


AIAM MEMBER HIGHLIGHT



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Miller, Canfield, Paddock and Stone, P.L.C.

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Joseph D. Gustavus
Senior Principal Attorney

Miller Canfield started in Detroit in 1852 when Sidney Davy Miller opened a solo law practice on Jefferson Avenue, a rapidly growing area of the city. Miller Canfield is now the oldest and one of the largest law firms in Michigan, with president-day offices and affiliated locations in North America, Asia, Europe and the Middle East.

In 2010, the firm formed the Miller Canfield Export Control and Sanctions Practice (EC&S Practice) to support clients with: (a) exporting sensitive technologies and systems controlled under International Traffic in Arms Regulations (ITAR), Export Administration Regulations (EAR), U.S. sanctions administered by the Office of Foreign Assets Control (OFAC), and (b) acquisitions subject to approvals by the Committee on Foreign Investment in the U.S. (CFIUS). This combined set of export laws controls transactions involving either military or civilian aerospace technologies. Given the frequency of encounters that aerospace companies have with government procurement projects, the Miller Canfield aerospace industry practice has since expanded its expertise into U.S. and foreign government procurement regulations, including those under the U.S. Federal Acquisition Regulations (FAR) and U.S. Defense Federal Acquisition Regulation System (DFARS). The Miller Canfield aerospace industry practice also has recently added expertise in Federal Aviation Administration (FAA) regulations.

The EC&S Practice enables Miller Canfield to represent aerospace and defense companies on transactions with domestic aerospace and defense customers, the U.S. Government, as well as foreign governments and foreign aerospace and defense customers. Miller Canfield is also able to represent clients on highly complex and controlled (regulated) acquisitions in the aerospace and defense industries.

While companies may seek this specialized expertise from law firms located in Washington D.C., Miller Canfield possesses this expertise right here in the Midwest - Michigan.

WORKFORCE

6 EXPERT ATTORNEYS

"We have 6 expert attorneys engaged in the aerospace industry practice group, which bring together different legal disciplines to provide clients with fulsome representation on every issue affecting aerospace companies."

MICHIGAN ATTORNEYS: 212

MICHIGAN TOTAL EMPLOYEES: 361

GLOBAL ATTORNEYS: 233

GLOBAL TOTAL EMPLOYEES: 413

PRESENCE IN MICHIGAN AND IN OTHER STATES/COUNTRIES

MICHIGAN

- Detroit
- Ann Arbor
- Grand Rapids
- Kalamazoo
- Lansing
- Troy

ILLINOIS, OHIO, NEW YORK, CALIFORNIA, WASHINGTON, D.C., MEXICO, CHINA, CANADA, POLAND, QATAR, UKRAINE

WHAT OPPORTUNITIES DO YOU SEE EXIST IN MICHIGAN FOR THE AEROSPACE INDUSTRY?

"The Michigan aerospace industry has opportunities to expand its reach globally and diversify aerospace supply opportunities with foreign governments and private customers. Miller Canfield possesses the expertise to assist aerospace companies in supplying foreign customers under foreign procurement regulations and in compliance with ever-changing U.S. export controls and sanctions."

WHAT ARE SOME OF THE ECONOMIC IMPACTS OF YOUR COMPANY BEING LOCATED IN MICHIGAN?

"Headquartered in Detroit, the international law firm of Miller Canfield is committed to assisting Michigan in the growth of its modern aerospace and defense industry and continuing its traditions as the Arsenal of Democracy. The region played a crucial role in the aerospace defense sector starting during WWII when Ypsilanti Township's Willow Run was a major manufacturer of military airplanes and continued producing 30 percent of the war material generated in the United States before the end of the war in 1945. Miller Canfield is particularly committed to working with the Aerospace Industry Association of Michigan (AIAM) and its member aerospace companies in their research and development and domestic and global growth."

WHAT ARE YOUR GOALS AND VISION FOR YOUR COMPANY OVER THE NEXT 5 AND 10 YEARS?

"The medium-term goals for the Miller Canfield aerospace industry practice are to double count with expert attorneys and expand its reach to include foreign attorney colleagues in Europe and the Middle East."

WHAT HAS BEEN, IN YOUR OPINION, YOUR COMPANY'S GREATEST ACCOMPLISHMENT?

"From an aerospace perspective, Miller Canfield's greatest accomplishment has been the step-by-step development of an industry practice group tailored to the needs of the aerospace industry. Back in 2010, the firm formed the Miller Canfield Export Control and Sanctions Practice (EC&S Practice) to support the aerospace and defense industries in Michigan. The EC&S Practice enables Miller Canfield to represent aerospace and defense companies on transactions with domestic aerospace and defense customers, the U.S. Government, as well as foreign governments and foreign aerospace and defense customers. Miller Canfield is also able to represent clients on highly complex and controlled (regulated) acquisitions in the aerospace and defense industries. While companies may seek this specialized expertise from law firms located in Washington D.C., Miller Canfield possesses this expertise right here in the Midwest - Michigan."

HOW DOES THE AEROSPACE ASPECT OF YOUR BUSINESS BENEFIT FROM THE AUTOMOTIVE INDUSTRY IN MICHIGAN?

"Miller Canfield has had longstanding client relationships in the automotive industry since its inception. During this time our firm has been a recognized expert in representing Michigan and global Tier 1 and 2 auto suppliers (i.e., prime and subcontractors) on the domestic and international stage, securing their rights in high technology areas and protecting their interests on high-risk issues. Early on, many auto clients successfully expanded into the aerospace industry; we supported our clients in their move to this new industry. Building on our international transaction experience, Miller Canfield has since established a standalone aerospace industry practice that deploys such experience within our specialized legal expertise in aerospace technology export controls, aerospace government procurement regulations, FAA regulations, as well as particularized supplychain issues facing only the aerospace industry."

AS AN AIAM MEMBER, WHAT DO YOU SEE AS SOME OF THE BIGGEST CHALLENGES FACING MICHIGAN AND THE AEROSPACE INDUSTRY?

"While evident to us here, our Michigan aerospace companies need to unabashedly raise their profile, both nationally and internationally, as aerospace component suppliers, second-to-none, who possess demonstrated capabilities in high-art aerospace technology development and manufacturing. Miller Canfield stands ready to assist Michigan aerospace companies in taking the international stage."

