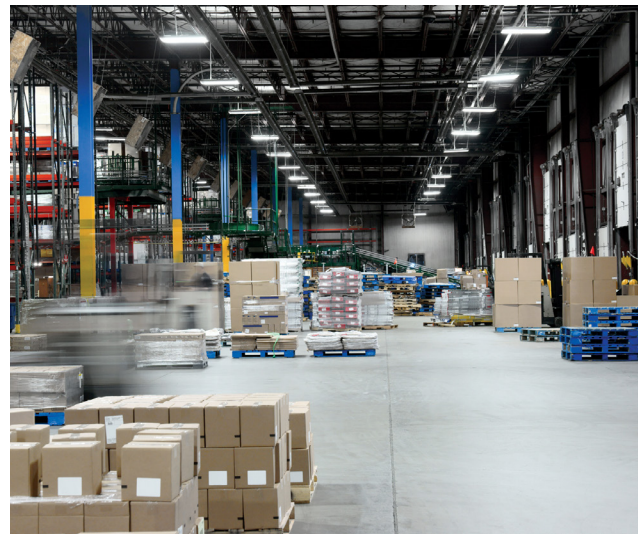


Commercial

The Commercial Group is one of the largest commercial groups outside London. We offer a formidable legal resource blending the technical and commercial skills necessary to deal with complex, innovative and practical legal and commercial issues, whether as one off transactions or as part of ongoing business relationships. The specialist Commercial Contracts Unit is unique in that we all have in-house experience either from previous posts or by way of secondments. As a result we understand and appreciate the pressures of working in a corporate environment. We have vast experience in advising businesses on their day-to-day business relationships and are often viewed as a seamless extension to our clients' in-house team.

"Walker Morris are always available with a commercial and cost effective solution whenever I need to get in touch." – Damartex UK Limited



HOW WE CAN HELP

Project managing complex transactions

We advised Arla Foods Limited on the outsourced blow moulding agreements for the manufacture and supply of milk bottles that will take place at a dedicated plant within the world's largest fresh milk dairy being constructed in Aylesbury. Our experience in large complex outsourcings meant that we were able to act as part of a seamless team advising on all the different elements of the overall project, including construction, mechanical and electrical, energy and planning expertise.

"Walker Morris is a unique law firm with a reputation for multi-disciplinary teamwork and straight forward advice. The firm is independently recognised as a high quality commercial law firm – providing solutions to a wide range of prestigious clients in the public and private sectors." – Chambers

Supporting you as a trusted adviser

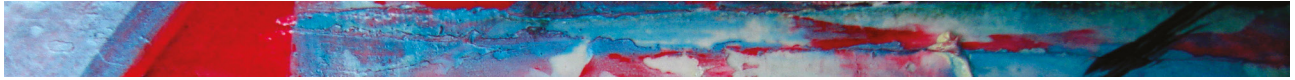
Since acting for the management team on the US\$176million MBO backed by Close Brothers Private Equity we have continued to be trusted adviser to Rosemont Pharmaceuticals Limited on all areas of its day-to-day business. We have advised on strategic technology arrangements, manufacturing and supply chain arrangements, new product development projects involving MHRA marketing authorisation applications. We advise in a common sense, pragmatic and innovative way that reflects our client's aims and objectives.

"We have worked with Walker Morris on all areas of our business for over 12 years. They are like an extension to the team and their knowledge in the pharmaceutical industry sector ensures that we always get value added advice." – Rosemont Pharmaceuticals

Achieving results

We advised Starbucks on the outsourcing of the warehousing and logistics network for ambient, fresh and milk products including delivery to client owned stores, licensed stores and franchised stores. As a result of our input and experience in the logistics outsourcing field, we were able to influence the client in terms of its charging structure, which saved the client approximately 10 – 15% of the value of the contract. We also provided feedback on the tender process including the RFP in order that the client could improve the process in future.

"Walker Morris have built a balanced partnership with my business based on respect and trust, providing high quality advice and added value as a matter of course. The team is incredibly responsive and customer focussed and has the essential expertise and above all practical experience in the areas that matter most." – Starbucks



Value creators

By having relevant in-house experience in the same industry sectors as our clients we understand the commercial and business drivers facing our clients. This enables us to work efficiently and cost effectively as an extension of their business. We understand that our clients are increasingly cost conscious and strive to provide innovative solutions such as “virtual secondments” where the client has a dedicated resource based at the office with the weight of support that this provides without the overhead cost.

“Walker Morris gave excellent support to the legal function at CPP during a period of high internal demand for legal services. They provided a long term secondee at a very competitive rate who was a first line support to the Head of UK Legal. As part of the secondment process and in addition to giving a high quality service to our internal customers, the secondee also managed the legal work flow between the Business and Walker Morris at a discounted rate based on volumes. The arrangement added real value to the business; the secondee was quickly able to gain the trust of the business and provide top quality support on a cost effective basis. Since then the secondee has joined CPP, but our relationship with Walker Morris has grown from strength to strength and I continue to find them easy to use and both commercial and cost effective.” – CPP

AREAS OF EXPERTISE

- Agency and Distribution
- Franchising
- E-Commerce and Consumer Law
- Supply of Goods and Services
- Supply Chain Management
- Intellectual Property Licensing
- Information Technology
- Technology, Media and Telecommunications
- Outsourcing
- Logistics and Warehousing
- Competition
- Data Protection
- Healthcare, Life Sciences and Pharmaceuticals
- Food and Drink
- Retail
- Manufacturing
- Standardisation of terms of trade
- International and cross-jurisdictional arrangements

WALKER MORRIS

“A distinctive law firm valued by its clients for consistently delivering excellent results.”

We offer our clients a full service commercial law firm focused on providing a wide range of clients, nationally and internationally, with partner led high quality advice. The national centre of excellence in Leeds that we have built offers significant advantages in terms of developing a strong team-based culture within the Firm, with the inherent value and cost effectiveness that a Leeds base brings.

The success of our model is reflected by our clients, which are drawn from a broad range of sectors. We are recognised for our strong multi-disciplinary teamwork and straight forward advice. Both the Firm and our lawyers are recognised as leaders in their fields with 96 per cent of our partners recommended in either Chambers or Legal 500 for their expertise.

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