

Merger
of BMB
and FJG

July 1

2011

Report for clients on merger

Why we will
be better
together....

Merger of Budd Martin Burrett and Fisher Jones Greenwood LLP

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Introduction

The existing firms of Budd Martin Burrett (BMB) and Fisher Jones Greenwood LLP (FJG) will merge, to trade as Fisher Jones Greenwood LLP (incorporating Budd Martin Burrett) from 1st July 2011.

The new firm will continue to practice from the existing premises of BMB at Steeple House, Chelmsford, and from the existing offices of FJG in Colchester and Clacton on Sea. The telephone and fax numbers of both firms will remain unchanged.

Why are we doing it?

It is a changing world. During the past few years the environment in which legal services are provided has changed tremendously and it will change again in October this year, when the Legal Services Act 2007 is brought fully into effect. Clients now demand, and are entitled to expect, a more efficient, cost-effective, and approachable service from their legal advisers.

The partners of both firms have for some time been looking at the market for legal work and all feel strongly that the future lies with larger firms who have the resources to provide this kind of service consistently and effectively. We at BMB have also been looking at ways of expanding our own practice from its traditional base, improving standards and introducing new ideas and ways of delivering legal services to reduce litigation costs, and improve the scope of our commercial property and private client work whilst retaining our traditional focus on individual, personal service.

Fisher Jones Greenwood LLP have been the fastest growing firm in North East Essex for a number of years and have developed considerable expertise in commercial and private client work, as well as nationwide status in certain niche areas, including business immigration, education, and rights related public law work. They have grown past many competitors by constantly improving client service, engaging in innovative marketing initiatives, and "packaging" services with external partners to meet the needs of business and private clients.

Both firms are looking to build and strengthen their existing core skills and develop new ones. Clients of BMB will benefit from:-

1. Access to strength in depth in our key practice areas, including corporate, commercial and residential property work, family (FJG have the strongest team of family lawyers in Essex and East Anglia), wills and probate and litigation;
2. Value for money, since with more resources available we will be able to ensure that matters are undertaken by the right staff, according to the complexity involved;
3. New and innovative services, such as Mediation , which clients are now seeking as alternatives to expensive litigation; and
4. Improved specialisation and training within the firm for the benefit of clients.

Who are the new faces?

The new firm will consist of some 130 professional staff and partners, spread across offices in Chelmsford, Colchester and Clacton on Sea, and profiles of all of the existing partners and staff of Fisher Jones Greenwood LLP can be seen on their website at www.fjg.co.uk. Many are recommended by the Legal 500 Guide to the best legal firms in England and Wales, and by the Chambers Guide to expert solicitors. As a result of the merger all of this accumulated expertise will be made available to the firm and its clients

Tony Fisher, senior partner at FJG, will be based at the Chelmsford office from 1st July to ensure a smooth transition. The firm will operate on a team basis so that there will always be someone available who knows about your case when you call.

What do the changes mean for us?

The merger provides opportunity for us to develop the skills which we have accumulated over the years, and to offer a more comprehensive service to all of our clients. Substantial investment is being made in order to provide a comfortable, and efficient working environment for both clients and staff.

A Great Opportunity for us all

The merger is the result of many months of painstaking thought and consideration. We see it as the most constructive way forward for the firm and for our loyal and valued clients. We believe that the merged firm has the potential to become a leading force in the profession locally, delivering a modern, friendly, legal service which is more attuned to the demands of clients in the 21st Century.

The guiding principles of the firm will be a mixture of traditional values and new approaches using technology efficiently and sensitively to deliver services in a cost effective manner. We believe that this combination provides a bright and exciting future for us all. We hope that you will want to share it with us.

If there is anything about the merger or its implications that you would like to discuss please do speak to the member of staff responsible for your case or to one of us.

David Lawton

Chris Jones

April 2011