

IN THE NEWS

Butzel Long law firm collaborates with Original Equipment Suppliers Association on 2008 OESA Comparative Analysis

9.8.2008
FOR IMMEDIATE RELEASE

DETROIT, Mich. – Butzel Long law firm has collaborated with the Original Equipment Suppliers Association (OESA) to develop the 2008 *OESA N.A. OEM Production P.O. Terms and Conditions Comparative Analysis*, which will debut during the OESA Comparative Analysis Conference on Wednesday, September 10, 2008 in Troy.

The *Comparative Analysis* compares the terms and conditions of purchase orders of BMW, Chrysler, Daimler, Ford, General Motors, Honda, Hyundai, Nissan, Toyota, VW/Audi as well as the OESA Model Terms and Conditions. The 2008 version updates and enhances the original *OESA Terms and Conditions Comparative Analysis* published in May 2002 and revised in November 2004. The *Comparative Analysis* includes a commentary section on each provision that will help suppliers understand the OEM differences in approach, and interpret the language and intent of various OEM terms.

Butzel Long's Global Automotive Practice is the leading advisor to automotive supplier companies worldwide. The firm provides representation to more than one-third of the largest global automotive suppliers, as well as numerous privately-held and multi-generational companies. The Automotive Practice counsels auto clients on legal and business issues throughout the United States and in strategic markets around the world. Butzel Long's capabilities and experience includes developed markets such as the United States, Europe and Canada, as well as emerging markets such as China, India and Mexico.

"This was a comprehensive effort by Butzel Long attorneys to provide essential information for all suppliers to the industry," said **Bert Donovan**, Butzel Long attorney. "Our Global Automotive Practice is world class and to be involved in the development of such an important document is an honor."

Related People

James C. Bruno
Shareholder

Related Services

Automotive Industry Team

Bankruptcy & Restructuring

Product Liability/Recall &
Warranty

Supply Chain Management

IN THE NEWS

Butzel Long attorneys involved in the written Comparative Analysis included John Benko, James Bruno, Bert Donovan, Patrick Dreisig, Sheldon Klein, William Kohler, Dominic Paluzzi and John VanOphem.

Butzel Long attorneys participating in the *Comparative Analysis* presentation include **James Bruno, Bert Donovan, Sheldon Klein, William Kohler and John VanOphem**. On September 10, they will discuss the format and use of the 2008 Comparative Analysis, including contract, warranty and recall, intellectual property, term, termination and default, commercial and economic issues.

About OESA

The Original Equipment Suppliers Association provides a strategic forum for the automotive industry's original equipment suppliers. Membership encompasses suppliers of components, modules, systems, materials and equipment used by the original equipment automotive industry.

About Butzel Long

Butzel Long was established in 1854 and is headquartered in Detroit. Butzel Long is one of America's leading law firms, with 240 attorneys and offices in Detroit, Bloomfield Hills, Lansing, Ann Arbor, and Holland, Michigan, New York City, Washington, D.C., Boca Raton and Palm Beach, Florida, as well as Alliance offices in Beijing, Shanghai, Mexico City and Monterrey. The firm represents clients from diverse industries on a regional, national and multi-national level and is the sole Michigan member of Lex Mundi, a global association of 160 independent law firms. Visit the Butzel Long website at www.butzel.com.

* * * * *

Media Contact: Maribeth Farkas at Caponigro Public Relations Inc., (248) 355-3200.