

ANTONIO R. SARABIA II
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RESUME

EXPERIENCE

1994 - Present **Private Practice**

Emphasis on: apparel industry transactions and operations, licensing, international intellectual property, including trademarks, copyrights and infringements; domestic and international contracts. Preparation of sales, manufacturing, distribution and import agreements.

1992 - 1993 **Licensing and Trademark Counsel**

1988 - 1992 **General Counsel**

1986 - 1987 **Vice President of Licensing**

1984 - 1986 **General Counsel**

Attorney and part of the Senior management of Guess?, Inc., a major international fashion company, with annual revenue of over \$450 million. Establish company policies in numerous areas including trade secret protection, personnel, business contracts, licensing, trademarks, copyrights, and litigation. Supervise, negotiate and resolve hundreds of disputes such as similarities between competing garment designs, logos, copyrights and trademarks. Confer with and advise the Board of Directors on a wide range of matters.

Work closely with senior managers in all departments including design, marketing, promotions, sales, production, import, export, trim, and piece goods. Negotiate, prepare and review contracts for all phases of the apparel business, including operation of retail stores, foreign and domestic manufacturing, purchasing agents, sewing and cutting, fabric purchase, product display, advertising, distribution agreements, buy/sell agreements and employment agreements. Review problems of performance in apparel contracts.

Counsel management in legal and administrative compliance in United States and overseas, including laws applicable to the garment industry, retail store operations, labor laws, U.S. customs requirements and antitrust. Recommend, plan and supervise business litigation; determine appropriate remedies and review of all pleadings, correspondence and settlement agreements.

Plan licensing and distribution for the Company by targeting products and countries in which to recruit licensees and distributors to increase revenue. Qualify potential licenses and distributors (analysis of current operations and management).

Nine years of experience in negotiating and writing domestic and international trademark licenses and distribution agreements (for apparel and other products) with a variety of countries worldwide such as Argentina, Australia, Brazil, Canada, Chile, Canada, Hong Kong, Japan, Korea and Mexico.

Supervise licensing department in monitoring licensee compliance, enforcement of licenses, interpretation of licensee and licensor obligations and termination of licenses. Participate in mediation and arbitration of licensing disputes.

Creation of an international program to control counterfeiting, diversion and unauthorized sales of garments.

1980 - 1984 Associate

Ball, Hunt, Hart, Brown and Baerwitz

Responsibilities included working with clients and addressing their various legal problems. Diversified experience in civil and business litigation, including trials by judge, discovery, writs, appearances before regulatory agencies; commercial and real estate transactions.

1979 - 1980 Associate

Jack Heller and Associates, Realtors
A commercial real estate company.

1978 - 1979 Associate

Forster, Gemmill & Farmer
A law firm.

EDUCATION

University of Chicago Law School, J.D. June 1978
Occidental College, Los Angeles, A.B. 1974 (magna cum laude),
Philosophy; Phi Beta Kappa

BAR MEMBERSHIPS

Supreme Court of California
United States Court of Appeals for the Ninth Circuit
United States Federal District Court for the Central, Eastern,
Northern and Southern Districts of California
United States Tax Court

OTHER ACTIVITIES

Testimony in civil and criminal, state and federal cases on issues related to the apparel industry, licensing and intellectual property.