



Paul J. Loh

PARTNER

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Paul's Biography

A founding member of the firm, Paul Loh is a rarity among lawyers of his generation in that he has spent much of his professional career actually trying cases. Paul has tried over 120 jury trials, court trials, and arbitrations.

Paul represents Fortune 500 and other major corporations in high-stakes litigation involving **product liability** and major torts, **white collar defense and government investigations**, **class actions**, and **complex commercial litigation**. Because of his substantial trial experience, major companies turn to Paul for some of the most challenging cases on their dockets and have engaged him just months or weeks before trial to take over as lead trial counsel.

He approaches legal problems with the keen and realistic eye of a seasoned trial lawyer: from the inception of each case, he prepares fully as if it will go to trial. First, he probes and breaks down the key facts to formulate a core narrative and trial theme for conveying his client's position. He then conducts focused discovery and initiates strategic legal motions to build on the narrative methodically, ultimately solidifying it into a compelling, authentic story. Concurrently, if he determines that a case should settle short of trial because the facts and law so warrant, Paul will not hesitate to advise his client to do exactly that.

Recognized as a "Top Rated Lawyer" by *The American Lawyer* and a "Local Litigation Star" by *Benchmark Litigation*, Paul has spent nearly 30

Education

Harvard Law School, J.D., 1992

University of California, Berkeley, B.A.,
with highest distinction, 1989

Bar Admissions

Admitted to the State Bar of California

United States Supreme Court

United States Court of Appeals for the
Ninth Circuit

United States Court of Appeals for the
Federal Circuit

United States District Court for the

years honing his craft in civil and criminal litigation. He began his legal career as a criminal defense attorney, trying cases on behalf of individuals and corporations facing charges ranging from homicide to securities fraud and RICO. He then practiced commercial and criminal litigation at an Am Law 100 firm before leaving to form Willenken in 2002. Paul is a native Mandarin speaker and has defended both major Asian and American corporations in civil and criminal litigation matters.

As managing partner of Willenken, Paul enjoys working with and mentoring young and aspiring lawyers, both in the firm and the community. He previously served as an instructor in trial advocacy at the University of Southern California Gould School of Law. Dedicated to ensuring fair and equal access to justice for all in his community, Paul volunteers his time and resources to [Neighborhood Legal Services of Los Angeles](#), where he currently serves as its board chair.

Honors

- *Benchmark Litigation*, “Local Litigation Star” (2018-2020), “Benchmark California Star” (2019-2020)
- *The American Lawyer*, “Top Rated Lawyer in White Collar Criminal Defense” (2012)
- *Daily Journal*, “Top 20 Under 40” (2007)
- *Litigation Counsel of America*, The Trial Lawyer Honorary Society, *Fellow*
- *Multi-Million Dollar Advocates Forum*, *Member*

Winning Matters

- [Willenken Secures Full Dismissal of Telecommunications Lawsuit](#)
- [Firm Obtains Seven-Figure Breach of Contract Settlement on Behalf of National Retailer](#)
- [Willenken Secures Client Victory in Eastern District of Texas](#)

Cases

The following is a representative sample of Paul’s casework:

- *Acumen Communications, Inc., et al. v. City of Covina et al.* Defended Motorola Solutions in a business interference and bid-rigging suit concerning the provision of emergency response telecommunications

Central District of California

United States District Court for the Northern District of California

United States District Court for the Southern District of California

United States District Court for the Eastern District of California

Practice Areas

Complex Commercial Litigation

Product Liability

Class Action Defense

Entertainment Litigation

Intellectual Property Litigation

Last Minute Trial Representation

White Collar Defense and Government Investigations



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systems to Southern California municipalities. With team, obtained a complete dismissal of the action on motion to dismiss based on pre-emption by the Federal Telecommunications Act and for failure to state a claim for collusive conduct.

- *Nation's Largest Investor-Owned Utility v. World's Largest Polyethylene Pipe Manufacturer.* On behalf of two prominent energy utilities, prosecuted a large-scale breach of contract, breach of warranty, and fraud action against a major vendor for the supply of defective products and systems. After defeating defendant's anti-SLAPP motion, seized the momentum and obtained a highly favorable confidential settlement which netted nearly 100% recovery on compensatory damages for the clients.
- *International Staffing Firm v. Leading Contract Manufacturer.* On behalf of the world's leading electronics component contract manufacturer, successfully counterclaimed against an international staffing firm for fraud and, one week before trial, procured a dismissal of the entire affirmative complaint and a public apology press release from the plaintiff.
- *Individuals v. Nation's Largest Supplier of Business Products and Management Systems.* Defended the nation's largest supplier of business products and management systems in a putative nationwide class action alleging unlawful delivery and service charges in violation of the consumer protection statutes of 34 states, including California. Plaintiffs sought restitution of \$1 billion in ill-gotten profits. While the plaintiffs' motion for class certification was pending, Paul and his team's intensive investigation uncovered key impeachment evidence against the named plaintiffs. Paul leveraged these key revelations into a highly favorable, confidential individual settlement for the client, and then worked closely with the client to modify business practices to prevent or minimize the risks of future class action claims.
- *California Attorney General's Office v. National Solar System Provider.* Defended and favorably resolved 10 administrative enforcement proceedings brought by the California Attorney General's Office charging one of the nation's largest solar systems providers with contracting license violations in connection with the financing and lease of residential solar energy equipment and systems.

Clients

The following is a representative sample of Paul's clients:

- The Procter & Gamble Company
- Motorola Solutions
- SunPower Corporation



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- Southern California Gas Company
- Deluxe Corporation
- Progressive Insurance
- Walmart
- Southern California Edison
- San Diego Gas and Electric Company
- Pacific Gas & Electric Company
- The Prudential Insurance Company
- AbbVie Inc.
- T-Mobile USA
- Foxconn International, Inc.
- Givaudan

Speaking Engagements

- Co-Presenter, “Defying Convention: Unconventional Terms to Manage Litigation,” [NAPABA Webinar](#) (December 10, 2019)
- Panelist, “Improving Your Odds: How to Avoid Consumer Litigation and Class Actions and Position Your Case for a Better Outcome When You’re Sued,” [ACC Southwest Ohio Chapter CLE Presentation](#) (October 17, 2019)
- Panelist, “Ratatouille – Hold the Rat (Crisis Management for Customer-Focused Business and the Lawyer’s Role),” [NAMWOLF Annual Meeting & Law Firm Expo](#) (September 23, 2019)
- Panelist, “Primer for Successful Litigation Management: How Experienced Trial Counsel Can Help Your Company Obtain an Optimal and Efficient Outcome Without Going to Trial,” [ACC Minnesota Chapter CLE Lunch and Learn](#) (August 21, 2019)
- Panelist, “Primer for Successful Litigation Management: 10 Ways Experienced Trial Counsel Can Help Your Company Obtain an Optimal and Efficient Settlement Without Going to Trial,” [ACC Southwest Ohio Chapter CLE Presentation](#) (September 13, 2018)
- Moderator, “The In-House Counsel’s Class Action Defense Checklist,” [ACC Minnesota Chapter CLE Lunch and Learn](#) (June 7, 2018)
- Panelist, “Brave New World in IP: New Litigation Tactics in Light of Recent U.S. Supreme Court Decisions,” [ACC Southwest Ohio Chapter CLE Presentation](#) (September 25, 2017)
- Panelist, “Technology and the Trial,” [MCCA Global TEC Forum](#) (October 7, 2016)
- Presenter, “In-House Counsel’s Checklist for Trial Success: 7 Key Issues to Raise with Outside Counsel,” [ACC Southwest Ohio Chapter CLE Presentation](#) (December 9, 2015)



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- Presenter, “Sharks Rule the Ocean and Courtroom: What These Killers Can Teach Us About Trial Tactics,” ACC South Florida Chapter CLE Presentation (October 9, 2015)
- Panelist, “Get Smart: The DOJ Re-Writes its FCPA Screenplay,” NAMWOLF 2015 Annual Meeting (September 17, 2015)
- Panelist, “Risk Management: Top 10 Ways to Avoid Heartbreak in American Litigation,” ACC Ontario Chapter CLE Presentation (May 21, 2015)
- Presenter, “Assorted Mysteries of California Law,” ACC Southwest Ohio Chapter CLE Presentation (October 2014)

Professional Affiliations

- **National Association of Minority and Women Owned Law Firms**, *White Collar Defense and Internal Investigations PAC Co-Chair*
- **California Minority Counsel Program**, *Member*
- **National Asian Pacific American Bar Association**, *Member*
- **Defense Research Institute**, *Member*
- **Trial Law Institute**, *Member*
- **Diversity Law Institute**, *Member*

Community Involvement

- **Neighborhood Legal Services of Los Angeles**, *Board Chair*
- **Harvard Asian American Alumni Alliance**, *Member*



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