

LEGAL 500

We were a new player when we started back in 2005 since then we have become regarded as part of the integral fabric of legal firms in the Midlands specialising in corporate. In fact, we are the only niche corporate practice outside of London who are ranked in all areas of its work, which includes corporate, real estate, banking and finance and dispute resolution.

Big is not always beautiful and small does not always mean lack of depth or economies of scale. As with anything, you can have a juggernaut or a nimble super car, it is not about the size of the engine, it is about where you want to be and how you want to get there. We are not looking to race the world, but instead stay in our lane and focus specifically on meeting the needs of a niche client who require a personal service for everything and enjoy the luxury of having the ability to talk to a partner on every single matter when they require it.

Having established credentials over time to become a recognised firm in all aspects of its practice areas, for Legal 500, we also write the UK chapter in mergers and acquisitions for the Legal 500 global publication. But it does not stop there. Our corporate partner is recognised in the Legal 500's Hall of Fame, being the only fee earner outside of Birmingham to have such recognition within corporate.

You can see that the pedigree that has gone into our creation has naturally led us to become a peer group leader. The practice areas which are undertaken by us include:

1. Corporate transactional services is the chase on which our services are built around, which covers, as you would expect, all aspects of sales, mergers and acquisitions for SME clients and larger global companies who seek to come into the UK to create a trading footprint.
2. Real estate is the engine of any corporate entity as without the property, there is nowhere to house the business and the trading operation. That is why our real estate team look to ensure that pragmatic solutions are found for all matters that may be used to seek to reduce the price or increase the risk. The breadth of experience within our real estate team means that they regularly advise on complex multi-million pound purchases and sales.



3. If corporate is the chase and real estate is the engine, then banking and finance has to be the fuel which drives the vehicle that is the corporate entity forward. Our mantra for banking and finance is that time is risk as we have seen over the years and whenever finance comes into a transaction, this aspect has to be dealt with swiftly and to the satisfaction of all parties. Every deal has its sweet spot, and beyond which a deal can become stale very quickly. That is why it is important in everything that is banking and finance we look at swift delivery.
4. Having a well-constructed corporate vehicle, with a finely tuned engine and being fully refuelled ready to go, to avoid the bumps in the road, our dispute resolution team always ensures that everything is navigated smoothly. The mantra of our dispute resolution team is a simple one which is manage your risk. This can be done very easily from ensuring that there is commercial negotiation from the start of any corporate dispute, rather than following a process which does not benefit any party.

You should regard us as one of those custom built sports cars, rather than a mass produced vehicle, so when you engage us, you know exactly what you are getting.

Colin Rodrigues (Our Corporate Partner)

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HAWKINS HATTON
SKYFALL DINNER
NOVEMBER 2022



GETTING TO KNOW YOU

This is a feature where we ask clients of HH a range of obscure questions in order to get a better appreciation of their life and interests.

This edition features **Ted Murphy, Founder of Channel Meats Limited.**

1. **Where were you born?** *Hampstead, London.*
2. **Can you summarise your education in a few words.** *Went to a grammar school within the city of London, it was very disciplined and academic.*
3. **Can you summarise your business career in a few words.** *Eventful.*
4. **Where would you like to be in 5 years?** *Still involved in some way in helping my son run out the businesses.*
5. **What do you enjoy most about being in business?** *The buzz.*
6. **What one piece of advice would you give to aspiring entrepreneurs?** *Do your very best and don't take yourself too seriously.*
7. **What is your most memorable event in your life?** *Getting married and having 2 children, Louise and Adam.*
8. **Who has influenced you the most in your life whether business or not?** *My Wife, Loraine.*
9. **What is your favourite book?** *At this moment, any book by Richard Osman.*
10. **What fictional character would you most like to be?** *Superman.*
11. **What was the biggest challenge you faced in your business and how did you overcome it?** *Different challenges every week and don't avoid making the right (gut feeling) decisions.*
12. **What is the highlight of your career to date?** *Setting up my first business, 1986.*
13. **What makes your approach to business unique/different/special?** *I think that is best answered by other people.*
14. **If you could invite anyone for dinner (living or deceased, real or fictional), who would it be and why?** *Mine and my wife's parents who have passed, plus Clive James with his anecdotes.*
15. **What three words would you use to describe your business and why?** *Personal, caring, controlled. Always put yourself in somebody else's shoes and keep striving to improve. Don't rest on your laurels.*



Ted Murphy, Founder of Channel Meats Limited and Loraine Murphy.

16. **What is your biggest regret and why?** *Not having that dance when asked by my Mother (who died shortly afterwards) at her own 60th birthday party.*
17. **What motivates you to work hard?** *Fear of losing everything we have built.*
18. **What is your favorite thing about your career?** *Meeting some great people and making my own decisions.*
19. **What did you want to be when you grew up?** *Centre forward, wearing the number 9 shirt for The Arsenal, which was worn by my favorite player Joe Baker.*
20. **Who was your biggest influence when pursuing your career?** *My Wife.*
21. **If you could change one thing about yourself what would it be?** *Wish I had more patience and could concentrate more.*