



# Kristi Adair Zentner

**Member**  
**Co-Chair, Women's Initiative**

**Minneapolis**

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Kristi 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

Represented United States Distilled Products, Co., a producer and distributor of alcoholic products, in a large financing and acquisition of brands Leroux and Kamora from Beam Suntory, Inc., an American multinational producer of alcoholic beverages that is owned by a Japanese holding company. This transaction drew on the experience of the firm's corporate and intellectual property attorneys.

Represented Spell Capital Partners, LLC, a private equity firm, in connection with its acquisition of Grigg Box Co., Inc. and Metro Packaging, Inc., providers of engineered wood and corrugated packaging to industrial customers based in Detroit.

Represented Spell Capital Partners, LLC, a private equity firm, in connection with its acquisition of

## Practice Areas

- International
- Corporate
- Customs, Imports & Trade Remedies
- Business

## Education

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

## Bar Admissions

- Minnesota

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Complete Packaging, LLC, a full-service provider of custom industrial packaging solutions based in Michigan.

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