

## Howard Bader &amp; David Nadler



**B**ack in the 1930's, when young attorney Frederick E.M. Ballon signed up his first garment center clients, he was already familiar with the business. He had grown up in the apparel industry.

Word of mouth recommendations quickly spread about his legal acumen and insights, and what a pleasure it was to do business with him.

As the years passed, more and more textiles and apparel firms, fashion manufacturers and retail chains, Seventh Avenue designers and garment center realtors including members of the prestigious Midtown Realty Assn.-all had something in common. Ballon's firm served as their legal counsel.

Over a span of some seven decades, the firm, now known as Ballon Stoll Bader & Nadler, P.C., pioneered and refined the practice of commercial textile law, and became known as the pre-eminent practitioner of what is aptly called "fashion law".

"In a profession often characterized as being too commercial, we seek to retain the personal touch that was so important Mr. Ballon," note Howard Bader and David Nadler, senior partners. "We have frequent meetings between partners and associates, and we bounce things off one another, so we are apprised of all aspects of a case, and can give clients our full attention and excellent service."

Founded in 1931, Ballon Stoll Bader & Nadler is headquartered in the heart of the garment center, at 1450 Broadway, in the same building in which the firm started out. The only changes over the years have been moves into bigger space to accommodate the firm's growth. Today, there are more than 50 attorneys and support staff, serving numerous businesses and individuals.

"Over the years we have carefully cultivated and assembled attorneys with a comprehensive knowledge of many areas," Bader adds. "Members

of the firm are admitted to the bars in several states and we can represent clients in New York, New Jersey, Florida, California and Texas."

BSB&N serves the apparel and related businesses in specialties that include arbitration, bankruptcy, insolvency & reorganizations, corporate, entertainment, insurance defense, copyright & intellectual property, labor, litigation, matrimonial law, real estate, securities, taxation, trusts & estates.

Bader pointed out that the firm moves with the times. Developments in the arena of technology, intellectual property/copyright and domain names, have spawned new practice areas, which can affect the apparel industry as well.

#### Every Client Is a VIO

Careful consideration of a problem or situation, plus the human touch are hallmarks of the firm's practice that have endured, and which are emphasized today by Bader and Nadler.

"Here, you find the kind of genuine concern that establishes a comfort level in which a client's business and personal needs can be addressed in a thoughtful and professional manner," Nadler states.

Bader adds, "There are no formally structured departments here. Our goal is always to establish and maintain relationships with clients." One firm member is responsible for heading up each practice specialty and a partner is involved in virtually every matter so all aspects of a situation can be discussed and addressed.

"Also very important," Nadler says, "each client always has the hands on guidance of the original firm member he or she contracted. That attorney is their primary personal counselor. If a client's needs change, the lawyer with whom they first consulted is always there, leading the way and interacting with new parties involved. This allows a smooth flowing relationship."

# Fashion Law Pioneers

## Ballon Stoll Bader & Nadler, P.C.

A fashion industry executive who has a general corporate question, for example, may also find answers about how this could affect his real estate holdings and what the ramifications might be to his personal estate.

The happy outcome of this synergistic approach, along with the firm's in-depth levels of expertise, is born out by the large number of clients who have been with BSB&N literally for generations.

### Commercial Department

The firm's first venture into bankruptcy law dates back to the early post-depression era. Back then, when business failures far outnumbered successes, Mr. Ballon became one of the New York City's first insolvency specialists.

Today, Howard Bader is the head of BSB&N's commercial department. Representing creditors' rights, and how to best optimize returns are areas addressed by Bader. "We do debtor work too," he says, "and we aim for out of court settlements-workouts-which are much less expensive, and can have better results for our clients.

"Overall, I try to handle corporate cases by pointing out alternatives; how to get financing, how to re-structure and tap into new resources, and how to build as a business up again. In cases like these," Bader comments, "I act as general counsel, as a business advisor. It's a pleasure to see a client's business turned around without onerous litigation or court proceedings.

"Arbitration is the primary forum for handling disputes in this industry, and our firm has pioneered a number of landmark arbitration cases," he observed. "When you arbitrate, you save money and time. It can take from three to six months to arbitrate cases," he observed. "When you arbitrate, you save money and time. It can take from three to six months to arbitrate a case, compared to two to three years when you take it to court."

BSB&N's roster of textile clients seeking arbitration procedures over the years has run the gamut, from fiber and fabric producers and clothing manufacturers, so trendy retailers.

### Focus On Real Estate

Clients who want special guidance regarding real estate frequently come to David Nadler. "Over the years, we represented most of the landlords on Seventh Avenue, as well as many of the realtors involved with the redevelopment of Times Square," he noted. "We have helped resolve issues that impact both landlords and tenants and offer insight into negotiating, evaluating and advising any aspect of real estate-from residential to commercial."

Since 1980, Nadler has played a leading role in the dramatic growth of the firm's real estate department. Under his guidance, the firm handles sophisticated transactions for commercial buyers and sellers, sponsors, developers and lending institutions.

A specialist in real estate, corporate and estate planning law, Nadler works with clients who do business guidance. Several of those who purchased, instead of renting warehouse facilities in the 80's and 90's, find their real estate values have increased significantly.

"We have found that, as our economy continues to move to globalization," Nadler adds, "the number of foreign entities and investors whom we work with grows proportionately. We are carving out an expertise in serving this growing business community in the apparel industry."

### Fashion Law

On the fashion world's licensors worldwide, including Asia, to preparing employment agreements, buy/sell agreements, shareholder agreements and other matters, we are ready to facilitate a quick response to all the needs of our clients," Bader says. "We typically go beyond just offering legal advice. We become part of their team."

With a 70 year history that parallels the evolution of New York City as the "Fashion Capital of the World", Ballon Stoll Bader & Nadler has been there, as an advisor and counselor, to ease the way through legal issues.

The highly regarded *Martindale Hubbell Law Directory* gives the firm its highest rating for professional competence and ethical responsibility.

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**Our goal is always  
to establish and  
maintain relationships  
with clients**