

Manufacturing Industry Team Out + About

Members of Robinson+Cole's Manufacturing Industry Team continually engage with and actively listen to our clients and contacts across the sector in the U.S. and globally. Following developments and trends is an integral component of our client service efforts.

WiM Conference: Manufacturing Success Requires a One-Company Culture

On **January 31, 2022**, Robinson+Cole's managing partner, [Rhonda Tobin](#), and Manufacturing Industry Team Chair, [Jeff White](#), and team member [Jen Shanley](#), along with the Vice President of Corporate Communications at Diebold Nixdorf, presented the program "Manufacturing Success Requires a One-Company Culture", at the National Winter Leadership Conference, presented by the Women in Manufacturing Association (WiM) in St. Pete Beach, Florida. With the theme of "Making Waves in Manufacturing," discussion topics at the two-day event focused on innovation, good disruption, and workforce development. Jeff and Lynn serve on the WiM National Board of Directors. Robinson+Cole was pleased to be a sponsor.



SelectUSA's 2022 Investor Guide

On **July 12, 2022**, Robinson+Cole's Business Transactions Group lawyers [Anna Jinhua Wang](#) and [J. Michael Wirvin](#), along with Manufacturing Industry Team Chair [Jeff White](#) and Tax Group Lawyer [Michael J. Kearney](#), authored the "Business Structure" chapter of the SelectUSA's 2022 Investor Guide. SelectUSA is the Department of Commerce program dedicated to facilitating and promoting high-impact business investment into the United States. The Business Structure chapter offers an overview of common business structures for foreign investors. View the chapter [here](#).



Webinar: International Distributors & Representatives: Sign Them

On **May 5, 2022**, [Jeff White](#) presented "International Distributors & Representatives: Sign Them," hosted by the U.S. Commercial Service and Connecticut District Export Council as part of Export Week 2022 programming. The webinar focused on the legal perspectives of global sales channels specifically partnering with international distributors and representatives and offered best practices regarding how to negotiate international sales agreements, including developing a way for a "win-win" between companies and international partners. Jeff is a member of the Connecticut District Export Council.

ManufactureCT's "2022 Annual Golf Outing"

Robinson+Cole was pleased to sponsor ManufactureCT's "2022 Annual Golf Outing." This event supports ManufactureCT's mission and vision to be a catalyst and collaborator for an effective and thriving manufacturing economy in the state of Connecticut as well as to advocate, educate, and collaborate to support its members and their communities. [Jeff White](#) is a member of the Board of Directors for ManufactureCT.



Webinar: How Supply Chain Challenges are Impacting M&A Deals



On **March 31, 2022**, [Jeff White](#) presented "How Supply Chain Challenges are Impacting M&A Deals" at the American Bar Association's Business Law Section Hybrid Spring Meeting. Presented as the second part of the Business Transactions subcommittee meeting, the panel discussed a range of topics, including the impact of COVID-19 on global supply chains and current efforts to localize (or "re-shore), acquire, transfer and dual sourcing of critical supplies; evaluating a potential target's supply chain challenges during the due diligence phase, including steps for mitigating issues/risks and exploiting opportunities; potential options for buyers who identify supply chain challenges not disclosed during due diligence; and post-closing considerations, including contract review, strategic sourcing, insourcing, outsourcing, and integration. Jeff is a member of the Business Law Section's "Middle Market and Small Business Committee" and "International Business Transactions Subcommittee."

Webinar: Beyond Due Diligence: Strategies for Integration & Acceleration Growth in Aerospace & Defense Supply Chain Companies

On **January 20, 2022**, Robinson+Cole's [Jeff White](#) presented and R+C hosted a webinar featuring an interactive panel discussion focusing on need-to-know insights regarding the current state of the aerospace and defense market, as well as the latest strategies and best practices to promote integration and growth. The panel included representation from the Lockton Companies, AE Industrial, Greenbriar Equity Group, and AlixPartners.

R+C-Hosted Program on Trade and Investment with Canada

Robinson+Cole's Hartford, CT, office hosted the U.S. Commercial Service, the Canadian Consulate General in New York and the Connecticut District Export Council on **June 7, 2022**, for an afternoon program on trade and investment with Canada with a focus on opportunities for Connecticut firms to develop and strengthen trade ties with Canada. Managing Partner [Rhonda Tobin](#) and CT Lieutenant Governor Susan Bysiewicz gave a welcome and opening remarks to more than 70 attendees. R+C Manufacturing Industry Team members [Kevin Daly](#) and [Ed Heath](#) both presented. Canada's Deputy Consul General André Frenette, the Canadian Consulate General in New York, the U.S. Commercial Service Ottawa, and logistics experts offered an economic and business overview of the Canadian market and covered key industry sectors in Canada.



R+C "Doing Business in Canada"

On **July 28, 2022**, Robinson+Cole Manufacturing Industry Team member [Kevin Daly](#) moderated a logistics session regarding the United States-Mexico-Canada Agreement (USMCA) and export documentation as part of the trade program entitled "Doing Business in Canada" presented with the [U.S. Commercial Service](#), the [Canadian Consulate General](#) in New York and the [Connecticut District Export Council](#). R+C was pleased to host the event.



WiM CT "Holiday Happy Hour"

On **December 8, 2022**, Robinson+Cole was pleased to host the WiM CT Chapter's "Holiday Happy Hour" event at the Hartford Flavor Company.



Women in Manufacturing Connecticut Board of Directors

[Jennifer Shanley](#) has been selected by the WiM CT Board of Directors to serve as the Chapter's Program Chair. During her term, Jen will be responsible for organizing events and educational programs that offer networking opportunities and information in support of personal and professional development for women in the manufacturing industry.

WiM - Summit 2022 Host Committee

Robinson+Cole was pleased to sponsor the WiM's "Cultivating Community and Connections" 2022 Summit. This three-day hybrid event, both in-person and virtual, started **October 12, 2022**, and offered plant tours at leading manufacturing facilities, professional development sessions, roundtable discussions, and inspiring keynotes. R+C's [Jeff White](#) is a member of the board of directors for WiM, and [Jennifer Shanley](#) is the Program Chair for WiM CT.



MEDIA MENTIONS

International Trade Administration's Industry Trade Advisory Committee on Aerospace Equipment

Manufacturing Industry Team Chair [Jeff White](#) has been appointed by the United States Secretary of Commerce, Gina M. Raimondo, and United States Trade Representative, Katherine C. Tai, to the Industry Trade Advisory Committee on Aerospace Equipment (ITAC 1). Read more in the [press release](#).

Robinson+Cole Lawyers Recognized in Super Lawyers®

A total of 39 Robinson+Cole attorneys were named to *Super Lawyers*® for 2022. In addition, 30 attorneys at the firm were recognized as "Rising Stars." [Jeff White](#) was named to the Top 50: 2022 Connecticut *Super Lawyers*® list in the area of Aviation and Aerospace. [Jen Shanley](#) was named to the Hartford, CT "Rising Stars" list in the area of Immigration - Business. Read more in the [press release](#).

Robinson+Cole Lawyers Listed in *The Best Lawyers in America*©2023

74 Robinson+Cole lawyers were selected by their peers for inclusion in *The Best Lawyers in America*© 2023. Selected to the Hartford list were [Jeff White](#) in the area of Commercial Litigation; Mass Tort Litigation/Class Actions - Defendants; [Abby Warren](#) in the area of Employment Law - Management; and [Earl Phillips, Jr.](#) in the area of Environmental Law. [Jen Shanley](#) was listed as a Hartford, CT "One to Watch" in the area of Immigration Law. Read more in the [press release](#).

Jeff White Elected to Continue Service on WiM's National Board of Directors

Manufacturing Industry Team Chair [Jeff White](#) is among 22 new and continuing members elected to serve on the National Board of Directors for WiM. WiM is the only national association specifically dedicated to supporting, promoting, and inspiring women who have chosen a career in the manufacturing sector. Jeff was first elected to a three-year term on the WiM Board effective April 1, 2021. He is significantly involved with manufacturing industry issues on both a national and international level.

[Jeff White Is Quoted in Hartford Business Journal Story on CT Manufacturing Opportunities in 2022](#)

[Kevin Daly and Ed Heath Author IndustryWeek Article on Scope of Russian](#)

[Sanctions](#)

[Megan Baroni Co-authors IndustryWeek Article on "Microplastics Are in the News, and Manufacturers are Seeing Lawsuits"](#)

[Manufacturing Industry Group Outlook](#)

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