



# CONSTRUCTION THE EXPERT LEGAL TEAM

Taylor's

*the commercial law firm*

# INTRODUCTION

Taylors Solicitors are dynamic and highly experienced business lawyers with offices in Manchester and Blackburn, Lancashire.

We are committed to providing the highest quality service through a real understanding of our clients' needs and business priorities.

Supporting clients in business, the Taylors team brings a wealth of experience and expertise to your company. Dealing as we do from inception to disposal and throughout the course of ownership, we can advise and support at every turn and help you to enhance your efficiencies, improve your performance & compliance and address the problems as they arise with commerciality and with business know-how.

We pride ourselves on being more than just lawyers; we're not just someone to run to in a crisis, but a constant business companion who you can look to for reassurance, a balanced opinion and guidance and the fighter in your corner when needed. We don't just give ordinary legal advice; we give extraordinary business support and expert knowledge & advice, and are dedicated to the engineering and construction arena. We can advise on avoiding claims, settling those that arise and pursuing those that end up in formal dispute resolution process.

An ounce of prevention is worth a pound of cure and we want you to look to us at the earliest opportunity to reduce the risk of disputes, claims, losses, supply chain concerns and personnel problems. Being a niche commercial firm with focus on commercial contracts in the engineering and construction sectors, we can help with choice of business vehicle, governance, heads of terms, contracts, terms and conditions, finance and construction documents, transfers, security documents and warranties.

The success of a business start-up, expansion by introducing a new division or the realisation of business equity depends on the success you put into the business but that can be maximised by good guidance and advice in structuring the business deal, providing advice on potential pitfalls and putting in place checks and balances to promote your business and avoid dispute, to realise a return for your business.

Offering a common sense and commercial approach with which we deliver relevant, timely and commercially-astute, value for money solutions to the issues faced by businesses in the real world, we are ideally located to meet your specific demands.

**[Thank you for taking the time to read this introduction to Taylors.](#)**



## WHAT OUR CLIENTS SAY

“ I have always found Chris’ approach to be extremely enthusiastic, knowledgeable and tireless. He has on many occasions gone that extra mile. Not only does Chris understand the law extremely well, he has also taken the time to understand our business and this makes for a great partnership. We see him as an important part of our team and have respect and trust in the matters he deals with on our behalf.”

**Laurie C LeFeuvre - Commercial Director**

A J WOOD GROUP

“ Chris is an absolute expert in his field. His attention to detail is a real strength, allowing him to respond quickly and focussing on key issues. More than a lawyer, Chris is a business adviser and proven networker, and has been able to quickly support me, my business and in particular, my clients.”

**Jim Williams – Managing Director**

TENDER MANAGEMENT CONSULTANCY LIMITED

“ Quality service, professional advice and above all, a victory against a global organisation – certainly cause to use Taylors again!”

**Israr Sawar – Director**

REACH GLOBAL LIMITED

“ Taylors is a specialist firm offering a no-frills, City service and are easy to work with – they speak our language!”

**David Sears – Director**

HERITAGE ENVELOPES LIMITED

“ Your service from start to finish has been exemplary and has far exceeded my expectations; nothing ever seems to be too much trouble. Long may you continue to set standards for others to follow.”

**Chris Smethurst - Technical Services Director**

AMEY LOCAL GOVERNMENT

“ The support and professionalism from Taylors over the course of our working relationship was second-to-none.”

**Carl Collett – Commercial Banking**

THE ROYAL BANK OF SCOTLAND PLC

“ Because Taylors’ lawyers understand our business, they respond quickly with real awareness of the commercial issues we face.”

**Tony Attard – Managing Director**

PANAZ LIMITED

“ After using many different firms over the years, Taylors are like a breath of fresh air. They are pleasant to deal with and deliver good results on time.”

**Israal Weltscher – Director**

ENGLISH HOLDINGS LIMITED

“ Taylors advised us regarding a very difficult property dispute. They combined a sensible commercial approach with the necessary legal know-how so that we achieved the desired result. The opposition was overwhelmed!”

**John Watson – Chairman**

SURFACE PRINT COMPANY LIMITED



## WHY CHOOSE TAYLORS?

Taylors is a dynamic and highly experienced commercial law firm located in Blackburn, Lancashire and Manchester.

We are committed to providing the highest quality service through real understanding of our clients' business priorities and requirements and a common sense and commercial approach.

The Partners and staff at Taylors have all trained and gained experience in the major city law firms and are able to offer the same level of expertise and service provided by the top national firms, but at substantially lower rates.

The key to our success is in providing what our clients ask for and we do this through:

- **Speed of Response** – a faster, more responsive service, geared to the pace of the business world
- **Personal** – we take time to develop close relationships with our client contacts in order to understand their priorities, working methods and business relationships, and for them to build up confidence and a rapport with those who will advise them on a regular basis. Your matters will only be handled by senior lawyers in our team. We do not delegate to junior fee earning staff.
- **Simplicity** – by picking up the phone, calling at your offices or by a quick email rather than sending a long-winded letter
- **Focussing** – on the business-critical issues and not being distracted by issues which are peripheral to getting the deal done
- **A "Can Do" Attitude** – a "can fix" attitude to any problems that may arise
- **Providing Solutions, Not Posing Problems** – we have a reputation for providing clients with pragmatic legal advice that gives them a competitive advantage
- **Business Acumen** – we are business people as much as lawyers. We are involved in our clients' businesses throughout their business life, not just when they need legal advice
- **Availability** – remain contactable both during and outside office hours and value regular communication
- **Value for Money** – we manage our overheads as carefully as you do and pass on the benefit to our clients



## PRACTICE AREAS

Taylors is a progressive practice based in the heart of the North West providing legal services to commercial clients ranging from SMEs to PLCs.

We offer a wide range of services and these include:-

- Construction and Engineering
- Commercial Trading Agreements
- Commercial Contract Disputes
- Business Deals
- Business Restructuring
- Intellectual Property
- Employment
- Commercial Property
- Commercial Property Disputes



## BUILT ENVIRONMENT

Experience and our clients tell us that success for your project requires early, cost-effective engagement in procurement strategies, planning, analysis, document production, risk assessment, budgetary control and project management.

Dealing with red tape, competition & regulatory requirements, as well as waste and carbon reduction, labour and immigration rules, are additional responsibilities for your business, but ones that need to be effectively addressed to deliver success.

Taylors boasts a wealth of experience and expertise from within the group and beyond, to provide seamless and sustainable support for your sector, your project and your business, delivering the best outcomes for you.

Taylors provides one-stop, one-source for your project requirements; delivering a solid foundation, access to practical commercial solutions, dispute avoidance and dispute resolution should things go wrong.

Taylors recognises the importance of working as a partner with its clients to establish and nurture long term relationships. Bringing in Taylors to work in collaborative partnership with you means we can combine efforts, energies and know-how to increase effectiveness in providing commercial solutions. We'll deliver sound, realistic and commercial support and the best outcomes for developers, contractors, consultants and funders alike.

### Taylors' services include:

- Bespoke Agreements
- Terms and Conditions
- Contract Review
- Amendments to industry standard JCT NEC HVAC
- Letters of Intent
- Professional Appointments
- Warranties
- Guarantees and Bonds
- Adjudication
- Arbitration
- Dispute Boards
- Mediation
- Expert Determination
- Procurement
- Regulatory
- Insolvency
- Waste
- Outsourcing

### Taylors look to add value by:-

- offering relationships through our seminars
- providing bespoke courses for clients
- sending e-updates to your desktop
- providing networking opportunities
- deal brokering
- providing business intelligence
- shaping powerful links to policy makers, politicians, central & local government, planners, Universities, research establishments, surveyors, engineers, architects, project managers and insolvency practitioners.



# CONSTRUCTION AND ENGINEERING

Our construction and engineering team has an established reputation for ensuring that documentation fits the bill and is right first time. They also represent clients pursuing disputes to successful conclusion, should the need arise.

The construction team has particular expertise in acting for businesses in the construction & engineering industry, facilities management and insurance. We advise on a wide range of issues from the earliest inception, deciding corporate vehicles, JVs, heads of terms, contracts, professional appointments and funding documents, PI and other insurances issues, bonds, retentions and warranties to and through development agreements, construction contracts, terms and conditions to tackling, employee issues, payment delinquency and insolvency.

We are well versed in dealing with industry standard contracts such as JCT, NEC and HVAC and dispute resolution processes from negotiation, claims protocols, mediation, adjudication, arbitration, expert determination (including drafting of rules of procedure) to technology and construction court litigation.

We understand your industry carbon reduction targets, sustainability issues particularly with retro fit and energy and waste concerns, obligations and regulation. In these sectors, the team is involved in advising and supporting a number of institutions looking at these issues, including North West Knowledge Hub, Greenspec, North West Energy Forum and the University of Central Lancashire.

Our client base includes employers, contractors, sub-contractors, designers and occupiers who receive prompt, industry-experienced, practical advice about their construction and engineering projects.

## Key Construction Industry Services

- Procurement
- Contract drafting and approval
- Project planning and tendering
- Dispute resolution, including mediation and expert determination
- Adjudication
- Arbitration and litigation
- Professional terms of engagement
- Bonds
- Warranties
- Guarantees and sureties
- Letters of intent
- Claims avoidance
- Infrastructure projects
- Project funding
- Liability issues



# COMMERCIAL TRADING AGREEMENTS

Taylors' commerce and technology teams' expertise cuts across the entire firm providing the full range of commercial services and business advice to SME's, plc's and owner- managed businesses.

We have a wealth of experience of handling trading agreements for engineering and manufacturing clients.

It reflects the growing demand for these highly skilled services. Our in-depth expertise and industry experience means we can give pragmatic advice on structuring deals to speed up delivery and cut costs.

Contracts are the backbone of any business. They come in many different forms, both standard documents as well as one-off contracts. Our team is particularly skilled in providing level-headed advice and in preparing pragmatic paperwork, crucial to the growth of business.

We are geared up to handle the range of services required by start-up or established technology as well as e-commerce ventures. Our longstanding relationships with clients provide us with in-depth knowledge.

Our industry specific knowledge means that these services can be tailored to our client's needs with the minimum of fuss. An innovative approach to commercial relationships underpins the success of this department.

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## Key Areas

- Agency agreements
- Distribution agreements
- Exploiting IP
- Technology transfer
- Facilities management service level agreements
- Franchising
- Manufacturing and supply contracts
- Terms and conditions of trade
- Joint Ventures
- IT policy and security
- Software and outsource agreements





# COMMERCIAL CONTRACT DISPUTES

Taylors handles a wide variety of commercial disputes and related matters for clients based throughout the UK and Europe. Our aim is to seek cost effective commercial solutions to clients' problems.

We will advise on tactics to be used in negotiations with a view to avoiding litigation.

If it is necessary to bring proceedings, we select the appropriate forum for the claim or alternative dispute resolution methods, working out a strategy to achieve our client's objectives and keeping it under review, giving best cost forecasts and assessing at all stages whether the costs justify the likely outcome.

Working closely with colleagues in other departments, we gain an understanding of the industry or technology involved.

Our tight-knit team is confident with heavyweight cases, recently having completed a three month long trial - successfully. The firm regularly handles cases in the Court of Appeal and even the House of Lords.

Disputes before the Courts require efficient and skilful management to achieve the clients' commercial objectives. In order to provide maximum value to the client, we make full use of advanced computerised support techniques and document management systems.

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## Key Areas

- Commercial Trading Disputes
- Breach of commercial contracts
- Insurance disputes
- Professional negligence
- Property disputes
- Shareholder disputes
- Construction contracts
- Health and safety prosecutions
- Injunction applications
- Freezing assets
- Agency terminations



## BUSINESS DEALS

The Corporate Department has skills and technical expertise (both within and outside the department) that normally are only found in firms many times our size.

Many of the issues in which corporate lawyers are involved have a strategic impact on the direction of their client's businesses. Deals often involve difficult issues. Taylors' corporate lawyers specialise in providing business solutions, not highlighting the problems.

The team is recognised for its "can do" attitude and strong project management skills.

We invest time in understanding your business, industry and legal needs, maintaining a close ongoing support relationship with you as well as providing top level advice.

Development or expansion with debt may be long gone and JVs & equity backing may be the way forward. We can advise on the best business vehicle for you and your venture, assist with finding the right partner, negotiate and advise on the documents; shareholder agreements, company structuring, director contracts and governance, not only for the deal but for operational wellbeing and exit strategy.

In achieving growth in the FM/ Engineering/Manufacturing and Service sectors, we can assist in looking at management company governance, companies limited by shares, companies limited by guarantee, LLPs and rewarding the team, share options, protecting the business warranties and guarantees.

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### Key Areas

- Restructuring
- Venture capital
- Partnerships
- Shareholder agreements
- Joint ventures
- Corporate finance
- Company secretarial
- Acquisitions & disposals
- Business sales
- Management buy ins & buy outs



# BUSINESS RESTRUCTURING

The team operates alongside the corporate team with particular emphasis on turnaround and restructuring solutions for under performing businesses.

The nature of the assignments we are regularly asked to undertake requires a particular skill set with the ability to draw on the expertise of colleagues in other disciplines. The foundation of our service is a solutions-driven approach.

Our methodology is to provide an objective assessment of the issues, a strategic plan and to act as an interface between the client and its financiers. We have a shared objective in securing the long term sustainable future of the business.

Our role is often performed in conjunction with other specialist advice. We have established a strong network with other specialists who are engaged in this field and we undertake projects on their behalf as specialist lawyers.

The unit also covers insolvency work whether or not the process is part of a turnaround solution and our clients are major financiers and insolvency practitioners.

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## Key Areas

- Corporate workout
- Optimum exit planning
- Director responsibility for corporate governance
- Administrations
- Voluntary arrangements
- Company director disqualification act proceedings
- Group restructuring
- Alternative finance
- Guarantee liabilities
- Other insolvency projects



# INTELLECTUAL PROPERTY

For many businesses intellectual property is a major asset. IPRs represent significant value and need to be protected and effectively exploited.

Taylors' best-known individuals specialise in intellectual property, dealing with the full range of strategic, licensing, contractual and disputes advice.

The department's creative expertise covers the setting up of merchandising and product licensing deals, trade marks and joint venture agreements.

Our disputes experience ranges from substantial and highly technical patent actions to obtaining emergency injunctions on a few hours' notice. We can cover actions in more than one country working with selected (tried and tested) overseas agents.

Nationally regarded as a leader in the field of designs and copyright, this department delivers astute, commercially-driven advice.

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## Key Areas

- Protection of designs
- Copyright, patent or design infringement actions
- Passing off
- Technology transfer agreements
- Trade marks/brands
- Licensing deals
- Joint ventures
- Character merchandising
- Know how licensing
- Dealing with creative employees



# EMPLOYMENT

Employment law is a core specialism of Taylors. The majority of our work is carried out for employers, and we recognise our clients' requirements for a fast, "hands on" and pragmatic response service.

We see our role as supporting not only HR professionals but also Directors in developing people strategies and policies.

We have an advice "hotline" to deal with urgent matters such as dismissals, disciplinary issues, breach of restrictive covenants and confidentiality obligations.

We have extensive expertise in dealing with employment disputes and representation before Tribunals and the Courts.

In conjunction with the corporate department, we advise in relation to boardroom disputes, termination packages and the employment aspects of business sales and takeovers.

Clients are kept up-to-date with key developments by newsletters, briefing notes and seminars. Employment litigation can be time consuming and distracting; our practical expertise and negotiating skills offer help to avoid disputes.

## Key Areas

- Employment policies & agreements
- Redundancy
- Changes associated with takeovers
- Maternity rights
- Restrictive covenants & garden leave
- Sex, race & disability discrimination
- Employment tribunal representation
- Share option & incentive schemes
- Golden handshakes
- Boardroom disputes



## TAYLORS REAL ESTATE

The Economy has changed; now more than ever you need an experienced team of Real Estate lawyers on your side.

Taylors' Real Estate team comprises more than Real Estate lawyers; our lawyers are forward-thinking with a commercial approach and are recognized for their ability to deliver on complex Real Estate deals.

Our success is founded on years of experience in acquisition, development, leasing, financing and sale of commercial property. We aim to be an extension of your business, knowing your aims and objectives, the things that matter to you in achieving goals, managing portfolio properties and bring to bear a wealth of experience in commercial development, leisure and residential development. So whatever the challenge, we will get the job done.



# COMMERCIAL PROPERTY

We advise on a broad spectrum of commercial property law to service our clients' requirements in the wide and ever-expanding complexity of today's property market.

Clients are supplied with the close support, detailed advice and solutions necessary to deal with the difficult and diverse issues which often arise in these transactions. Our lawyers have the experience and commercial acumen to balance legal technicalities against clients' requirements.

Our property specialists bring added value by taking a proactive approach to achieve our clients' business objectives.

The team offers a managed service not limited to pure legal advice. We have powerful and experienced professionals who are proactive, fast moving and well versed, particularly in retail and development work, acquisitions, disposals and refinancing of single and multiple commercial properties, for owner occupier, investment, trading and development clients.

Our team has vast experience in leasehold work, acting for both landlord and tenant, including leases, assignments and surrenders. We also work for insolvency practitioners, LPA receivers and mortgagees on disposals of vacant and tenanted property including part-completed commercial and residential development projects.

Our Commercial Property Team works closely with our Property Litigation Department, offering a comprehensive service. We advise companies on all aspects of property law and related issues including claims and disputes and can give specialist advice.

## Key Areas

- Landlord and Tenant Issues
- Lease Negotiation and Preparation
- Landlord and Tenant Disputes
- Development
- Construction
- Rent arrears
- Dilapidations/Disrepair
- Issues regarding security of tenure under the Landlord & Tenant Act 1954
- Rights of Way
- Boundary Disputes and Adverse Possession
- Trespass/Nuisance
- Retail Acquisitions and Management
- Environmental Issues
- Funding and Security
- Acquisitions and Disposals
- Corporate Transactions Support
- Property Disputes



# COMMERCIAL PROPERTY DISPUTES

Taylors' Real Estate team comprises highly-experienced commercial property litigators who are experienced in resolving disputes quickly and cost-effectively without the need for court proceedings.

Our team is experienced in court procedure and litigation tactics, having acted for numerous clients in dispute from local County Court through to the Technology and Construction Court and the Court of Appeal.

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## We have experience in the following areas:-

- Rent arrears
- Dilapidations/disrepair
- Service Charge disputes
- Issues regarding security of tenure for business tenants under the Landlord and Tenant Act 1954
- General landlord and tenant (for example, distraint, forfeiture, alterations and improvements)
- Rights of way
- Boundary disputes and adverse possession
- Professional negligence claims involving property
- Claims by utility companies
- Trespass/nuisance





## CORPORATE SOCIAL RESPONSIBILITY

Committed to providing highest quality service to the North West business community and to understanding client needs, it is hardly surprising that Taylors is industrious in looking to put something back into the community. Dealing with the built environment, the team recognises the need for conservation, energy economy, carbon & waste reduction and recycling.

Taylors' own internal operations use modern methods to reduce water and electricity usage in its own buildings and recycling of paper & other office materials. Telephone conferencing is used where possible to cut down transport and carbon, and use of public transport on longer journeys and inner City mobility figures in the firm's plans and policies.

The firm is giving of its expertise and experience to local learning institutions, including schools and colleges and the University of Central Lancashire, as well as to Charities, where Partners are board members, school governors and trustees and this is reflective of the commitment to its community.

### Charitable giving

During 2013, Taylors' team raised more than £12,000 to support the work of chosen charities, Oxfam and The Gurkha Welfare Trust.

During the year, Taylors also pledged its support as a charitable Partner for the next three years to the Blackburn Youth Zone; a project established to work with the children and young adults in the local community, with the aim of building opportunities for the youth in the local area and for the next generation.



## ADDED VALUE

Taylors keeps its clients informed through its website, news bulletins and news letters. The Partners are available through the firm's client relationship management arrangements giving decision makers in your business direct access to Partners for all round support to your business, continually available on email, landline and mobile telephone to support you and your business, to give you the answer to that question when you need to know.

Taylors' Partners are engaged in a variety of networks and are busy in introducing individuals and other businesses to you to help your business grow, providing access to their expertise and know-how and opportunities to help your business achieve its goals.

### The Commercial team offers seminars/workshops covering the following topics:-

- Market share issues
- EU Competition Law
- Dealing with existing supplier/dealers/resellers
- Issues with end users
- Title and property of equipment
- Escrow Agreements
- Software and other licensing

### The Construction and Engineering team offers seminars in:-

- Understanding basic contract law
- Using standard industry contracts
- Tool box talk on contract terms and conditions
- Procurement
- Public Contracts
- Sustainable Building – Why bother?
- Waste Management

The Taylors Employment Team leads the way in the HR Exchange (thehrexchange.co.uk), a series of quarterly events aimed at HR directors, managers and practitioners which aim to keep delegates abreast of employment law and the many changes that impact on the most valuable asset of business; its people. The team also issues a monthly newsletter – Employ! – that is sent to a mailing list comprising HR practitioners, professionals and regional businesses.



## CONTACT DETAILS

We trust that you have found the contents informative and that you now understand how we do business and how you would benefit from working with Taylors.

Should you require any more information about the commercial services we offer, please contact:-

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**Elaine Hurn, Managing Partner**

Commercial Trading Agreements  
Business Deals  
Employment & Employer Protection

**Mobile: 07768 614009**

**Email: [elaine.hurn@taylors.co.uk](mailto:elaine.hurn@taylors.co.uk)**

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**Chris Scott, Partner**

Construction Engineering

**Mobile: 07957 434321**

**Email: [chris.scott@taylors.co.uk](mailto:chris.scott@taylors.co.uk)**

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**Colette Johnson, Head of Commercial Property**

Commercial Property Transactions

**Mobile: 07739 945189**

**Email: [colette.johnson@taylors.co.uk](mailto:colette.johnson@taylors.co.uk)**

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**Andrew Livesey, Partner**

Business restructuring and insolvency

**Mobile: 07884 231375**

**Email: [Andrew.livesey@taylors.co.uk](mailto:Andrew.livesey@taylors.co.uk)**

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**Tony Catterall, Senior Partner**

Intellectual Property

**Mobile: 07768 614008**

**Email: [tony.catterall@taylors.co.uk](mailto:tony.catterall@taylors.co.uk)**

Our offices are located at:-

**Blackburn:** Rawlings House, Exchange Street, Blackburn, BB1 7JN

**Manchester:** Ninth Floor, 80 Mosley Street, Manchester, M2 3FX

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For further information about the firm, please visit **[www.taylors.co.uk](http://www.taylors.co.uk)**

