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H A N D B U C H

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Hohmann

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LAW FIRM DOSSIER**

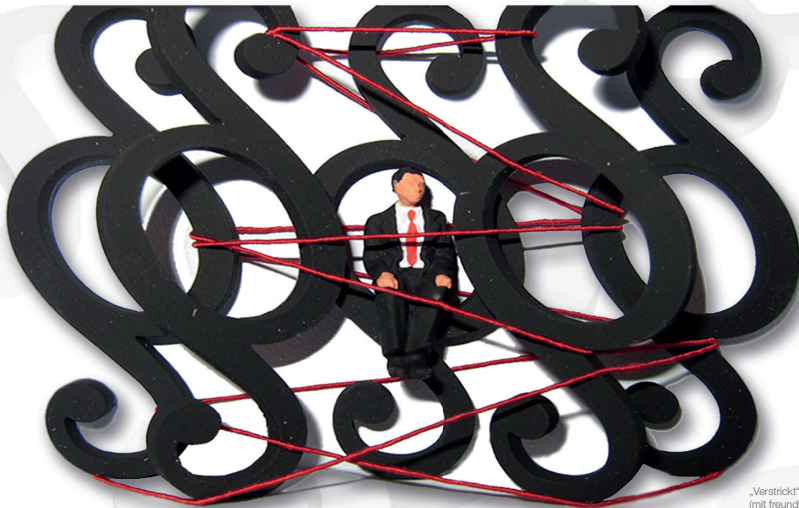
Verstrickt im Export- und Zollrecht?

Wir helfen Ihnen durch den Paragraphendschlingel!

Und unterstützen Sie in den Bereichen:

- EU- und US- Exportrecht
- EU- und US- Zollrecht
- Wirtschaftsstrafrecht (v. a. Export- und Zollverstöße)
- internationales Vertragsrecht
- internationales Vertriebs- und Transportrecht, Exportfinanzierung, Geldwäsche/Korruption
- nationale/internationale Verfahren (außergerichtlich und gerichtlich) inkl. „Genehmigungs-Diplomatie“
- Stoffrecht (Lebensmittel- und Chemikalienrecht)
- sonstiges Wirtschaftsrecht (inkl. Kartell-, Datenschutz- und Verfassungsrecht).

Wir haben langjährige Erfahrung in diesen Rechtsgebieten und sehr gute Behördenkontakte.



„Verstrickt“ von Volker Kühn,
(mit freundlicher Genehmigung der
Hermann Krause Kunsthandel GmbH in Köln)

„Hohmann Rechtsanwälte hat sich insbesondere in ihrer außenhandelsrechtlichen Spezialisierung erfolgreich auf dem deutschen Rechtsdienstleistungsmarkt positioniert und profiliert. Ihr Beispiel zeigt, dass es auch als kleine Einheit in einer kleinen Stadt möglich ist, große Expertise zu entwickeln und anspruchsvolle Mandate zu akquirieren“ (*Nomos, Kanzleien in Deutschland*).

„Häufig empfohlene Kanzlei für Außenhandel, die von dem wachsenden Beratungsbedarf profitiert. Neben einigen namhaften Mandanten (wie Fresenius) steht v. a. die Beratung zahlreicher mittelständischer Unternehmen aus so unterschiedlichen Branchen wie Maschinen- und Anlagenbau, Elektronik oder Medizintechnik“. Anwalt Hohmann ist ein „führender Name für Exportkontrollrecht“ (*Juve Handbuch Wirtschaftskanzleien*).

Ihr Ansprechpartner:

RA Dr. Harald Hohmann (Rechtsanwalt)

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internationales Wirtschaftsrecht

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Contents

PRACTICE AREAS

PAGE

Distribution and Franchising Customs and Trade	7
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REGIONS

Region Frankfurt and Hessen Hessen	10
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What is “JUVE Handbuch Wirtschaftskanzleien”?	11
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Practice Areas

Rankings and Analysis

Distribution and Franchising

Customs and Trade

Rise in protectionism hampering global trade

International trade is suffering from an increasing level of nationalism and protectionism. While the trade dispute is continuing to escalate between the US and China, the EU is reacting by putting its own protective measures in place, such as quotas for steel imports from third countries. With the reactivated anti-boycott regulation and its own vehicle for financing trade with Iran, Europe is also attempting to set itself apart from the US in its dealings with Iran; after withdrawing from the nuclear deal, the US permanently reimposed its previous embargo. In Europe, the tug of war that is Brexit is a shining example of how protectionism disturbs trade patterns. Germany is also increasingly closing off its market, for instance with stricter regulations for foreign investments in the field of critical infrastructure. The result: a huge jump in investment screening processes for M&A transactions. Since the ban on arms exports to Saudi Arabia, companies whose goods also lend themselves to military purposes are finding it more and more difficult to obtain export licenses. Businesses are therefore concerned about the revision to the EU Dual-Use Regulation, which provides for stricter rules especially with regard to technologies that can be used for digital monitoring purposes. New regulations and tighter checks will flag up many more breaches of foreign trade legislation than in the past. Foreign trade specialists are therefore representing their clients more often before the

authorities and calling on experts in cases of a criminal law nature.

Escaping the niche

Stricter regulations, the threat of fines and even criminal proceedings are scaring off companies. Topics such as export controls and customs law are gaining in significance and migrating more and more away from operational departments and into legal and tax departments. Even firms boasting a strong in-house setup are having to call on external lawyers at the latest once investigation proceedings are underway for breaches of foreign trade law. Noerr, who has long since integrated white collar crime aspects in its foreign trade advice, is already well positioned here. In navigating the waters of investigation proceedings, many companies are reorienting themselves with an eye to foreign trade compliance. Firms with an equally strong setup such as **Baker & McKenzie** and **Oppenhoff & Partner** are scoring points here. Due to the heightened controls on investment, transaction-driven major firms are also more frequently calling on foreign trade experts in cross-border deals. Firms that do not have their own team are having to rely on external expertise, hence the increase in external requests received on this topic by smaller outfits such as **Blomstein**. Established foreign trade practices such as **GvW Graf von Westphalen** or **Hogan Lovells** are emerging as strategic advisors to their corporate

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Distribution and Franchising

Customs and Trade

Continuation:

colleagues – similar to the role adopted by anti-trust lawyers in the past. Although industries such as agriculture and medicine are still trading with Iran, the euphoria from years past has dissipated since the US' definitive withdrawal from the nuclear deal. For example, the Iran advice offered by

CMS Hasche Sigle has quietened down as many of the firm's major clients have pulled out of the country. As a result, the CMS office in Tehran that opened almost three years ago has split off from the firm. Rödl closed its office in Tehran not long thereafter.

Distribution and Franchising

Customs and Trade

★★★★★

GvW Graf von Westphalen

★★★★★

Baker & McKenzie

Blomstein

CMS Hasche Sigle

Hogan Lovells

Noerr

Oppenhoff & Partner

★★★

Hohmann

DLA Piper

Haellmigk

Luther

★★

Beiten Burkhardt

Helmut Bleier

Cleary Gottlieb Steen & Hamilton

Harnischmacher Löer Wensing

Schrömbges + Partner

JUVE
URTEIL

Strengths:

EU and US embargo law.

Highly experienced in operational foreign trade matters.

Leading names in customs and trade

Hohmann

Dr. Harald Hohmann

GVW GRAF VON WESTPHALEN

Dr. Lothar Harings

Marian Niestedt

NOERR

Dr. Bärbel Sachs

OPPENHOFF & PARTNER

Stephan Müller

Recommended:

Dr. Harald Hohmann

(„highly competent”, competitor)

Hohmann

Customs and Trade

Comment: The firm focuses in part on embargo and sanctions law, esp. relating to Iran and Russia. This setup recently brought it further instructions in the field of mechanical engineering and plant construction. Besides renowned German Mittelstand companies, international corporates such as Huawei and Jungbunzlauer also depend on the team, while questions relating to technology transfer for arms-related goods also tend to be central to instructions. The firm recently scored a success for Kamag, pushing through the supply of technology to France for the construction of low loader semi-trailers ultimately bound for Saudi Arabia. The team also represents its clients before the authorities in breaches against foreign trade law.

Strengths: EU and US embargo law. Highly experienced in operational foreign trade matters.

Recommended: Dr. Harald Hohmann (“highly competent”, competitor).

Team: 1 partner, 1 associate.

Practice: All-round advice on foreign trade legislation topics, esp. sanctions and embargo matters, export permits, breaches of foreign trade legislation and voluntary declarations of tax liabilities; recent increase in customs advice. Sectors: German Mittelstand companies from the fields of mechanical engineering, plant construction, electronics and chemistry.

Clients:

Export control/sanctions:

- **Cobus Industries** on Iran and Russia embargo;
- **Fresenius** on US sanctions concerning supplies to Cuba, Syria and Russia;
- **Hydro Systems** on US export law;
- **Dürr group** and **Schenck RoTec** on export licenses;
- **Jungbunzlauer** on export law in Switzerland and Canada;
- **Huawei** on technology transfer to China;
- **Kamag** on technology transfer concerning export to Saudi Arabia.

Regions

Rankings and Analysis

Hessen

Region Frankfurt and Hessen

Law Firm	Office	Strengths	Recommended
Hohmann	Büdingen	Highly esteemed firm for >foreign trade law (esp. embargo and sanctions law)	Dr. Harald Hohmann ("expert in export control", competitor)
Andreä & Partner	Wiesbaden	Broad commercial law setup; special focus on employment law	Lutz Hoppe, Thomas Menzel (both employment law)
Helmut Bleier	Kronberg	Renowned lawyer for >foreign trade law	Helmut Bleier ("excellent", client)
Buschlinger Claus & Partner	Wiesbaden	Comprehensive advisory spectrum oriented towards the Mittelstand. Corporate law (incl. 3-strong notary office)	Dr. Michael Magel (real estate law), Friedel Maul (employment law)
de Faria & Partner	Wiesbaden	Established employment law practice; corporate law/M&A; notary office	Andreas Riedel, Silvia Schrade (both employment law)
Dierlamm	Wiesbaden	Firm specialized in all areas of >white collar crime and tax criminal law (esp. defense of individuals)	Dr. Alfred Dierlamm, Ute Bottmann
Falk Berghäuser Albach Landzettel Wieland Berg	Darmstadt	Full-service setup, esp. administrative and corporate law	Dr. Klaus Berghäuser ("good price-performance ratio", client; administrative law)
Fuhrmann Wallenfels	Wiesbaden	Broad advisory spectrum; emphasis on corporate and employment law besides copyrights and media law; administrative and private construction law.	Dr. Tobias Stauder (administrative law), Dr. Eike Bornemann (construction law), Prof. Dr. Christian Russ (media and copyrights law)
Haas & Haas	Gießen and others	Multidisciplinary firm with strong tax department (incl. tax criminal law); M&A/corporate law with a focus on company succession and restructuring	Werner Otto, Johannes Haas (both corporate and tax law)
Iffland Wischnewski	Darmstadt	Broad spectrum in the social and >healthcare sector	Sascha Iffland, Jörn Bachem
v. Keussler	Darmstadt	All-round advice in the chemical and biotech sector and to industrial parks, international contract drafting	Johann von Keussler (M&A), Nils Schmiedeknecht (corporate law, also litigation)
Kipper + Durth	Darmstadt	Boutique for >white collar crime and tax criminal law	Dr. Oliver Kipper, Dr. Hanno Durth
Kleymann Karpenstein & Partner	Wetzlar	Corporate law; all-round advice to IT companies, also municipalities	Jens-Oliver Müller (corporate law, IT)
Knarr & Knopp Milde Netuschil Zimmer	Darmstadt, Ober-Ramstadt and others	Corporate law (notary office); employment law	Dr. Thomas Milde (corporate law)
Meschkat & Nauert	Gießen	Law firm specialized in insurance contracts	Norbert Meschkat, Ralf Nauert
Möller Theobald Jung Zenger	Gießen and others	Full-service firm with multidisciplinary advisory spectrum	Dr. Wolfgang Theobald (corporate and tax law), Dr. Frank Laux (construction law)
Moog	Darmstadt	All-round advice to Mittelstand clients; esp. corporate and tax law; employment law; multidisciplinary setup	Dr. Rüdiger Moog, Dirk Langner (both corporate law), Dr. Tim Becker (intellectual property)
Dr. Muth & Partner	Fulda and others	Multidisciplinary advisory spectrum focused on corporate and tax law, construction and employment law	Ina Hüttig (employment law), Ralf Kammer (tax law), Dr. Matthias Freund (construction law)
Ruhmann Peters Altmeyer	Wetzlar and others	All-round multidisciplinary advice to companies, esp. corporate and employment law; intellectual property	Dr. Ingo Peters (company succession), Ilja Borchers (intellectual property)
Unützer Wagner & Werding	Wetzlar	Full-service firm incl. tax advice and broad-ranging instructions in corporate rescue and insolvency	Dr. Matthias Menger (insolvency law), Bernd Ache (corporate law)

What is “JUVE Handbuch Wirtschaftskanzleien”?

“JUVE Handbuch Wirtschaftskanzleien” long ago developed into a reference tool for the German legal market. In it you will find detailed information about the commercial law services offered by almost 800 law firms.

Extensive research among law firms, company managers, representatives from authorities and employees from the judiciary and academia create the basis for this book. The strictly independent editorial team can draw on more than 20 years of experience in the legal market.

THE JUVE-RESEARCH

