public offerings, private placements and listings on U.S. and foreign securities exchanges. Our attorneys regularly assist clients in complying with periodic reporting requirements, as well as with stock exchange rules and regulations, and in navigating regulatory matters involving alleged violations of SEC rules and regulations.

We have particular experience acting on behalf of foreign issuers, investment banks and investors in connection with SEC-registered, Regulation D, Rule 144A and Regulation S offerings.

Our attorneys routinely represent U.S.-listed foreign private issuers in a variety of private and public securities transactions and related regulatory issues. Our experience in foreign markets enables us to create compliance frameworks that allow our clients to operate in a cost-effective manner in increasingly strict regulatory environments, both in the United States and abroad.

## REPRESENTATIVE INTERNATIONAL TRANSACTIONS

- Represented a provider of innovative technology-based raw materials to the cosmetics industry in a strategic collaboration agreement with a company traded on the Tokyo Stock Exchange, including a \$3 million Series A Preferred Stock investment.
- Represented an investor group in the formation and capitalization of a company to purchase, lease, license, build, operate and maintain cell towers and sites in Central America, South America and the Caribbean islands.
- Represented a U.K.-based fund in a Series H convertible preferred investment in a U.S. biotech company and a recapitalization transaction of a U.S. software company.
- Represented a NASDAQ-listed company in connection with a U.S. public offering and cross-listing on the Prague Stock Exchange and issue of new primary shares under a Regulation S stock offering in Europe.
- Advised an Italian foreign private issuer listed on the NYSE regarding compliance with the SEC's Sarbanes-Oxley Act, as well as with Italian and NYSE listing standards.
- Completed the multimillion dollar sales of intellectual property for a publicly-traded company; also advised the same company in its purchase of a controlling interest in a Canadian corporation through a convertible note, warrant and stock purchase.
- Presented to the board of a NYSE-listed financial services company that recently migrated from Canada to Delaware on director's fiduciary duties and the best practices of directors.
- Acted for an Italian biotech company in connection with a private placement of convertible notes and warrants and its initial public offering on the NASDAQ.
- Sued numerous foreign individuals residing in Europe to collect limited partnership capital pledges to a Small Business Investment Company (SBIC) operated under U.S. SBA regulations. The matters involved the application of English, French and Italian law on the solicitation of investment securities in each of those countries, as well as personal jurisdictional issues and venue issues.



# FINANCE

Schnader's Finance Practice Group represents borrowers, lenders, trustees, sureties, guarantors, issuers and investors in both structuring and restructuring a broad range of transactions. These include structured finance, tax-free conduit project finance, asset-based lending, syndicated credits, public finance, real estate financing, unsecured financings, equipment leasing, tax credit financings, mezzanine and subordinated debt facilities, high-yield debt structures, bridge facilities, DIP financings, and private securities, convertible note and preferred stock offerings.

Attorneys in our asset-based lending practice have experience with varied forms of collateral in the art, information technology, transportation, communications, construction services, health care, and nonprofit sectors, among others. We assist with traditional asset-based loans, mezzanine financing, leveraged buyouts or recaps, and remain in the forefront of helping clients identify and structure the most advantageous financing arrangements.

Schnader represents clients in the development and implementation of sophisticated workout strategies and in the litigation of complex commercial loan disputes.

The firm has represented lenders in commercial foreclosures involving office and apartment buildings, shopping centers, condominiums, and construction projects. We also have assisted borrowers in debt restructurings. Our attorneys are experienced in obtaining, often on a time-sensitive basis, possession and control of distressed real estate and other property through court-appointed receivers and others. We help clients recover inventory, equipment and other collateral through personal property foreclosures and replevin/repossession actions.

## REPRESENTATIVE INTERNATIONAL TRANSACTIONS

- Represented a Bermuda-based specialty lender in a loan to an Israeli tech entrepreneur secured by 49 contemporary art works stored in London and the Geneva Freeport including works by Irving Penn, Pablo Picasso, Robert Rauschenberg, Gerhard Richter, Andy Warhol and others.
- Acted as lender's counsel in a \$35 million line of credit subject to a borrowing base comprised of accounts receivables and steel inventory located in the United States and Canada.
- Represented an Italian bank in connection with credit facilities extended to certain Italian companies, which were secured by U.S.-based commercial properties owned by the U.S. affiliates of the borrowers.



## LITIGATION, ARBITRATION AND BANKRUPTCY

Our firm is known for its outstanding trial and appellate work throughout the United States. Disputed matters for our international clients often cross borders and involve multi-jurisdictional issues. In addition to representing international clients in litigations before U.S. courts and in U.S. based arbitrations, our attorneys have appeared as advocates before international and domestic tribunals such as the International Chamber of Commerce (ICC), the American Arbitration Association (AAA), FINRA, the United Nations Commission on International Trade Law (UNCITRAL), and the Sanctions Committee of the World Bank. We also have engineered successful settlements in sophisticated contract disputes and fraud actions brought before international arbitral bodies.

Schnader also has substantial experience representing domestic and international clients alike in all areas of bankruptcy, restructuring, creditors' rights, workout and related litigation issues faced by distressed companies, creditors and bankruptcy trustees in a variety of industries.

### REPRESENTATIVE INTERNATIONAL DISPUTES

- Represent an Asian pulp and paper company in a London arbitration with its Jordanian distributor.
- Recovery of \$50 million in cross-border insolvency involving agribusiness in California, New Zealand and Australia.
- Represent an Italian manufacturer of premium office wall partition systems and furniture in a lawsuit claiming infringement of the manufacturer's trademarks and trade name in the US.

- Represent an Italian industrial resin compound manufacturer in a dispute with a major US home appliance maker concerning an alleged breach of a long-term supply contract.
- Represent an Italian manufacturer of luxury clothing in construction disputes with architects, contractors and subcontractors concerning the construction of new retail stores throughout the US.
- Represent an Italian manufacturer of luxury bed and bath linens in a copyright dispute with a US photographer.
- Successfully defended and resolved largest forfeiture action ever brought by Australian Federal Police under the Australian Proceeds of Crime Act involving proceeds from liquidation of Australian subsidiary of US parent company.
- Represented three affiliated hedge funds in litigation among 19 parties involving various loans made in connection with the development of time-share resorts in California, Hawaii, and Canada.
- Represented an Asian pulp and paper company in multiple cases in the U.S. involving that company's multibillion dollar debt restructuring.
- Advised and represented AXA Insurance Company (France) in connection with U.S. litigation issues and settlement of claims in the U.S. involving its insureds and overseas crashes.
- Defended an Indian company concerning a software dispute in a U.S. commercial litigation.
- Represented the largest bank in the Netherlands in a significant financial litigation in U.S. federal court.
- Obtained dismissal in U.S. courts of claim for tortious interference with employment and discrimination on the basis of race and ethnicity on behalf of EL AL Israel Airlines.
- Represented certain Italian municipalities and financial institutions in the Chapter 11 cases of Lehman Brothers Holdings Inc. and its affiliates.
- Presided over a London arbitration involving an insurance coverage dispute between a Swiss company and a U.S.-based company.
- Presided over an International Centre for Dispute Resolution arbitration involving an alleged breach of a co-development agreement between a South Korean company and a U.S.-based company that involved the building of a golf course in Seoul, South Korea.
- Presided over an arbitration involving a contract dispute between a British company and a U.S. company concerning jet engine technology and the manufacture of parts and components for aircraft engines.
- Represented a Chinese biopharmaceutical company in arbitration with a private equity company; the arbitration proceeding was administered by Hong Kong International Arbitration Centre.
- Represented Indonesian and Singaporean companies in proceedings under Chapter 15 of the U.S. Bankruptcy Code seeking recognition of foreign proceedings and implementation of debt restructuring plans.
- Successfully represented a Saudi Arabian appliance distributor in a wrongful termination contract arbitration before the American Arbitration Association.
- Sued numerous foreign individuals residing in Europe to collect limited partnership capital pledges to a Small Business Investment Company (SBIC) operated under U.S. SBA regulations. The matters involved the application of English, French and Italian law on the solicitation of investment securities in each of those countries, as well as personal jurisdictional and venue issues.
- Represented a French company in U.S. criminal and civil proceedings arising out of alleged violations of a trade embargo.
- Represented an Italian engineering company in U.S. courts concerning claims over ownership and management of a U.S. based subsidiary.
- Represented a German company in U.S. courts in product liability/toxic tort actions.
- Represented a Mexican restaurant franchisor in U.S. courts alleging unfair competition, trade dress and trademark claims against a U.S. company.
- Represented the Mexican national railroad in a case in Delaware state court seeking to hold the railroad liable for injuries to another railroad's employee in a railcar accident.

# INTELLECTUAL PROPERTY

Since the 1960s, Schnader has safeguarded its clients' intellectual property (IP) rights. The combination of our legal knowledge, engineering and science backgrounds, business acumen, and fluency in various industries and technologies enables us to provide a full range of IP services to clients located around the globe. Our attorneys provide patent, trademark, copyright, and related licensing, outsourcing and technology agreement services to large multinational corporations, mid-size entities, emerging companies, nonprofit organizations, including higher education institutions, and individual entrepreneurs, and we provide US trademark prosecution and counseling services to dozens of foreign law firms and their clients around the world.

We perform due diligence to evaluate the scope of and rights to intellectual property being acquired by clients. We facilitate the ownership transfer of IP associated with acquisitions, by assigning and recording rights in the U.S. and foreign countries. Our attorneys strategically work with foreign attorney affiliates around the world to procure and protect patents and trademark registrations for foreign and domestic clients. Our trademark and patent docket includes IP in a broad range of industries, such as pharmaceutical, medical device, semiconductor, automotive, software, clothing, food and consumer products. Our firm provides copyright services related to website content, audiovisual works, computer software, paintings, music and other protectable works of authorship. We enforce clients' rights and secure compliance with settlements arising from copyright proceedings.

## REPRESENTATIVE INTERNATIONAL TRANSACTIONS

- Managed international trademark portfolios on behalf of pharmaceutical and automotive clients.
- Registered trademarks in China previously blocked by a trademark "pirate."
- Represented an online publisher in the divestiture of its business units in Belgium, Italy, Germany, France and Turkey in a management buyout transaction and negotiated license of intellectual property rights to buyers.
- Represented a Canadian investment firm in acquiring the majority of intellectual property assets of a bankrupt Israeli company engaged in the electric vehicle arena and the ensuing joint venture with a U.S. company similarly engaged in the electric vehicle arena.
- Represented a Japanese manufacturer of photolithography printing equipment used in semiconductor manufacturing, suing a competing equipment manufacturer for patent infringement. The case involved simultaneous litigation in the U.S., Europe, Japan, and before the U.S. International Trade Commission. The litigation resulted in a settlement of \$145 million for the client.
- Defended and settled a claim of patent infringement against our client, a German manufacturer of rapid thermal processing equipment used in semiconductor manufacturing.
- Represented an Italian retailer in various trademark cancellation and opposition proceedings before the U.S. Patent and Trademark Office.
- Represented a Canadian owner of a patent for a semiconductor manufacturing process in infringement litigation against a Korean company. This matter involved coordination with litigation in Japan and Germany.
- Represented the U.S. subsidiary of an Italian company in a product design patent infringement action brought by U.S., Canadian and Taiwanese entities.
- Negotiated the settlement of a claim that a U.K. client's use in the U.S. of its internationally-protected trademark infringed the rights of a U.S. trademark owner.



# TECHNOLOGY & OUTSOURCING

The rapid pace of technological innovation presents new challenges for businesses. Our lawyers are constantly adapting their skill sets to meet clients' evolving needs. We help businesses navigate the legal issues that arise from government regulations, compliance, social media, and privacy and data protection. We prepare a variety of contractual agreements specific to e-commerce and computer-related activities. We also counsel on compliance with the full-range of applicable laws, including the Digital Media Communications Act, the Computer Fraud and Abuse Act, state privacy laws and the EU Data Protection Directive, and regulations, including those of the Federal Trade Commission.

We assist clients in many industries, including financial services, technology, media, medical devices, pharmaceuticals, consumer products and communications with the purchase and sale of technology and related services across borders and around the globe.



## REPRESENTATIVE INTERNATIONAL TRANSACTIONS

- Negotiated agreements on behalf of multiple U.S. clients to resell software and related services in Russia and Latin America.
- Negotiated strategic partnership agreements on behalf of a U.S. client with companies in South Africa and India.
- Negotiated an agreement on behalf of a U.S. client to resell technology services in Australia.
- Negotiated a global outsourcing agreement on behalf of a U.S.-based company for services to be delivered to its subsidiaries in Europe, North America, Australia and India.
- Negotiated software licensing agreements for subsidiaries of a U.S.-based company in Japan, Australia and Thailand.
- Helped a U.S.-based client set up a subsidiary to sell software in Australia.
- Represented a small-cap U.S. public company in the acquisition of the stock of a software company with a proprietary mobile platform from a privately-held U.K. company.
- Advised clients on cross-border data exchange and information governance, including data breach and privacy issues.
- Assisted U.S. - based multinational to ensure U.S. operations comply with E.U. Data Protection Directive.

We help protect your valuable business assets  
domestically and abroad.



# EMPLOYMENT

Employers today must manage workers within a complex, multi-layered and ever-changing maze of laws and regulations. Global companies face the added challenges of often divergent laws and procedures as they cross borders. We help guide our clients through this precarious legal landscape, and work closely with them on developing proactive approaches to independent contractor, employment and labor relations matters that focus on resolving workplace issues before they become problems. We measure our success not only by the large battles we fight and win in courts and before administrative agencies, but also by the battles we have helped clients avoid, with positive results. We serve as outside employment and labor counsel to a variety of domestic and foreign-based companies in the manufacturing, technology, financial, retail, biotech, healthcare and services industries.

## REPRESENTATIVE INTERNATIONAL TRANSACTIONS

- Assist domestic and foreign-based multinational businesses in recognizing and complying with employment, tax, labor and data protection law requirements of nations in which they do or seek to do business.
- Represented a U.K. company in employment matters for United States sales representatives.
- Prepare employment and secondment agreements for inbound executives and outbound expatriates.
- Advise on the employment law aspects of mergers and acquisitions that cross borders, including due diligence.
- Counsel on compliance with the European Union Data Protection Directive, including development of contracts, internal policies and procedures, training and other materials required for compliance.
- Coordinate and manage the implementation of global employment policies and codes of conduct.
- Review multi-employer pension plans and manage litigation arising out of such plans, including defending trustees against fiduciary obligation litigation.
- Assist clients in the design and execution of workforce reductions compliant with federal and state notice, antidiscrimination and collective bargaining laws.
- Assist clients with properly classifying workers as independent contractors or employees.
- Defend class-action and individual employment claims for numerous U.S. subsidiaries of foreign companies in federal and state courts and before arbitration panels.

# REAL ESTATE

Our real estate lawyers play leading roles in projects involving the construction, renovation, sale or refinancing of high-profile residential and commercial real estate projects, including convention centers, hotels and resorts, sports arenas, waterfront developments, air hub distribution centers, shopping centers, mixed-use commercial facilities, alternative energy plants, waste disposal systems, troubled real estate ventures and military installations expropriated by the government for redevelopment in the private sector. We manage industrial, office and retail leasing for both landlords and tenants.

Schnader also has been involved in emerging areas of real estate practice, including construction for the telecommunications industry, multiuse and special service districts funded through joint public-private initiatives, conduit lending, and tax increment financing. We have guided clients participating in these projects from concept development to final closing, providing both oversight for the long-term and nuts-and-bolts attention to navigation of government regulation.

We serve a wide range of entrepreneurial, institutional and public sector clients, including developers, lenders, property owners, investment bankers, brokers, contractors, landlords, tenants, asset managers, loan portfolio advisers, REITs and other investors.

## REPRESENTATIVE INTERNATIONAL TRANSACTIONS

- Represented an Italian private equity company in the purchase and sale of office and residential buildings in New York City and Los Angeles.
- Acted for consortium of investors, including a global Israeli real estate fund and certain European investors, in connection with the acquisition and redevelopment of particular U.S.-based hotel and residential properties.
- Represented a Luxembourg real estate fund in connection with the development of resort and residential developments in Belize and the Dominican Republic.
- Represented a Mexican investment fund with the development of a luxury hotel in New York City.
- Represented several German companies in the leasing of real estate for industrial, warehouse and distribution uses.
- Represented a U.S. Company in the sale of real estate in Puerto Rico.
- Represents foreign individuals or families in the purchase and sale of co-op and condominium apartments and residential buildings.
- Represented a U.S. automotive parts manufacturer in the leasing of industrial facilities in Mexico.
- Represents a Canadian subsidiary of a U.S.-based aluminum and glass fabrication and manufacturing company in connection with the acquisition, leasing and subleasing, and disposition of manufacturing facilities in Canada.
- Represented a German food industry company in the acquisition of a U.S. manufacturing and distribution facility.
- Act as local counsel to provide assistance to foreign lenders in connection with loans secured by U.S. assets.

# AVIATION

Our Aviation Group, comprised of attorneys with first hand experience as military and civilian pilots, aviation consultants, flight instructors, and a former air traffic controller, is consistently recognized for its outstanding work. Clients have included aircraft and aircraft component manufacturers, aerospace manufacturers, engine manufacturers, airlines and other operators of aircraft, airports, international aviation associations, aviation insurers and underwriters, and cities and other governmental entities confronted with aviation-related issues. Our aviation attorneys have represented clients in state and federal courts throughout the United States, including the United States Supreme Court.

## AVIATION LITIGATION

We represent domestic and international aviation insurers and underwriters, aviation professionals, manufacturers of aircraft and aircraft components, airlines and other operators of aircraft, airport operators, aircraft lessors and lessees, and municipalities at trial and in appellate courts throughout the country. Our international representations have included the Swissair 111, Air France 447 and Spanair 5022 crashes. Schnader has been actively involved in all post-9/11 airline bankruptcy cases. Our attorneys have represented more than 50 domestic and international airlines in litigation, and are highly experienced in dealing with aviation issues arising from international conventions and treaties such as the Warsaw and Montreal Conventions.

## REPRESENTATIVE INTERNATIONAL DISPUTES

- Obtained dismissal in district court of claims for tortious interference with employment and discrimination on the basis of race and ethnicity on behalf of EL AL Israel Airlines and successfully argued appeal before the Second Circuit.
- Successfully obtained summary judgment that was upheld on appeal of claims against Ethiopian Airlines arising out of a foreign government's confiscation of a large amount of currency upon arrival due to lack of proper Customs documentation.
- Drafted amicus briefs for world's largest airline trade association in multiple Federal Circuit Court/Supreme Court appeals.
- Co-lead counsel for a helicopter manufacturer in litigation arising from the fatal crash of a U.S. Navy MH-53E in Sigonella, Italy.
- Lead counsel in achieving a defense verdict for one of the world's largest international airlines in a case brought under the Montreal Convention.
- National counsel for an aircraft component manufacturer in multidistrict litigation arising from the 2008 crash of a Spanair MD-82 aircraft in Madrid, Spain.



## AIR CARGO

Our attorneys have considerable experience representing large airline and delivery companies in complex cargo-related matters. For example, our attorneys successfully defended cargo claims throughout the United States on behalf of one of the country's largest overnight package delivery companies and defended an appeal of a multimillion-dollar cargo theft involving one of only a few U.S. cases to address a European truck transport treaty. We speak regularly on these issues at national and international conferences such as the annual IATA Cargo Claims and Loss Prevention Conference.

## AIRPORTS PRACTICE

We represent airport owners and operators of all sizes across the United States. From large commercial hubs to general aviation airports, we provide both legal and practical counsel on a full spectrum of issues. These range from drafting large-scale operating agreements with mainline and regional carriers, to acquiring federal assistance for obtaining/maintaining air carrier service, to securing federal grants for physical improvements, to appearances before the U.S. Department of Transportation and Federal Aviation Administration.

## AVIATION INSURANCE

We counsel the world's leading issuers of aerospace insurance and litigate disputes when the matters cannot be resolved informally. We have provided guidance to international aerospace insurers on matters involving air, outer space, and the sea. Our teams handle third-party and first-party insurance coverage disputes and are experienced in dealing with legal issues involving specialized insurance, such as aerospace and international insurance programs. In addition, we handle disputes concerning the propriety of claims-handling and theories of extra-contractual or bad faith liability.

In the areas of insurance coverage and claims handling, Schnader attorneys are called on by international aerospace insurers to provide guidance with respect to many of the headline-making events of the day, including the 9/11 attacks on America, the Deepwater Horizon oil spill, the crash of Air France Flight 447 while enroute from Rio de Janeiro to Paris, and the mid-air collision over the Hudson River of a single-engine airplane and a helicopter carrying tourists.

# OFFICE LOCATIONS

## New York, NY

140 Broadway, Suite 3100  
New York, NY 10005-1101  
Phone: +1212-973-8000  
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## San Francisco, CA

650 California Street, 19th Floor  
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## Philadelphia, PA

1600 Market Street, Suite 3600  
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Phone: +1215-751-2000  
Fax: +1215-751-2205

## Wilmington, DE

824 N. Market Street, Suite 800  
Wilmington, DE 19801-4939  
Phone: +1302-888-4554  
Fax: +1302-888-1696

## Washington, DC

The Victor Building  
750 9th Street, NW, Suite 550  
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Fax: +1202-419-3454

## Pittsburgh, PA

Fifth Avenue Place  
120 Fifth Avenue, Suite 2700  
Pittsburgh, PA 15222-3001  
Phone: +1412-577-5200  
Fax: +1412-765-3858

## Cherry Hill, NJ

Woodland Falls Corporate Park  
220 Lake Drive East, Suite 200  
Cherry Hill, NJ 08002-1165  
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## Jakarta\*

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Schnader  
ATTORNEYS AT LAW