



# Warner Legal Corner

LEGAL TOPICS FOR THE AUTOMOTIVE INDUSTRY

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## An Ounce of Prevention Is Worth A Pound of Litigation Bills: Maximize Your Legal Budget ROI

Financial pressures arising from increasing raw material costs, production reductions and parts shortages, likely make spending money on attorneys, particularly litigators, the last thing on your mind. But should it be? Investing early in a knowledgeable trial attorney can yield valuable returns long before a dispute reaches a courtroom and, indeed, can help avoid costly litigation. Cost recoveries can be improved, liabilities reduced, business negotiations strengthened and lawsuits avoided. And, in the event litigation becomes inevitable, your company will be better positioned for a positive outcome. Here are a few examples:

- **Warranty claims:** Attorneys can evaluate the strength of the claim, forewarn and advise your team of likely defenses, analyze the damages claimed in light of the parties' contract documents, establish realistic goals and assist in effective communications with customers, sub-suppliers and/or the public, if necessary.
- **Price increase demands:** An experienced litigator can assist your team in evaluating the risks and potential outcomes in making or agreeing to pricing demands, particularly when they are coupled with threatened or actual stop-ship situations. Careful communications are: (a) vital to protecting your company's rights against arguments such as waiver; (b) important to reducing potential exposure to your own impacted customers; and (c) critical should a lawsuit be filed.
- **Dispute resolution:** An attorney's skills in gathering/evaluating relevant facts, formulating arguments, anticipating and responding to counter-arguments, and experience in the negotiation and resolution of disputes can be invaluable, from working with the involved business team to arming the negotiating manager or executive with effective arguments and winning strategies.

For more information from Warner's Automotive Industry Group, visit their [webpage](#) or log onto [www.wnj.com](http://www.wnj.com).



**Michael Brady**  
Partner  
[mbrady@wnj.com](mailto:mbrady@wnj.com)  
313.546.6032



**Tom Manganello**  
Partner  
[tmanganello@wnj.com](mailto:tmanganello@wnj.com)  
313.546.6007



**Elaine Taylor**  
Business Development  
[etaylor@wnj.com](mailto:etaylor@wnj.com)  
586.876.4045

## ATTORNEY SPOTLIGHT

### Lawrence Murphy

Warner Partner Larry Murphy is a litigation attorney with nearly 30 years of experience successfully resolving disputes through direct negotiations or via alternative dispute resolution proceedings, including mediation and facilitation.



Larry comes from a family rooted in the Michigan automotive industry. Having worked with automotive suppliers throughout his entire legal career, he has exceptional experience in automotive supply chain litigation and counseling, contract disputes, product liability, warranty claims and recalls, sales commission disputes, class action defense and bankruptcy adversary proceedings.

Larry is a litigator who provides tremendous value in and out of the courtroom. He implements effective and appropriate strategies designed to achieve clients' business goals while always keeping the amount in dispute, and the client's bottom line, top of mind. He assembles and manages teams of attorneys best suited for each matter, aligning strengths, experience and rates to ensure the best possible outcomes in and out of the courtroom. Clients like Larry personally and value his engaging and practical approach to his practice. They can rely on him to keep their interests at the forefront of every phone call, email, negotiation or day in court.

Larry is honored among the *Best Lawyers in America*®, Michigan Super Lawyers, a Top 100 Super Lawyer, a *Dbusiness* Top Lawyer and is Martindale-Hubbell AV® Preeminent™ Peer Review Rated.

Checkout Larry's full bio [here](#).

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