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2018|2019

Hohmann

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LAW FIRM DOSSIER**

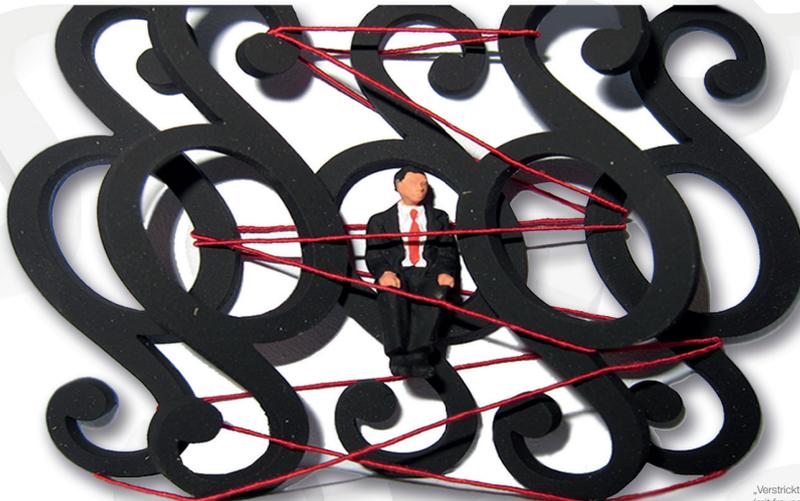
Verstrickt im Export- und Zollrecht?

Wir helfen Ihnen durch den Paragraphendschungel!

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)

Die Kanzlei für deutsches und
internationales Wirtschaftsrecht

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Kooperationspartner in: Bangkok, Brüssel, London, Miami, New York, New Delhi, Peking, Shanghai, Tokio, Washington DC

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Distribution and Franchising

Customs and Trade

Trump rewriting global trade rules

The German foreign trade engine is still humming along, but the rules for global trade are being rewritten. The driver is the USA: whether it is the tightening of the Russia sanctions, punitive tariffs or the withdrawal from the nuclear deal with Iran – supposedly reliable trade agreements are becoming invalid overnight. In return, the EU is tightening the anti-boycott regulation, which is confronting companies with a dilemma: if they subject their business policies to US sanctions, they violate EU law. If they hold on to their Iran business, those with US business face severe penalties in the States.

But protectionist trends are not limited to the US. With the amendment of the Foreign Trade Regulation, the German federal government extended its control on foreign investments to protect key technologies and critical infrastructure from excessive influence by non-EU investors. This is making cross-border deals more difficult.

Customs are also applying stricter controls and interpreting current legislation more restrictively. The number of criminal proceedings in customs and trade is on the increase. In addition, technical developments such as the export of software for connectivity systems in the automotive sector pose new legal challenges for companies. More and more often, these are using pitches to find the right law firm.

Questions about sanctions and embargo law as well as compliance advice related to customs and

trade are also providing plenty of work. Once rather a niche topic, the importance of the practice is increasing in line with companies' need for advice. **Freshfields Bruckhaus Deringer**, which has focused chiefly on cross-border transactions since its customs and trade practice spun off as **Blomstein**, is broadening its advisory spectrum towards export controls. **Dentons** brought in a renowned counsel from **Baker & McKenzie** for reinforcement in this field. After the Iran offices of **CMS Hasche Sigle, Rödl & Partner** and **Wülfig Zeuner Rechel**, which opened with great expectations, demonstrated initial success in 2017, their future has been called into question with the US' withdrawal from the nuclear deal. But since many companies want to continue their business relations with Iran and the markets in the Gulf region as a whole continue to be of interest to them, the Iran offices may well provide a locational advantage in the future.

Focus on customs law thanks to US politics

Customs law is now front and center again owing to the US' punitive tariffs on steel and aluminum. Some firms, like **Oppenhoff**, traditionally advise on this issue via their tax practices, but smaller outfits, such as **Harnischmacher Löer Wensing** or solo lawyer **Helmut Bleier**, are also carving out a profile in the market. Once again, however, no other firm succeeds at covering the entire field of customs and trade with such breadth and depth as **GvW Graf von Westphalen**.

Distribution and Franchising

Customs and Trade

★★★★★

GvW Graf von Westphalen

★★★★☆

Hohmann

Baker & McKenzie

CMS Hasche Sigle

Hogan Lovells

Noerr

Oppenhoff & Partner

★★★★☆

Beiten Burkhardt

Helmut Bleier

Blomstein

Cleary Gottlieb Steen & Hamilton

DLA Piper

Haellmigk

Harnischmacher Löer Wensing

Luther

Schrömbges + Partner

JUVE
URTEIL

Strengths:

EU and US embargo law.
Substantial experience with
operational issues in customs
and trade.

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

(„extremely good knowledge”,
“doyen of customs and trade”,
“expert in export controls”,
competitors)

Hohmann

Customs and Trade

Comment: This firm provides frequent advice on embargo and sanctions law, esp. in connection with Iran and Russia. Activity increasingly centers on technology transfer and the re-use of defense-related goods. Advice on the export of ground equipment to aircraft supplier Hydro Systems by Hohmann and his team is a prime example. The firm often litigates for clients in criminal proceedings, for instance before the Customs Investigation Office.

Strengths: EU and US embargo law. Substantial experience with operational issues in customs and trade.

Recommended: Dr. Harald Hohmann (“extremely good knowledge”, “doyen of customs and trade”, “expert in export controls”, competitors).

Team: 1 partner, 2 associates, 1 of counsel

Practice: All-round advice on customs and trade, esp. sanctions and embargoes, export authorization, customs violations, voluntary declarations. Increased activity in customs law. Also substance and food law. Clients: German Mittelstand companies from the engineering, plant construction, electronics and chemistry sectors.

Clients:

- **Cobus Industries** concerning US and EU embargo and financing for exports to Iran and Russia;
- **Hydro Systems** on technology transfer;
- **Dürr Group** on export authorizations;
- **Fresenius Medical Care** concerning US export law for deliveries to Cuba, Syria and Russia;
- **Huawei** on technology transfer to China.

Regions

Rankings and Analysis

Hessen

Region Frankfurt and Hessen

Law Firm	Office	Strengths	Recommended
Hohmann Andreä & Partner	Büdingen	▷ Customs and trade	Dr. Harald Hohmann
Helmut Bleier	Wiesbaden	Employment; notary office	Lutz Hoppe, Thomas Menzel
Buschlinger Claus & Partner	Kronberg	▷ Customs and trade	Helmut Bleier
	Wiesbaden	Established notary office; corporate	Reinhard Claus, Dr. Michael Magel, Friedel Maul
de Faria & Partner	Wiesbaden	Established employment practice; corporate/M&A; notary office	Andreas Riedel, Silvia Schrade
Dierlamm	Wiesbaden	▷ White collar crime and tax criminal law	Dr. Alfred Dierlamm, Eva Racky, Ute Bottmann
Falk Berghäuser Albach Landzettel Wieland Berg	Darmstadt	Public law; corporate	Dr. Klaus Berghäuser
Fuhrmann Wallenfels	Wiesbaden	Corporate, employment, copyrights and media	Dr. Tobias Stauder, Dr. Markus Fuhrmann, Dr. Eike Bornemann, Dr. Christian Russ
Haas & Haas	Gießen	Strong tax department (incl. taxcriminal law); M&A/corporate focusing on company succession and restructuring; also insolvency administration	Werner Otto, Johannes Haas
Iffland Wischnewski	Darmstadt	▷ Pharmaceuticals and healthcare; broad spectrum in the social and healthcare sectors	Sascha Iffland, Jörn Bachem
v. Keussler	Darmstadt	All-round advice to industrial parks and in the chemicals and biotech sectors; international contract drafting	Johann von Keussler (M&A), Nils Schmiedeknecht
Kipper + Durth	Darmstadt	▷ White collar crime and tax criminal law	Dr. Oliver Kipper, Dr. Hanno Durth
Kleymann Karpenstein & Partner	Wetzlar	Corporate (incl. notary office); all-round advice to IT companies and municipalities	Berthold Jung, Jens-Oliver Müller
Knarr & Knopp Milde Netuschil Zimmer	Darmstadt, Frankfurt, Ober-Ramstadt, Griesheim	Corporate (notary office); employment	Dr. Thomas Milde
Meschkat & Nauert	Gießen	Insurance contracts	Norbert Meschkat, Ralf Nauert
Möller Theobald Jung Zenger	Gießen	Corporate (notary office); banking; insurance; real estate and construction (incl. accounting)	Dr. Wolfgang Theobald, Dr. Frank Laux
Moog	Darmstadt	Corporate and tax; employment	Dr. Rüdiger Moog, Dirk Langner, Dr. Tim Becker
Dr. Muth & Partner	Fulda	Mainly corporate and tax but also construction and employment; various municipalities on broadband projects	Ina Hüttig, Ralf Kammer, Dr. Matthias Freund („solide u. zuverlässig“, Mandant)
Ruhmann Peters Altmeyer	Wetzlar	Corporate (incl. notary office); employment	Dr. Ingo Peters, Ilja Borchers
Schütte Lange & Kollegen	Wiesbaden	▷ Employee representation	Reinhard Schütte, Jakob Lange
Unützer Wagner & Werding	Wetzlar	Corporate; extensive activity in corporate rescue and insolvency; employment, notary office	Dr. Matthias Menger, Bernd Ache

What is “German Commercial Law Firms”?

“German Commercial Law Firms” by JUVE 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

