

“Winning Trial Graphics: An Interview with Sati Harutyunyan,” *American Bar Association*

News

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Jenner & Block Partner Sati Harutyunyan shared insights and key takeaways with *American Bar Association* from her experience being part of the trial team on *Kraft Global Foods Inc. v. United Egg Producers, Inc.* that secured a jury verdict in late 2023. Sati described the challenges involved in explaining antitrust claims to a jury and tips for parties involved in complex antitrust trials.

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Sati was part of the team that represented Kraft Foods Global, Inc., Kellogg Co., General Mills, Inc., and Nestle USA, Inc. in a five-week trial against two of the largest egg producers in the nation.

The plaintiffs alleged that Cal-Maine Food and Rose Acre Farms and two egg trade groups conspired to restrict the domestic supply of eggs to increase the price of eggs and egg products.

Sati was quoted in the article, “Our main theory at trial, in its simplest form, was that competitors are required to act alone and unilaterally—not in cooperation with one another. Nothing prevented any of the defendants from acting unilaterally to increase cage space for hens, slaughter and molt hens on a particular schedule, or even export eggs at a loss.”

Sati discussed the use of trial graphics to help articulate and persuade across different types of cases.

“In this case, graphics were particularly important,” Sati said. “Documentary evidence and the defendants’ own statements during the time of the conspiracy were a big part of the case. It would have been extremely difficult to keep the jury focused on and organized around the critical documents without visuals.” She noted the graphics were key to the presentation of the case in digestible pieces for the jury.

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