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10	Counsel for Defendant StarK	ist Co.		
11	U	NITED STATES	DISTRICT COUF	RT
12	NORTHERN DISTRICT OF CALIFORNIA			
13	SAN FRANCISCO DIVISION			
14				
15	UNITED STATES OF AMER	RICA,	CASE NO. 18-C	CR-0513 EMC
16	Plaintiff,			.'S REPLY TO UNITED
17	V.		MEMORANDU	PONSE TO STARKIST'S JM REGARDING
18	STARKIST CO.,			OLUTIONS CO., LTD.
19	Defendant.		Judge: Hon. Edv Date: August 7, 2	2019
20			Time: 10:00 a.m Courtroom: 5 –	17 <sup>th</sup> Floor
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22	REDACTED VER	SION OF DOCU	MENT SOUGH	Г ТО BE SEALED
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16	STATUTES
17	18 U.S.C. § 3553
18	
19	OTHER AUTHORITIES
20	James R. Hitchner, <i>Financial Valuation: Application and Models</i> (John Wiley & Sons, 2003)
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ATTORNEYS AT LAW SAN FRANCISCO	ii STARKIST'S MEM. REGARDING TECHPACK

Defendant StarKist Co. ("StarKist") respectfully submits this Reply to the United States'
 Response to StarKist's Memorandum Regarding Techpack Solutions Co., Ltd. ("Techpack")
 (ECF No. 126) in support of its argument that StarKist is unable to pay a fine greater than \$50
 million, as set forth in StarKist's Sentencing Memorandum and Request for Evidentiary Hearing
 (ECF No. 53).

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# I. INTRODUCTION

7 The Department of Justice ("DOJ") asks the Court to ignore the unrebutted evidence that 8 StarKist has proffered to support its inability-to-pay claims. Instead, DOJ argues that StarKist 9 should pay a \$100 million fine because StarKist did not disprove the hypothetical and counter-10 factual scenarios that DOJ conjured up in its opposition. Indeed, no matter what evidence 11 StarKist offers, it appears that DOJ will counter with speculative and unrealistic suggestions of 12 how StarKist might afford to pay much more. DOJ does not proffer any new evidence in support 13 of its contentions. Instead, DOJ faults StarKist for not anticipating its hypotheticals and 14 disproving them. In doing so, DOJ is arguing for a different and higher standard of proof. DOJ 15 seeks to require StarKist to prove its ability to pay beyond a reasonable doubt, or at least by clear 16 and convincing evidence. But those are not the correct standards. StarKist need only prove its inability to pay a \$100 million fine by a preponderance of the evidence. And StarKist has done 17 18 so.

19The facts regarding Techpack are clear and uncontested. Techpack is an asset of20StarKist, and this fact was explicitly disclosed in StarKist's audited financial statements, which

21 have been in DOJ's possession for more than a year.

DOJ has not rebutted a single one of these established facts.

8 Setting aside the problems with DOJ's heightened ability-to-pay standard, StarKist
9 responds here to DOJ's speculative and unrealistic hypotheticals, corrects DOJ's misstatements
10 of fact, and notes the absence of any credible evidence rebutting StarKist's position. In so doing,
11 StarKist surpasses its burden of proof and demonstrates yet again that it cannot afford a fine over
12 \$50 million.

13 StarKist is requesting a \$50 million fine based solely on its ability to pay. Nevertheless, 14 StarKist reiterates that the Plea Agreement contemplates, and the statute requires, that the Court 15 assess whether the fine amount satisfies the § 3553 factors. Despite DOJ's objections to the 16 contrary, this obligation cannot be negotiated away. If the Court finds that StarKist is only able 17 to pay a \$50 million fine based on its ability to pay, the Court must also be satisfied that the 18 § 3553 factors are met. And even if the Court finds that StarKist has the ability to pay a \$100 19 million fine, the Court must still be satisfied that a \$100 million fine is fair under the § 3553 20 factors. If the Court determines that a fine of \$100 million is not consistent with the factors 21 under § 3553, then the Court must reject the Plea Agreement in its entirety. Under the express 22 terms of the Plea Agreement, the Court has an independent obligation to determine whether the 23 fine is appropriate under § 3553.

- 24 II. DISCUSSION
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# A. Legal Standard

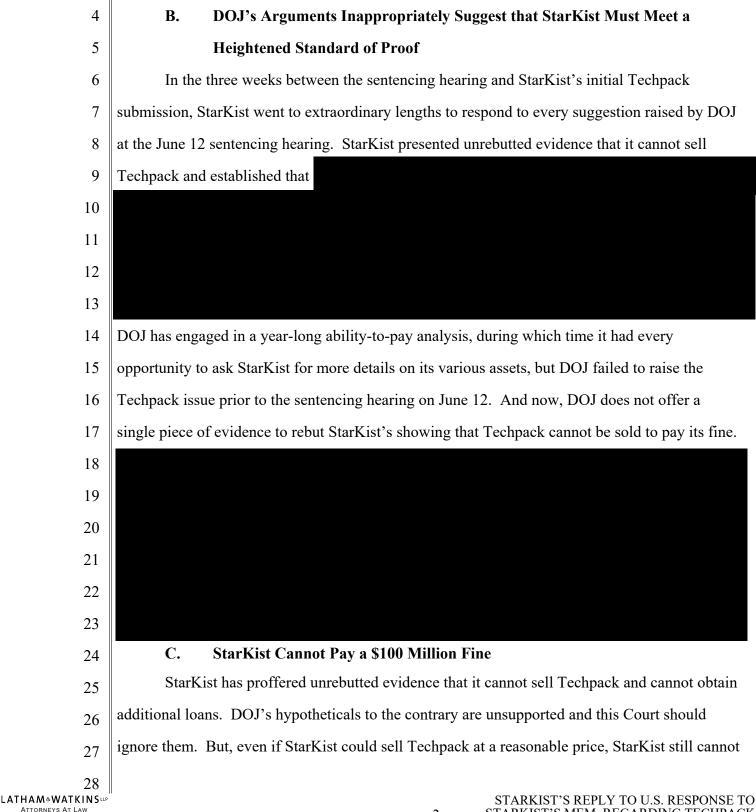
Despite DOJ's suggestions otherwise, StarKist need only establish its inability to pay a
fine above \$50 million by a preponderance of the evidence. *See United States v. Robinson*, 20

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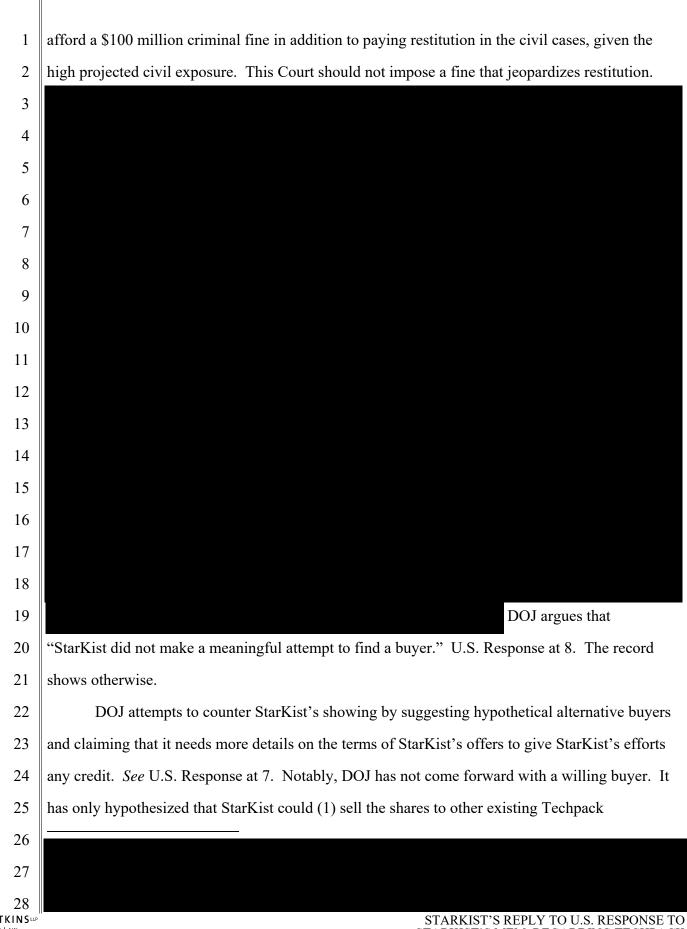
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F.3d 1030, 1033 (9th Cir. 1994). The preponderance-of-the-evidence standard is the least
 stringent standard of proof in the United States legal system. *See Addington v. Texas*, 441 U.S.
 418, 423–24 (1979).

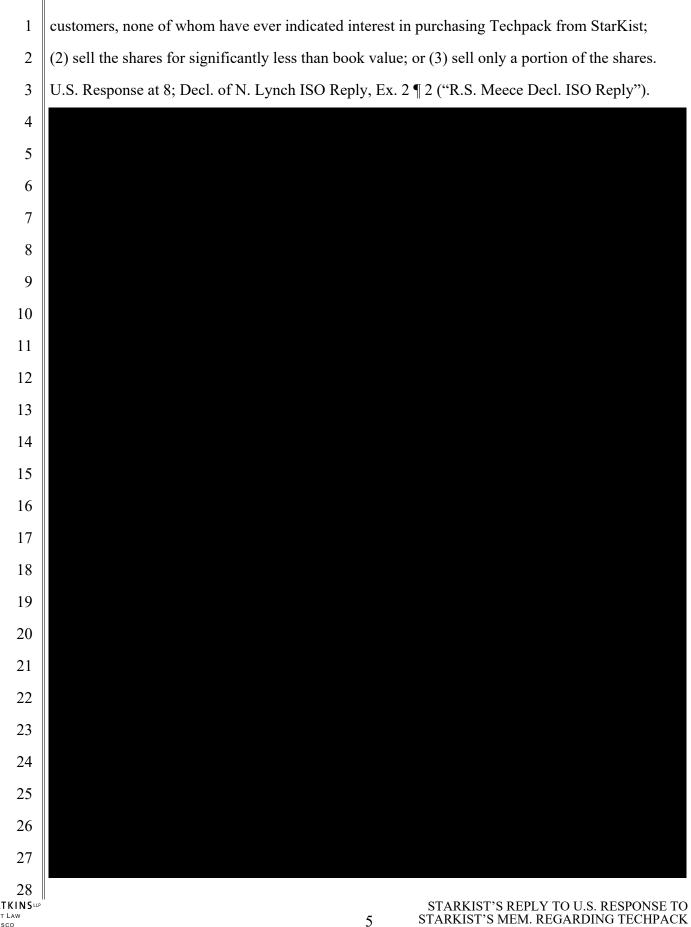


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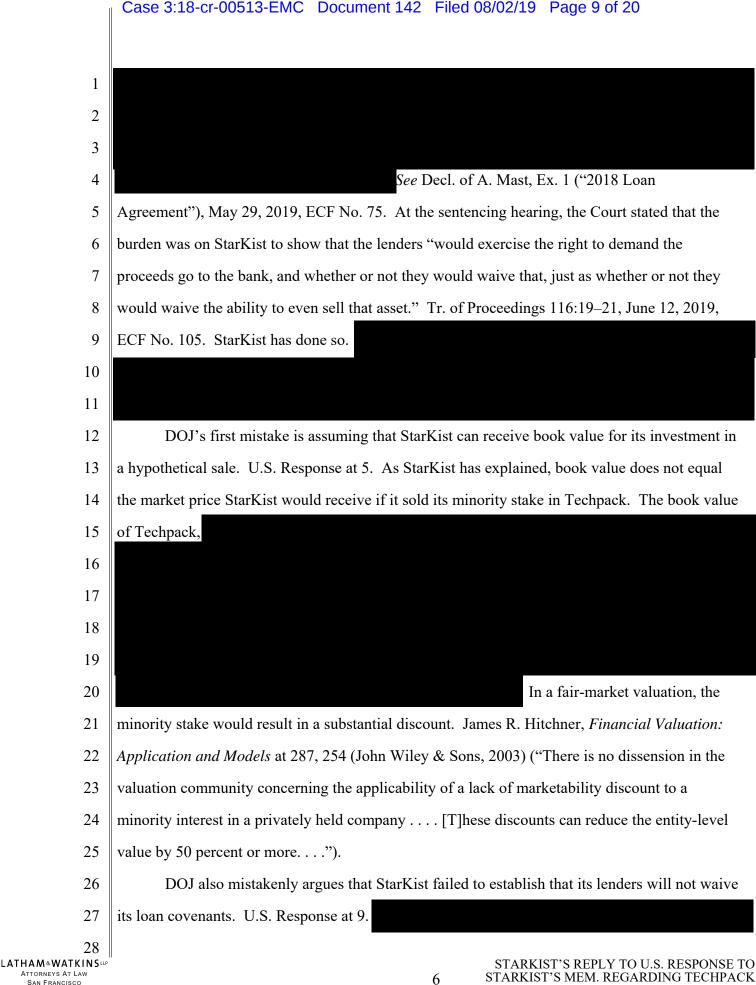
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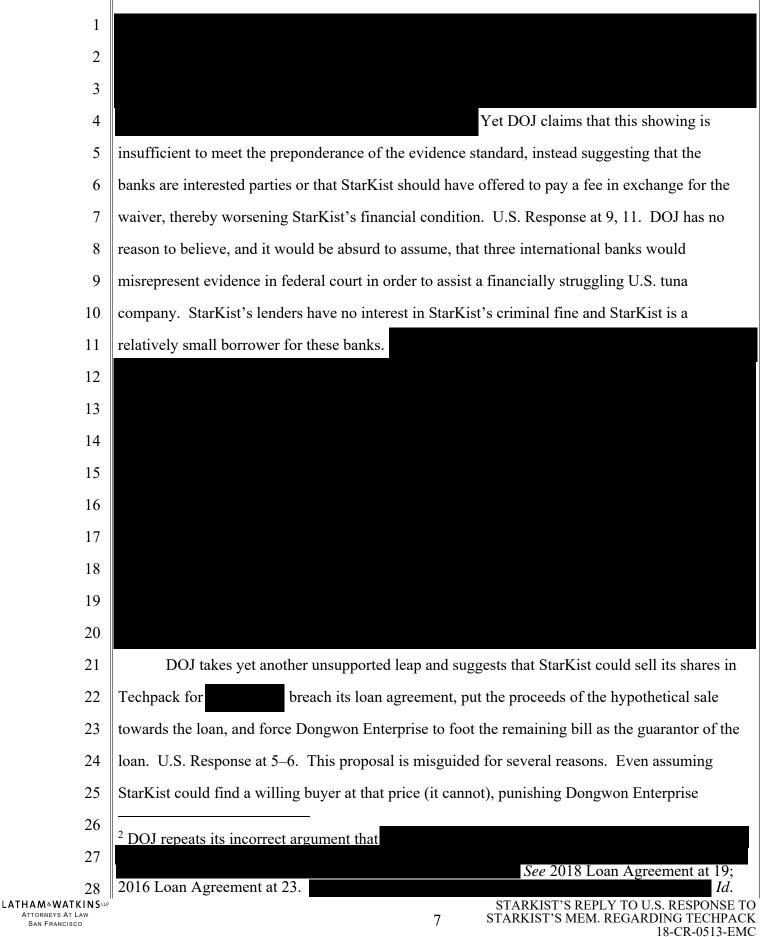
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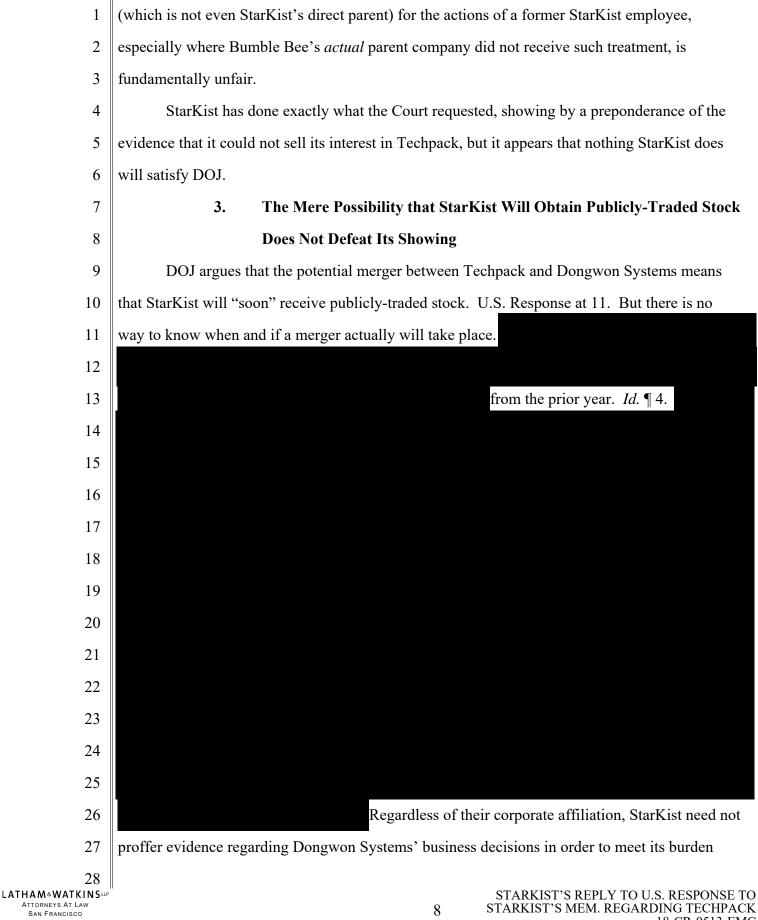
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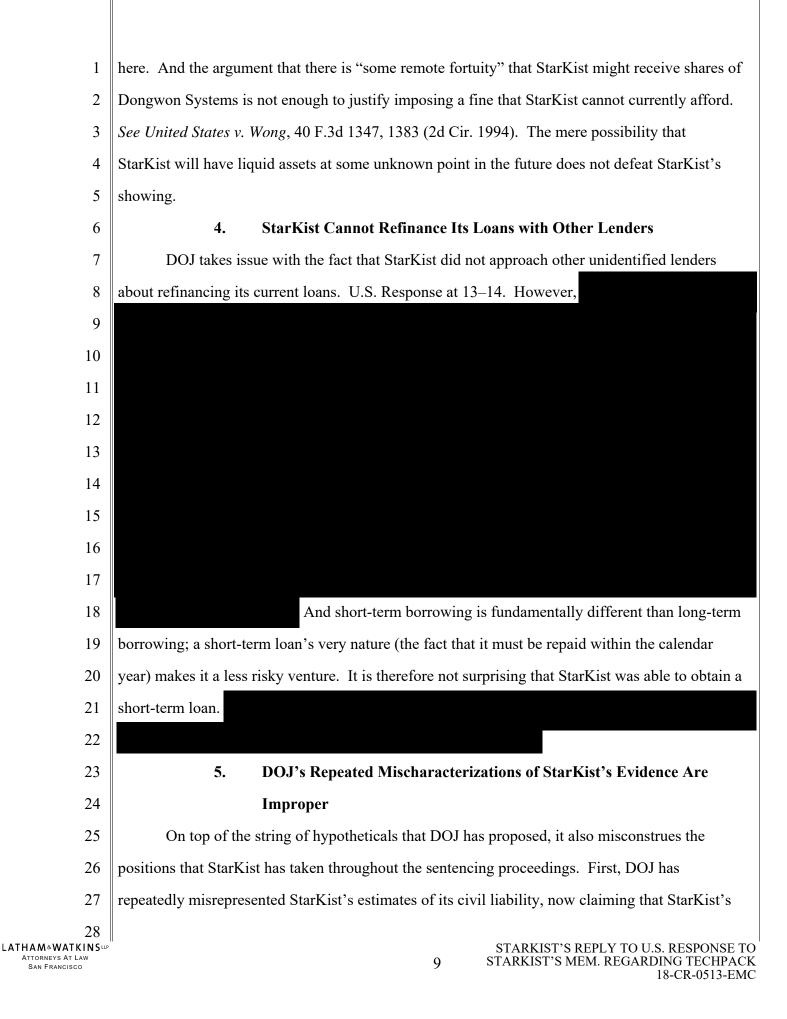
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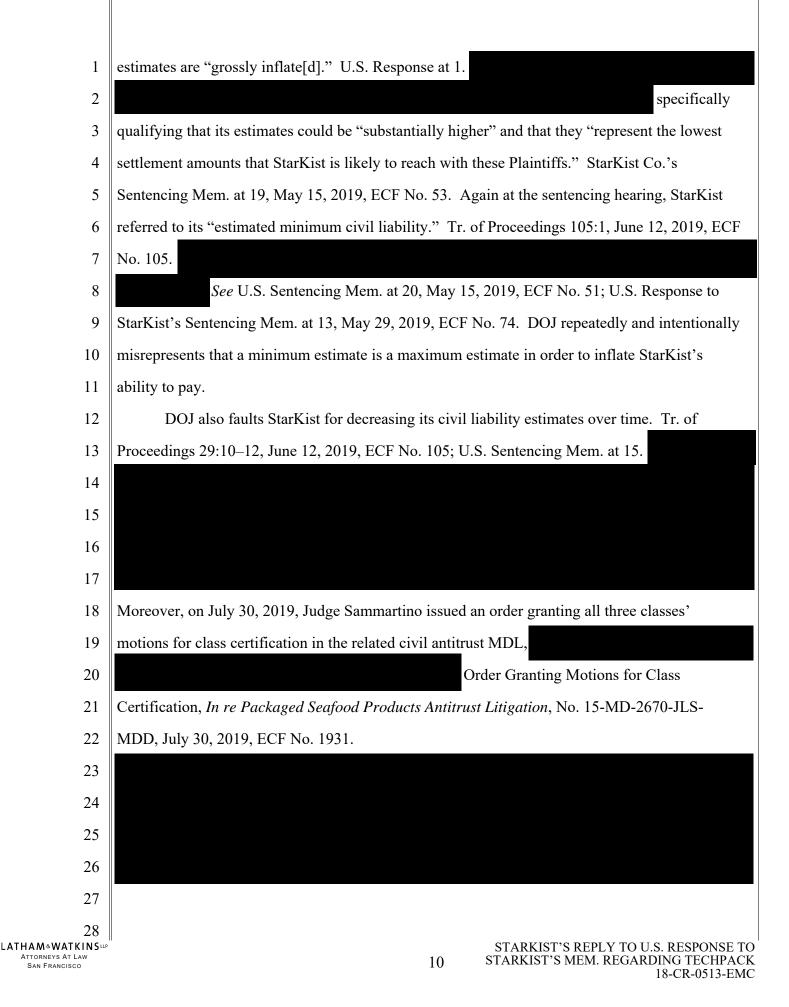
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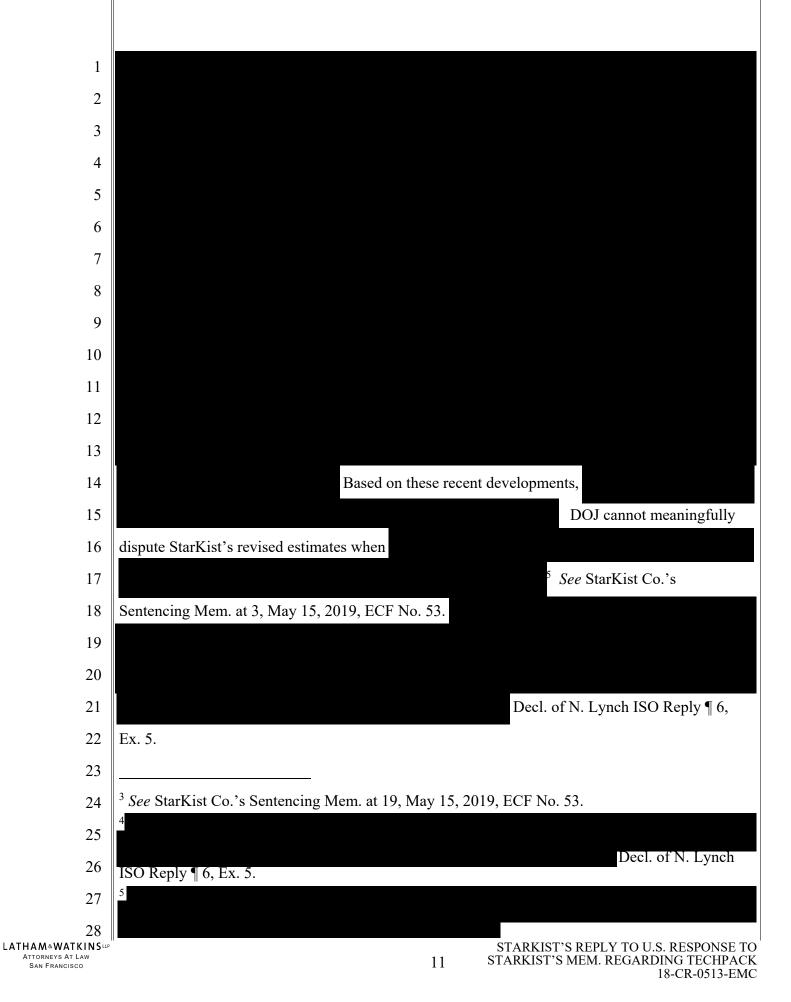
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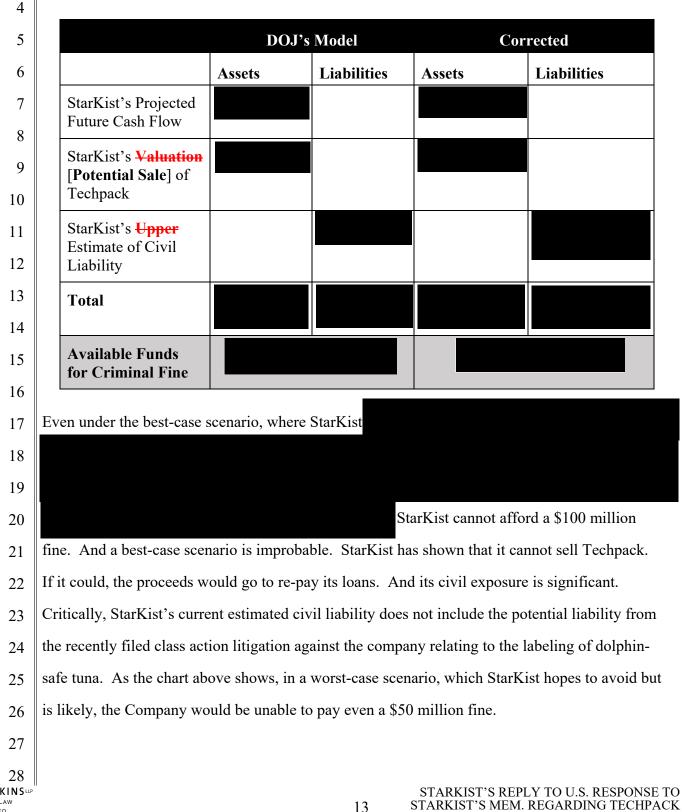
1	DOJ also claims StarKist is contradicting its own expert's report by stating that Techpack
2	is not saleable. U.S. Response at 4. Not so.
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10	Finally, DOJ argues that StarKist was not permitted to submit the revised growth
11	calculations that the Court requested at the June 12 hearing. DOJ also argues that StarKist's
12	actual 2019 growth is considerably higher than the estimated growth in StarKist's long-range
13	plan. DOJ overstates StarKist's 2019 growth. <sup>6</sup> Looking at register scan data from Nielsen,
14	StarKist's volume (measured in statistical cases) is up just over 2018 data during the
15	same time period. Meece Decl. ISO Reply ¶ 8. And the revenue associated with those increased
16	sales is up over last year for the same time period. <i>Id.</i> As Mr. Gokhale's July 3,
17	2019 report shows, when StarKist's projected compound annual growth is adjusted to
18	StarKist's free cash flow increases by and StarKist still does not have
19	sufficient funds under that scenario to pay a \$100 million fine. Decl. of N. Lynch ISO Techpack
20	Brief, Ex. 1 at 4, July 3, 2019, ECF No. 112.
21	6. DOJ's Math Does Not Add Up
22	DOJ argues that StarKist can sell Techpack and pay a \$100 million fine. But even if
23	StarKist could sell Techpack (which it cannot), the math does not add up to a \$100 million fine.
24	
25	<sup>6</sup> DOJ cites StarKist's year-to-date financial statements for the proposition that StarKist's revenues have increased. DOJ fails to mention that, as of May 2019, StarKist's year-to-date
26	operating income is have been been been been been been been be
27	income had its operating income compared to the same time period in 2018. <i>Id.</i> ¶ 10. In other words,
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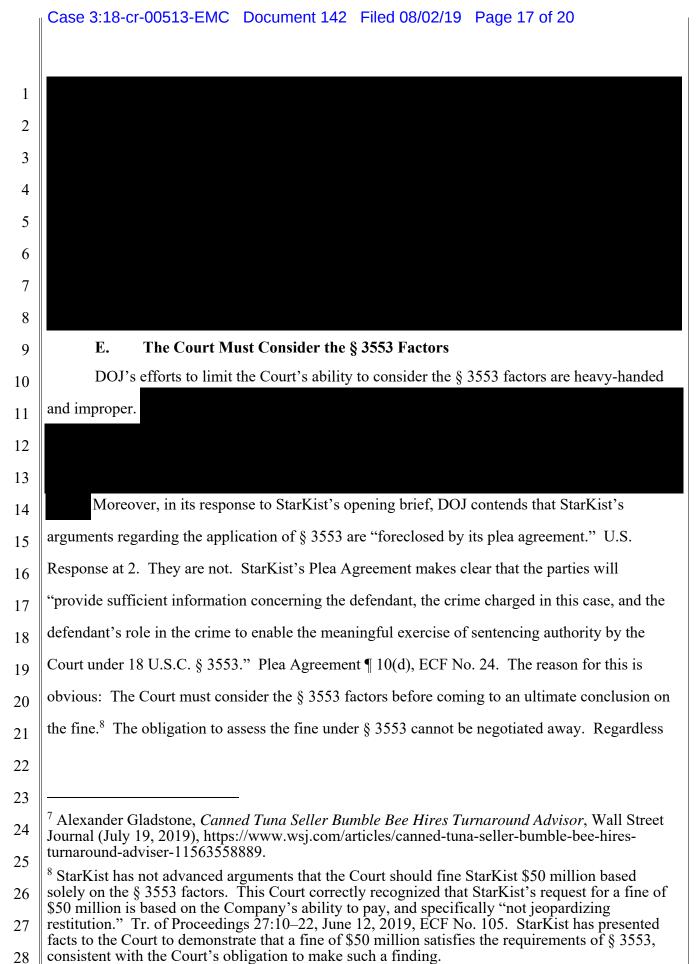
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1 Assuming arguendo that StarKist could sell Techpack for half of its book value

2 which is consistent with the market price for a minority stake in a company, StarKist still cannot

3 pay a fine of more than \$50 million.





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1 of whether the Court determines that StarKist can afford a \$100 million fine or a \$50 million 2 fine, the Court must be satisfied that whatever fine it imposes meets the requirements of § 3553. 3 At the time of signing, StarKist reasonably understood its Plea Agreement to require the 4 Court to make an independent fairness determination with regard to StarKist's fine amount. This 5 Court should fully evaluate all the relevant factors under § 3553 when determining the 6 appropriate sentence. Under § 3553, and the express terms of the Plea Agreement, the Court "shall consider" various factors, including the need to avoid unwarranted sentence disparities 7 8 among defendants with similar records who have been found guilty of similar conduct and the 9 need to provide restitution to victims. See 18 U.S.C. § 3553. The Court correctly recognized at 10 the June 12 hearing that "there are arguments about unwarranted disparity, and . . . relative 11 culpability has some relevance" to the Court's determination of the fine. Tr. of Proceedings 12 27:10–22, June 12, 2019, ECF No. 105. Indeed, the Court should give weight to disparities 13 between StarKist and Bumble Bee.

14 DOJ complains that StarKist should not be able to compare the methodology used by the 15 DOJ's expert to determine Bumble Bee's fine, under an ability to pay analysis, with the 16 methodology used by the same expert in analyzing StarKist's ability to pay. This makes no 17 sense and is contrary to the § 3553 factors relating to disparate treatment of defendants. 18 StarKist's review of Dr. Zuehls' Bumble Bee ability-to-pay materials found that Dr. Zuehls 19 applied the ability-to-pay analysis differently to Bumble Bee than to StarKist, which is improper 20 under § 3553. The fact that DOJ and Dr. Zuehls applied different ability-to-pay standards and 21 methodology to StarKist than to Bumble Bee also undermines Dr. Zuehls' analysis and 22 credibility. For example, Dr. Zuehls used significantly lower growth projections and higher civil 23 damages estimates in his ability-to-pay analysis of Bumble Bee, despite the fact that StarKist and 24 Bumble Bee are operating in the same struggling industry and face the same joint and several 25 civil liability. See StarKist Co.'s Response to U.S. Sentencing Mem. at 8, May 29, 2019, ECF 26 No. 77.

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1 Throughout briefing and during the sentencing hearing, DOJ actually cited information 2 regarding Bumble Bee's financial condition and its ability-to-pay analysis in arguing in favor of 3 a \$100 million fine for StarKist. Thus, even DOJ recognizes that Bumble Bee's ability to pay 4 analysis is relevant to StarKist's sentencing. For example, at the sentencing hearing, DOJ argued 5 that StarKist had not met its burden because it had not adduced evidence similar to the evidence 6 Bumble Bee proffered. Tr. of Proceedings 98:17–21, June 12, 2019, ECF No. 105 ("Bumble 7 Bee came forward and said, Here is a loan we tried to obtain. We couldn't do it ... StarKist, in 8 contrast to Bumblebee [sic], has historic low levels of debt right now."). But when StarKist 9 asked DOJ for information to corroborate these underlying facts, DOJ refused. Decl. of N. 10 Lynch ISO Reply, Ex. 3. This is a recurring pattern with DOJ in this case: DOJ has repeatedly 11 refused to provide exculpatory evidence to StarKist even though DOJ has relied on the 12 information and cited it in its argument to the Court. StarKist has a right to test the accuracy of 13 the information DOJ presented the Court, especially where, like here, the Court may have access 14 to the underlying information regarding Bumble Bee and StarKist does not. See United States v. 15 Wolfson, 634 F.2d 1217, 1221 (9th Cir. 1980). Also, to the extent that this information suggests 16 additional inconsistencies in Dr. Zuehls' ability-to-pay analysis, it may be grounds for 17 impeachment. See Giglio v. United States, 405 U.S. 150, 154 (1972); Brady v. Maryland, 373 18 U.S. 83, 87 (1963).

19 DOJ also now seeks to force StarKist to sell non-disposable assets, something that was never raised in the Bumble Bee case. Finally, DOJ argues that Bumble Bee's fine reduction was 20 21 based largely on its cooperation, "a reduction that StarKist did not earn or receive." U.S. 22 Response to StarKist's Sentencing Mem. at 16–17, May 29, 2019, ECF No. 74. DOJ's 23 cooperation credit appears to be nothing more than a credit to the party who pleads first, no 24 matter the circumstances. StarKist has cooperated and continues to cooperate with DOJ by 25 providing witnesses and document authentication that DOJ needs in its prosecution of the related 26 cases. DOJ's suggestions to the contrary are untrue.

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F. 1 **DOJ's Proposed Payment Schedule Is Unworkable** 2 DOJ continues to advance an unworkable payment schedule, claiming that StarKist fails 3 to justify its proposed back-loaded installment schedule. U.S. Response at 18. DOJ proposes 4 that StarKist pay \$10 million within a month of judgment and \$18 million each year for the next 5 five years. U.S. Sentencing Mem. at 19, May 15, 2019, ECF No. 51. But as of the June 12 in the bank.<sup>9</sup> hearing, StarKist had approximately 6 7 As of July 30, 2019, StarKist has R.S. Meece 8 Decl. ISO Reply ¶ 12. StarKist also cannot be expected to generate enough cash to afford annual 9 payments of \$18 million. StarKist accordingly reiterates its proposal for the following payment 10 schedule: (1) an initial payment of \$250,000 due within 30 days after the Court enters a final 11 judgment; (2) four annual payments of \$5 million, the first of which will be due one year after 12 the Court enters a final judgment; and (3) a final payment for the remaining amount of the fine 13 due five years after the Court enters a final judgment. III. CONCLUSION 14 15 StarKist has demonstrated beyond a preponderance of the evidence that it cannot pay a fine of 16 over \$50 million. DOJ's far-fetched and unsubstantiated suggestions as to how StarKist could 17 afford a \$100 million fine do not defeat StarKist's showing. Thus, the Court should grant 18 StarKist's evidentiary-hearing request and assess the substantial amount of other evidence 19 proffered by StarKist and the government related to each party's inability-to-pay arguments. 20 Dated: August 2, 2019 Respectfully submitted, 21 LATHAM & WATKINS LLP Niall E. Lvnch 22 Sean M. Berkowitz Ashley M. Bauer 23 nh 24 By: Niall E. Lynch 25 Counsel for Defendant StarKist Co. 26 27 <sup>9</sup> StarKist's cash balance changes daily. StarKist will therefore provide the Court with its current cash-balance figures at the next hearing, or at any other time upon the Court's request. 28 ATHAMAWATKINS STARKIST'S REPLY TO U.S. RESPONSE TO 17

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