

Manufacturing Focus

Manufacturing is the life blood of the West Midlands and at Sydney Mitchell we are focused on supporting the manufacturing sector.

We deal with clients manufacturing a wide range of equipment, for example:

- Assembly line equipment
- Batteries
- Blinds
- Confectionery
- Controls equipment
- Flooring
- Heat exchangers
- Jewellery
- Materials handling equipment
- Piping fittings
- Robotics
- Security systems
- Telematics equipment
- Vehicle painting facilities
- Vehicle parts
- Water monitoring equipment



Manufacturers are, nearly without exception, involved in a supply chain situation. This is an arrangement of mutual interdependence which from a legal perspective needs to be handled quite differently from a simpler supplier and customer scenario.

Some of our clients are close to the end user and others are quite remote from that final customer. In all cases however, companies in this position need to look to their security of trading both up and down the supply chain to ensure they do whatever they can to secure their position, should anything untoward happen to any of the other links in the chain. If your supplier disappears you need, if possible, to be able to tap straight into their sub-suppliers to ensure you can service the link above you in the chain.

Standard terms and conditions of trading rarely incorporate the best provisions for dealing with these situations. The contracts need to reflect the overriding importance of the continuation of supply and the mechanics of recall and product intervention.

Underlining our commitment to the sector we are holding a series of breakfast seminars jointly with Lloyds Bank plc and Mazars LLP and with the involvement of the Manufacturing Advisory Service. If you might be interested in attending these seminars, or just to receive information about them please [contact us](#).

Of course as well as the special characteristics of manufacturing businesses they have all of the other commercial relationships and employee, property and other issues in common with others in the business community.

If we can help you with any issue please call [John Irving](#) or Julian Milan on 0121 698 2200 or email on j.irving@sydneymitchell.co.uk or j.milan@sydneymitchell.co.uk

How can John Irving at Sydney Mitchell help you?

John facilitates the realisation of clients' commercial ambitions by providing a secure legal framework, clarifying the rights and responsibilities of everybody involved, throughout the world.



John helps businesses:

- Restructure their organisation
- Audit their corporate governance
- Attain commercial certainty with tailor-made terms and conditions with their customers and suppliers
- Accommodate innovative commercial approaches to the market. eg. web based trading
- Review and implement distribution arrangements for their products and services
- Solve disputes with trading partners before they become adversarial
- New business projects, eg. Vehicle body spray painting facility in a new vehicle plant in Eastern Europe.

Recent Cases

- Leading the legal team for the management buyout of a significant tier one motor vehicle industry supplier
- Acting for the European subsidiaries of a South African Company in connection with its European Data Protection compliance as a precursor to its listing on the New York Stock exchange
- Advising a Midlands based controls company on an major contract with a French tier one motor vehicle industry supplier
- Advising the Swedish company Sunnex AB on the acquisition of a subsidiary of Metalrax PLC
- Acting for a Chinese funded venture on its investment in an English public school
- Advising an Australian swimwear manufacturer on its UK distribution arrangements
- Advising major Midland brand on the handling of its subject access requests under the Data Protection Act
- Acting for a City of London based chain of coffee shops in relation to the introduction of a significant new shareholder
- Advising a large Birmingham GP practice on its merger with another large practice

0121 698 2200

Email: j.irving@sydneymitchell.co.uk

Offices: Shirley, Birmingham and Sheldon

www.sydneymitchell.co.uk

<http://www.sydneymitchell.co.uk/business-services/manufacturing-focus>