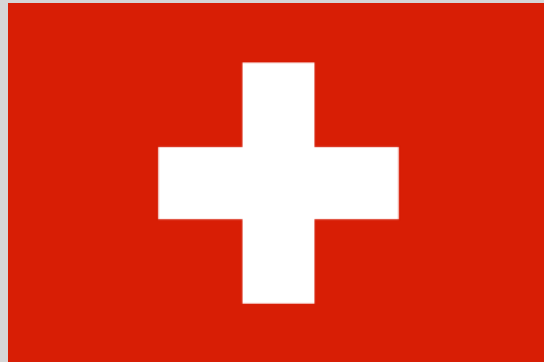


## Manufacturing Industry Team Out + About

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. The following developments and trends are an integral component of our client service efforts.

### Creating Deeper Connections - A Conversation with Swiss Ambassador Pitteloud

Robinson+Cole, in conjunction with the World Affairs Council of Connecticut (CTWAC), was pleased to host a discussion on "U.S. - Swiss Dealings" on **January 24, 2023** at The Bushnell Performing Arts Center in Hartford, Connecticut. The event was exclusive to CTWAC members and featured the Honorable Jacques Pitteloud, Ambassador of Switzerland to the United States, along with Connecticut business and government luminaries. Robinson+Cole Manufacturing Industry Team chair [Jeff White](#) moderated an interactive question and answer session.



### Manufacturing Law Group Roundtable

As part of the ongoing Manufacturing Law Group roundtables on **February 16, 2023**, Robinson+Cole Data Privacy + Cybersecurity Team partner [Kathryn Rattigan](#) led the interactive presentation titled "Anatomy of a Data Breach."

The roundtable began with a brief overview of current cyber risks, followed by a discussion covering practical considerations for working through a breach from the moment of discovery to mitigation and remediation (as well as the aftermath), and preventative internal measures and steps to prepare for these incidents and to protect proprietary, confidential information. Joining Kathryn in the discussion were [Nancy Cohen](#), Data Privacy Program Manager, Textron and [Paul Smith](#), President, Datasmith Network Solutions.



### Unlocking Japanese FDI & Trade Opportunities: CBIA Leadership Essentials

Antitrust and Trade Regulation lawyer [Jennifer Driscoll](#) moderated the Connecticut Business & Industry Association (CBIA) event on **February 22, 2023**, which was designed to address how Connecticut-based companies can connect and best leverage Japanese direct investment and trade opportunities. Kotaro Suzuki, Consul General of Japan in Boston; Kenichi Kawamoto, President, Japan External Trade Organization New York; and Melissa Grosso, Director, U.S. Commercial Services (Connecticut office) were among the panelists.



## Women in Manufacturing - International Women's Network Hybrid Meeting

Robinson+Cole was pleased to sponsor the Women in Manufacturing (WiM) International Women's Network (IWM) Hybrid Meeting at the John Deere factory in Zweibrucken, Germany on **March 3, 2023**. In-person attendees took a guided tour of the factory. Virtual participants joined in for the meeting portion of the afternoon, which featured three inspiring keynote speakers. A networking social hour provided opportunities for attendees to make connections to help build the foundation for the IWM. [Jeff White](#), Chair of the Manufacturing Industry Team, serves on the WiM Board of Directors. Immigration Group partner [Jen Shanley](#) is Program Chair of the WiM Connecticut Chapter, which has hosted numerous, sell-out events over the past year, including:

- Golf Instruction and Happy Hour
- Phoenix Manufacturing Tour
- Hill Stead Museum Tour
- Fascia's Tour
- Legislative Briefing with CBIA
- Holiday Party



### Panel in London for UK Companies

Manufacturing Industry Team Chair [Jeff White](#) was a panelist at Evelyn Partners' "Doing Business in the U.S." event, co-presented with Robinson+Cole and CliftonLarsonAllen on **March 23, 2023**. The program focused on the practical issues and opportunities for UK companies looking to expand and grow in the United States and featured a line-up of U.S. inbound expert panelists with a range of different experiences of doing business in the U.S. The event also included a keynote speech from Gus Franklyn-Bute of SelectUSA, U.S Embassy (London).



### How to Structure Your Business in the U.S.

On May 1, 2023 [Kathy Porter](#) moderated a panel discussion "How to Structure Your Business in the U.S.," as part of the 2023 SelectUSA Investment Summit, hosted at the Gaylord National Resort in National Harbor, MD. When establishing a new company in the United States investors must choose what corporate structure will best fit their business' needs. Each type – whether a limited liability corporation (LLC), an S-Corp, a co-op, or other – has advantages and disadvantages depending on the industry and business priorities. This session covered the various corporate structures available in the U.S. and which might be best suited for business.

**"Finding, Signing, and Keeping International Distributors and Customers,"** presented by [Jeff White](#), as part of the Connecticut Small Business Development Center's Export Series



The second program in the series, presented on **March 29, 2023**, focused on how small businesses get the deal, enter international markets, and find growth opportunities and were provided with tips and tactics to find new buyers, sign them, negotiate agreements, and connect with clients overseas. In addition, other presenters covered U.S. Department of Commerce services with Gold Key and profile reports and various tactics to improve marketing plans and navigate solid license and distribution agreements to keep them.

### Middlesex Chamber of Commerce Made in America Breakfast

Manufacturing Industry Team Chair, [Jeff White](#), presented "Demystifying the Complexities of The Buy American, Made in America, and Build Back Better Legislation" as part of the Middlesex Chamber of Commerce's "Made in America" member breakfast on **April 3, 2023**. The event included a keynote address from Congresswoman Rosa DeLauro followed by morning sessions on supply chain, infrastructure, and legislation that affects the manufacturing industry.



### Israel Business Roundtable

Robinson+Cole was pleased to host the Israel Business Roundtable on **May 4, 2023**, organized by the U.S. Commercial Service and the Connecticut District Export Council. Roundtable speaker, Yariv Moravnik Shavitt, Commercial Specialist U.S. Commercial Service, Tel Aviv, is pictured with [Rhonda Tobin](#), Managing Partner, Robinson+Cole and Melissa Grosso, Director, U.S. Commercial Service. Yariv led an interactive discussion, featuring an overview of the Israel market and opportunities for aerospace/defense and safety/security firms.

### Marcum Manufacturing Summit

Robinson+Cole was pleased to sponsor the Marcum Manufacturing Summit on **May 23, 2023**, which brought together 250+ professionals in many manufacturing sectors, from CT and beyond. [Ed Heath](#), Robinson+Cole's Business Litigation Group Chair, helped kick off the session and introduced Paul Lavoie, State of Connecticut Chief Manufacturing Officer, who gave an informative state of manufacturing update.



## NEWS AND ARTICLES

Jeff White was Quoted in *Hartford Business Journal* article on Germany's Strong Trade Ties with Connecticut view article [here](#)

Jennifer Driscoll Authored ["Supplier Beware: The DOJ and FTC Are Investigating Manufacturing and Supply Chain Issues"](#) in the *Journal on Emerging Issues in Litigation*

Kevin Daly and Ed Heath Authored ["New Round of Sanctions Relevant to Manufacturers Are Launched on the First Anniversary of Russia's Invasion of Ukraine"](#)

Abby Warren Authored ["Pay Transparency Laws: What Employers Should Know"](#) in *IndustryWeek*

[Manufacturing Industry Outlook 2023](#)

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