



firm profile

McMillan is a modern and ambitious business law firm serving public, private and not-for-profit clients across key industries in Canada, the United States and internationally. With recognized expertise and acknowledged leadership in major business sectors, we provide solutions-oriented legal advice through our offices in Vancouver, Calgary, Toronto, Ottawa, Montréal and Hong Kong. Our firm values – respect, teamwork, commitment, client service and professional excellence – are at the heart of McMillan’s commitment to serve our clients, our local communities and the legal profession. For more information, please visit our website at www.mcmillan.ca.

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automotive

overview

McMillan's Automotive Industry Group has a depth and breadth of experience and expertise providing a range of business law services to the automotive industry. Our lawyers work across all areas that impact the industry—from competition and regulatory to finance to litigation. We work across the sector's product lines on issues involving everything from passenger cars to heavy trucks to motorcycles to recreational vehicles to performance vehicles. And we work across the entire automotive supply chain, assisting manufacturers, suppliers, finance companies and other businesses that operate in the sector.

Our work ranges from advising on the establishment of operations, regulatory matters, employment matters, legal disputes, corporate and finance transactions, tax and transfer pricing and dealer and distribution matters. Our focus is on delivering practical, actionable and cost-effective business law advice and services for every part of your operations, so that you can focus on developing and marketing the products and services the marketplace demands.

representative transactions

- Providing advice to automotive, truck and motorcycle manufacturers on the establishment of operations (including distribution networks) in Canada
- Providing advice to parts manufacturers on the establishment of operations (including acquisition of real property) in Canada
- Developing dealer agreements for automobile, truck and motorcycle manufacturers and distributors
- Litigating dealer disputes and terminations
- Assisting manufacturers and distributors in their defense of consumer-related class actions
- Providing project/special assignment tax and trade advice to non-Canadian manufacturers and distributors
- Providing labour relations, employment, business immigration, human rights and workers' compensation advice to manufacturers and distributors
- Assisting manufacturers and distributors in their response to product liability claims
- Establishing wholesale and retail financing and securitizations programs for manufacturers and distributors and their finance affiliates
- Assisting manufacturers and distributors (through their trade associations) to lobby government on fuel additive and other industry-specific issues



automotive

- Prepared a transfer pricing report for goods, services and intellectual property transactions between a Canadian automobile manufacturer and its foreign parts supplier and customer affiliates, including advising on international Income Tax Treaties
- Reviewed a Canadian parts manufacturer's operations and provided recommendations to comply with customs and transfer pricing obligation