

LOGISTICS

“A journey of a thousand miles begins with a single step.”

Confucius

Industry rationalisation and upheaval inside Australia's logistics industry means legal risks can mount or multiply before you take proper stock of them. It pays to have a legal services provider who can go the distance with you, offering incisive commercial advice along the way.

Change can occur at breathtaking speed.

While trucks may be artificially limited to 100km/h, the logistics industry is not. Ever increasing levels of competition conspire to make the journey ahead seem long and arduous.

Share the load with people that have the depth of capability and experience to realise the accomplishment of your business goals.

People like the outstanding Logistics and Distribution team at Middletons.

With enviable experience and exposure to both sides of the supply chain, we provide high quality legal advice to all levels of professionals within the logistics sector. Working closely with third party and fourth party logistics providers, customers and logistics consultants, our lawyers are at the forefront of logistics and distribution services in the Australasian market.

We also advise rail operators, freight forwarders, major commodity traders, domestic and international airlines, rolling stock suppliers, port authorities, shipping lines, terminal operators, and other service providers to the logistics industry.

We bring a wealth of integrated services across multiple areas because we understand your business, its environment and the key drivers. With an appreciation of your commercial position, we speak your language – but challenge your thinking with commercially focused advice.

That's how Middletons breaks the mould when it comes to big law firms.

Complementing our team are equally well-credentialed, dedicated legal practitioners in commercial property, taxation and revenue, insurance and workplace relations. With offices in both Melbourne and Sydney, we are well placed to offer you a flexible yet integrated legal resource of real value.

The most important step of any journey is always the first.

Before you take that step, take time to talk to the team at Middletons – we would love to share the journey with you.

Logistics

Middletons advises transport, distribution and logistics service providers and users on all commercial and risk management issues associated with the provision of supply chain and logistics services.

Warehousing & Transport

- » Pick, pack and delivery agreements
- » Transport/distribution agreements
- » Freight forwarding agreements
- » Reverse logistics arrangements
- » Storage and inventory management agreements
- » Packaging and materials handling contracts.

Technology & Innovative Solutions

- » Software and intellectual property licences
- » RFID
- » IT interface and service level agreements
- » Non-disclosure agreements
- » Continuous improvement/benefit sharing arrangements.

Property & Equipment

- » Leasing and development of warehouse facilities
- » Equipment, vehicle and rolling stock lease and purchase agreements
- » Infrastructure and development.



Insurance

- » Cargo claims
- » Policy coverage advice
- » Directors and officers liability.

Acquisitions & Structuring

- » Mergers and acquisitions advice
- » Joint venture agreements
- » Funding and financing advice
- » Tax and stamp duty advice.

Regulatory

- » Chain of responsibility
 - » Occupational Health and Safety
 - » Australian Dangerous Goods Code
 - » Application of the Trade Practices Act to the logistics industry
 - » Environment and pollution liabilities.
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Logistics

Highly competitive and rapidly evolving, supply chain services embrace a broad spectrum ranging from provision of basic transportation through to an organisation's total inventory control.

Success in today's logistics industry requires innovation, efficiency, specialised knowledge and customer service. At Middletons, we understand that you require the same from your lawyers.

Transport & Distribution

Our team regularly advises clients on agreements between manufacturers or retailers and their logistics service providers. We also draft and review terms and conditions of delivery as well as freight forwarding agreements.

We can assist with storage as well as transport. We are regularly involved with warehousing, inventory control and stocktake issues and can advise on a service provider's rights to sell stock in the event of non-payment.

We know that the supply chain doesn't always end with supply to the customer and have advised on reverse logistics issues for some of Australia's largest retailers.

Property & Equipment

We provide a conception to completion approach for the development and leasing of warehouse facilities and advise on all commercial and risk management aspects of allocation and hire agreements for containers and other fixed assets.

We have expertise in rail issues, including the purchase of rolling stock, access to the rail network and advising on agreements for the development of rail sidings.

Where a logistics provider is operating out of leased premises, we can provide expert guidance on lease step-in rights that are vital for delivering guaranteed access to goods stored at those premises.

Chain of Responsibility, OH&S and Workplace Issues

We know that management of workplace issues facing your business depends on proactive and strategic guidance. We can:

- » liaise closely with you to develop a safe workplace and sound occupational health and safety practices
- » advise on the chain of responsibility obligations of all members of the supply chain
- » advise on relationships with employees and other issues arising from workplace change and industrial disputation.

Technology

With constant demands for continuous improvement, supply chain technology is always evolving. As RFID and other technologies gain momentum throughout America and Europe, the global logistics industry will ensure that they soon become commonplace in Australia.

Where technology gives you a competitive edge, we can assist you with protecting that edge and securing access to the technology. Intellectual property protection, software licensing, service level agreements and non-disclosure agreements can all be vital to maintaining your competitive advantage.

Today's logistics industry requires true collaboration for a successful relationship. Are you ready? We are.

About Middletons

Middletons is a leading Australian law firm with offices in Melbourne and Sydney with around 65 partners, a further 190 lawyers and a total staff of more than 440.

We have extensive experience in acting for major corporates and industry leaders, and working on ground breaking transactions. Clients have chosen our firm because of our comprehensive skills, industry knowledge and approach to service.

Clients seek firms with industry knowledge and depth of experience to match. As a single service supplier of legal expertise, we offer our clients a broad range of legal services, including:

- » banking and finance
- » biotechnology
- » capital markets
- » commercial and corporate advisory
- » commercial litigation
- » commercial property
- » competition and regulatory
- » construction
- » corporate recovery
- » dispute resolution
- » energy
- » financial services
- » industrial relations
- » information technology
- » insurance
- » intellectual property
- » maritime
- » media and entertainment

- » mergers and acquisitions
- » project finance and infrastructure
- » resources
- » taxation and revenue
- » transport and international trade
- » workplace relations.

Middletons has expertise and knowledge in specific industries we see as integral to the Australian and world economies to ensure we understand our clients' businesses. Industries such as:

- » energy and resources
- » finance and insurance
- » health and leisure
- » manufacturing and retail
- » property and development
- » technology
- » telecommunications
- » transport, distribution and logistics.

Middletons breaks the mould when it comes to big law firms. Our lawyers talk our clients' language but challenge their thinking. Our approach is different to others – we offer advice and services built on intellect, inspiration, influence, involvement, integrity and individuality.

Middletons is large enough to provide detailed business advice, yet small enough to ensure cost effectiveness and guaranteed partner access.

Further Information

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