



Kristi Adair Zentner

Member

Minneapolis

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Kristi Zentner is a transactional attorney who represents clients in general business, supply chain management, as well as tariff, customs, and trade matters.

Kristi regularly serves as outside general counsel for businesses, working closely with firm clients to gain an in-depth understanding of their business and business objectives. She routinely provides focused, cost effective, client centered legal advice on issues confronting clients on a daily basis. This includes, but is not limited to, commercial contract negotiation and review, corporate governance matters, employment matters, intellectual property matters, and real estate transactions. Acting as a strategic adviser to firm clients, Kristi works effectively across practices to implement thoughtful, innovative solutions.

Contractual framework for supply chain management, manufacturing relationships, and distribution networks are necessary for the smooth operation of many businesses. Kristi has extensive experience in supporting these transactions in many major industries. Her primary focus is to draft and negotiate contracts that meet a client's business objectives, with an eye toward avoiding potential disputes and litigation by drafting in an unambiguous manner. She provides comprehensive advice to manufacturing clients on the development, production, and distribution of their products and assists clients with matters such as manufacturing and supply agreements, distribution agreements, compliance issues involving government and regulatory agencies, warranties, sales contracts, pricing, intellectual property protection, and antitrust compliance.

Dovetailing the cross border transactions and distribution experience, Kristi also regularly counsels clients regarding all aspects of import compliance, from classification to valuation, and country of origin designation to marking requirements, among other things. Careful planning can ensure that businesses avoid unanticipated duty expenses, and can result in significant duty savings. Importer clients have successfully received advice from Kristi regarding reasonable care requirements, responses to requests for information and notices of action, protests, and Customs audits. In all matters, Kristi stresses the importance of preventative planning and proactively works with firm clients to create systems, internal controls, and compliance programs to minimize duties and avoid problems upon importation.

Experience

Designed the legal structure for several United States/Mexico manufacturing and distribution networks.

Designed the legal structure for several United States/Canada manufacturing and distribution networks.

Designed a classification and valuation system for an international textile and sportswear manufacturer.

Designed the legal structure for a transformative, three-country manufacturing platform under NAFTA, CAFTA, SFTA, and the USMCA proposed regulations.

Practice Areas

- Business/Corporate
- International
- Labor & Employment
- Real Estate

Education

- Hamline University School of Law, J.D., 1999
- University of St. Thomas, B.A., 1996

Bar Admissions

- Minnesota

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Designed and managed response strategy on behalf of the largest importer of passenger car radial tires from China, which was the subject to a customs audit by U.S. Customs and Border Protection. The audit response resulted in a “no-violation” finding, a negative duty liability, and a duty refund to the importer of record.

Represented Spell Capital Partners, LLC in connection with its acquisition of Polar Plastics Inc., a manufacturer of plastic film and low-density polyethylene packaging products based in St. Paul, Minn. This transaction drew on the experience of the firm's corporate, tax, real estate, intellectual property, employee benefits and executive compensation, labor and employment, and environmental attorneys.

Represented Spell Capital Partners, LLC in its acquisition of Viking Engineering & Development, Inc., a manufacturer of automated wood pallet and bedding manufacturer equipment. The transaction drew on the experience of the firm's corporate, employee benefits, tax, real estate, intellectual property, and environmental attorneys.