



Successful Client Solutions

Japanese Glass Company Enjoys Crystal-Clear Success Working with Lex Mundi Cross-Border Transaction Team

Nishimura & Asahi, Lex Mundi member firm for Japan, was contacted by its client Central Glass Co. Ltd. with a complex issue. One of its subsidiaries sought to acquire a float glass manufacturing and automotive windshield fabricating plant in Nashville, Tennessee and an automotive replacement glass distribution business in Lebanon, Tennessee.

Nishimura & Asahi turned to Lex Mundi member firm Bass, Berry & Sims PLC, Lex Mundi member firm for Tennessee, for assistance with the acquisition. For the acquisition to be successful, the two Lex Mundi member firms had to work together to provide a seamless global service platform for the client.

The firms created a cross-border team to tackle the multifaceted negotiations that stretched over nine months, involved nearly 73 agreements and thousands of pages- all while providing continuous on-site support for the client.

For Bass, Berry & Sims, the transaction encompassed almost every substantive specialty of the firm. Nishimura & Asahi lawyers played a central role during the acquisition by helping Central Glass employees with English communications, complex English agreements and the development of effective counterproposals. Nishimura & Asahi also assisted Central Glass with disclosure requirements to the Tokyo Stock Exchange where the company is listed and on Japanese antitrust law issues.

Working together under the Lex Mundi umbrella, the two law firms had the resources to deliver seamless client service on two continents.

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