

**Priester Supply Company Inc.**

**Graham C. Porter**

Business Law Group

**LERNERS**

# O u r u n d e r s t a n d i n g o f P r i e s t e r S u p p l y C o m p a n y I n c . ' s n e e d s

Our clients tell us that they expect more from us than just our innovative, superior and effective legal counsel – clients look to us for exceptional service. Our clients want to feel respected, well informed, reassured and valued.

At Lerner's LLP, we believe that Priester Supply Company Inc. deserves to feel this way in *all* dealings with *all* of our professionals or staff – whether it is at the beginning, during or at the end of your legal matter.

We start to provide this level of service by gaining a thorough understanding of Priester's unique set of needs. Based on our recent discussion, we believe Priester's needs include:

Controlling the costs of London professionals;

Addressing challenges before they become operational obstacles;

Growing at a rate that sees quick and positive ROI; and

Easily integrating into the London community.

# How our expertise satisfies Priester Supply Company Inc.'s needs

In listening to your situation as well as your plans for the present and future, Lerner's LLP will design a solution that addresses Priester's specific needs.

## **Controlling the costs of your London professionals**

Priester needs a range of professionals – e.g. lawyers, accountants, consultants – who can work together to cost-effectively achieve Priester's goals. Because Lerner's LLP has strong relationships with public and private chartered accountants in London – among them Ernst & Young – we can work efficiently together to build Priester's success. Our commitment to work well with professionals such as accountants led us to author a white paper on the accounting profession in the Greater London Area.

## **Addressing challenges before they become operational obstacles**

Priester expects to grow its operations in London over several years. Lerner's LLP understands the legal and business issues that Priester will face from setting up its office through implementing innovative growth strategies. Lerner's LLP can help Priester address challenges involved in establishing a strong foundation for building a profitable business including incorporation, acquisition, and occupational health and safety. Lerner's LLP can also help Priester address newer challenges that have an impact on day-to-day operations, human resources, marketing and finances such as compliance with the 2004 Federal privacy legislation.

## **Easily integrating into the London community**

Priester's success is in part dependent on its ability to be seen as part of the London community. Lerner's LLP can help smooth the transition into the London community because we are recognized as leaders with current and past memberships on the Boards of many of the region's largest and most prestigious organizations in the Arts, Sports, Business, Health and Community Development.

## **Growing at a rate that sees quick and positive ROI**

Priester needs to work with trusted advisors who are committed to and capable of minimizing risk and maximizing return on investment. Lerner's LLP professionals work as part of Priester's management team to help develop compliance strategies that increase Priester's ability to achieve required penetration targets.

LEARNERS

The logo for Lerner's LLP, featuring the word "LEARNERS" in a blue, serif font. A green brushstroke underline is positioned beneath the text.

## O u r r e l e v a n t   t r a c k   r e c o r d

Priester will greatly benefit by working with professionals who have successfully tackled the challenges it is currently facing – professionals who understand you, your issues and your industry. We've put together a team with a strong and relevant track record dedicated to helping Priester. The lead members of your team include the following counsel:



**G r a h a m   P o r t e r**

By drawing on a broad understanding of business and law, Graham has helped establish branch offices and subsidiaries of U.S.-based and Canadian companies in the Greater London Area. Graham has also helped companies whose core business have been supply chain related – including distributors, manufacturers, wholesalers and retailers. Graham is past president of the London Chamber of Commerce and past Chair of its Municipal Affairs Committee. He has served as a member of the Boards of Directors of Tourism London and continues to be on the Board of the Tech Alliance. Graham is also a Director of St. Joseph's Hospital.



**P a u l   B r o o k s**

For almost 20 years, Paul has helped small and medium-sized firms in the Greater London Area address the many complex employment and labour issues and obligations arising at all stages of business growth. Paul has helped unionized and non-unionized companies in several industries including manufacturing.

O u r  
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**J o s e p h   M a s t e r s o n**

Joe has worked extensively with one of the London region's largest processing and distribution plants anticipating and resolving their Occupation Health & Safety issues – including providing insights on policies and to committees. Joe has advised unionized and non-unionized firms to help them better manage the expenses and processes of complying with Ontario's complex labour and employment laws.

# W h a t m a k e s u s u n i q u e

## **Our Commitment**

Every time you deal with anyone at Lerner, your experience will be respectful, informative, reassuring and efficient.

*Respectful.* We will listen to, understand and respond to your priorities.

*Informative.* We will provide insights and solutions relevant to you and/or your business that are timely, clear and concise.

*Reassuring.* We will provide insights in ways that give you confidence.

*Efficient.* We will provide solutions in ways that are cost-effective.

## **Our Strength**

Our deep understanding of business law – gained during 75 years of successfully representing businesses and individuals – means that you will be working with professionals who have frequently addressed the challenges that you are facing. *The result: you achieve faster and more desirable solutions.*

Our breadth of experience in legal areas related to business law – real estate, commercial litigation, insurance defence, personal services and personal injury – means that you benefit from working with professionals who can see the law from many different perspectives. *The result: any risk you may have is considerably reduced.*

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