



Larry Coltman, Partner
DDI: +44 (0)121 210 6164
Email: lcoltman@hillhofstetter.com

Larry is a Partner in the Commercial Disputes team. He advises on all aspects of commercial dispute resolution in the manufacturing sector including textiles, engineering, transport and pharmaceuticals.

Larry has particular expertise in advising on claims relating to the Commercial Agents' Regulations 1993. He regularly advises on agency and distribution disputes throughout the EU and acts for both principals and agents. His clients include several major PLCs as well as UK and US-based principals exporting goods throughout the EU. He is the UK member of a specialist legal working group representing principals and agents in the EU, USA and Commonwealth. He also specialises in franchise claims for franchisors and franchisees.

Insolvency matters, including contested insolvencies primarily on behalf of creditors, are a major part of his practice. Large retention of title (ROT) claims are a regular feature of his work including many in notable insolvencies including Woolworths, Polly Peck and high street retail chains and "sheds". He also deals with complex policy disputes in the credit insurance industry on behalf of insurers.

He has been involved in a number of insolvency actions against directors and partners in insolvency businesses.

Larry's recent work includes:

- Advising a leading domestic appliance company on exaggerated claims by a legally aided UK agent for compensation for termination under the Commercial Agents Regulations 1993. Successfully negotiated a nominal settlement at mediation, pre-proceedings.
- Obtained substantial damages for a major UK toy distributor with breach of contract and termination without notice by US principal.
- Worked with Dutch lawyers to apply Dutch non-compete obligations through a two year injunction against a UK subsidiary of a US manufacturer who had terminated their agency and distributorship after poaching the Dutch agent and distributor's sales and marketing directors.
- Settled numerous substantial ROT claims for creditor suppliers against insolvency practitioners at most major UK firms by applying a hard-hitting initial approach followed by robust negotiations to maximise recoveries cost effectively.
- On behalf of major credit insurers, successfully defeated claims by insureds who had acted in breach of their policy terms or warranty or misrepresented their terms of trading pre-policy commencement.

- Minimised costs by quick and efficient settlement of significant agent's compensation claims in the wind turbine and green energy sector.
- Successfully struck out claims by franchisees against market leader in food sector after working with 24 hour surveillance to obtain evidence of breach of franchise agreement.
- Recovered presses and essential production equipment for a UK motor panel manufacturer from the Italian subsidiary of Collins and Aikman within seven days of insolvency to ensure continued production of "just in time" order, averting a potential significant liquidated damages claim.

Additional information

- His leisure interests include running, gardening, sailing, badminton and tennis. He is a Member of the Stratford Upon Avon Liberal Democrats and is a Rotarian. He frequently lectures at London Metropolitan University on Legal Proceedings and Insolvency.

Directorships

- Chairman, executive board and advisory council member of the UK Institute of Credit Management.
- Past President and board member Coventry and Warwickshire Chamber of Commerce
- Board member of Coventry, Solihull & Warwickshire Partnership Limited (CSWP)
- Governor, Coventry University
- Chairman, advisory council for Coventry and Warwickshire Common Purpose
- Associate of the Institute of Arbitrators
- Associate member R3

Career Experience

- 2009 Hill Hofstetter LLP - Partner
- 2001 Reed Smith LLP - Partner
- 1989 Warner Cranston - Partner
- 1987 Brindley Twist Tafft & James - Partner
- 1985 Neil F Jones & Co (now part of Wragge & Co)
- 1981 Wragge & Co

Legal Education

- 1992 Qualified as an ACI Arb

Graduate Education

- 1981 Solicitors' Finals Chester College of Law

Undergraduate Education

- 1976 Graduated from Leicester University (LLB Hons)