



Trade and logistics

There is hardly any branch of the economy where market participants face such significant legal challenges as in the field of trade and logistics. The internationalisation of activities even at the small business level is therefore a source of complexity. Another is the large number of legal fields involved, and a third is exceptional events such as Brexit. This is an area that calls not just for a clear overview but for far-sighted thought and action.

Highly specialised in the relevant fields of law and used to close interdisciplinary collaboration, our Sector Group is perfectly placed to advise our clients on all legal issues concerning trade and logistics – whether they concern transport and shipping law, transport insurance law, distribution law, corporate law or construction and real estate law.

Our services include

- **Distribution law:** advising on and developing of distribution systems (in particular selective and exclusive distribution systems) at all levels of trade, including contract design
- **Transport law:** advising on and drafting of contracts in the area of transport law as well as court and out-of-court representation on transport law issues
- **Insurance law:** arrangement of appropriate insurance and claims in the event of a loss
- **Procurement law:** preparation and implementation of commission and concession agreements above and below the EU thresholds, representation in review procedures
- **EU State aid law:** representation in principal investigation and notification proceedings, preventative State aid law advice, representation before the courts of the EU (ECJ and CFI)
- **Competition law:** advising on the drafting of agreements and alliances to ensure compliance with competition law, advising on the avoidance of allegations of the abuse of a dominant market position
- **Construction and real estate law:** project structuring and packaging, structured financing (leasing and contracting), construction site safety and construction employment law, project manager and planner agreements with operating companies, contract management and anti-claim management, lease and rental agreements, out-of-court conflict resolution and partnering
- **Plant engineering and IT law:** drafting and amending of agreements for plant builders and IT

- **Compliance:** Preparation of specific e-compliance systems including training and e-learning
- **Corporate law and employment law**

Experience includes

- Advising a significant food retailer on construction and lease law issues in various markets
- Advising a leading airline on the implementation of an infrastructure project during full operation and within the airport environment, including advising on and renewing the logistics system
- Advising on the new construction of various high-bay warehouses
- Advising on the new construction and operation of a logistics centre – contract drafting and negotiation relating to construction and operation
- Providing comprehensive construction law advice for a global food company
- Advising on transport and contract law (including contract drafting) for a major construction materials manufacturer in the context of an outsourcing project regarding warehouse management and logistics
- Providing legal advice on the structuring of distribution partnerships in the wholesale area (technical trade)
- Providing comprehensive construction and lease law advice to a leading courier service provider on various issues relating to its distribution centres

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> Unser Team steht in den Startlöchern - Kape Ilman bald auch in Leipzig	> azur100 Top-Arbeitgeber 2025: 5 von 5 Sternen von unseren Associates	> Spendenbergabe: Zu Gast beim Kinder-Hospital Sternbrücke in Hamburg	> Kape Ilman setzt auf Zukunft: Partnerzuwachs, Kanzlei-Erweiterung und CFO-Position	> Breite Anerkennung für Kape Ilman in den JUVE - Rankings 2024	> Fliegender Wechsel bei Kape Ilman: Christian Bönker löst Werner Langenplanmäßig als neue	> Recht vielfältig: Aufbau einer Community für Erstkader:innen im Jurastudium	> Jubiläums-Website: Eine Reise durch unsere Kanzleihistorie	> JUVE Rankings 2023/24: Kape Ilman erneut unter den nationalen Top 50-Kanzleien

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