

Case Study

Australian wool processor

Client

Australian wool processor

Sector

Agribusiness

Type

- Commercial advisory

Contact us

Adelaide

t + 61 8 8205 3333
f + 61 8 8205 3300

Sydney

t + 61 2 9253 9999
f + 61 2 9253 9900

Melbourne

t + 61 3 8665 5555
f + 61 3 8665 5500

Brisbane

t + 61 7 3220 7777
f + 61 7 3220 7700

enquiries@piperalderman.com.au

Matter description

Our client is a leading Australian processor and exporter of wool and value added wool products. The company had access to certain intellectual property for the production of yarn. An arrangement was entered into with a processing group in Asia whereby plant and equipment embodying the IP would be housed at a facility in southeast Asia for the conduct of a pilot trial. Our client was concerned to ensure that issues such as retention of title, ownership of intellectual property and rights of access were adequately documented.

Piper Alderman worked with executives of the client to understand the relationships between, and risk profiles of, the parties. We also worked with our agents in Asia to understand the relevant local issues such as the regime for taking and enforcing a security.

Piper Alderman drafted a bespoke multi-party agreement which provided for the mitigation of the client's risk on the arrangement. The agreement was successfully concluded and the parties have embarked on an exciting commercial collaboration in an environment where risk was understood and allocated appropriately.

What our client said

Our client's Commercial Manager said:

"Our advice was provided thoroughly and promptly. Simon understood our situation and requirements immediately and provided exactly what we wanted. Our experience certainly ensured that we would use Piper Alderman again."