

WINNER

# Hill Dickinson, Liverpool

**DAVID WAREING; TONY WILSON**  
*Bullivant Jones merger and more*

Hill Dickinson is a success story that Liverpool can be proud of: crucial to the firm's progress in 2004 was a merger with north-west property specialist Bullivant Jones. The tie-up has significantly strengthened an already buoyant property team, taking the number of partners in the practice to 31, with a further 48 fee-earners. High-profile instructions have followed for the likes of Royal Liver Assurance, David McLean Contractors and Bank of Scotland.

Expansion has helped fuel top-line growth, with turnover growing by 36% to £40.1m. It is a credit to the management team that profits have also taken a leap forward, with a 28% increase to £230,000. London has not been a drain on

resources, with a small City outpost focused on transport and commercial and insurance litigation. But it is in the North West where Hill Dickinson's roots lie.

Nothing has demonstrated the firm's commitment to the region more than its support of Liverpool in its role as European capital of culture in 2008.



(L to R): Ian Hislop, David Wareing, Tony Wilson, and John Jeffcock of Winmark

## HIGHLY COMMENDED

**BRODIES, Edinburgh**

**Joyce Cullen; Bill Drummond; Julian Voge**

The year 2004 was one of significant progress for this Scottish stalwart. Turnover and profits both enjoyed double-digit growth last year. A growing range of high-profile instructions have been at the centre of the firm's progress, with the work for the Strategic Rail Authority on the re-let of the ScotRail franchise at the forefront.

**CLARKE WILLMOTT, Bristol**

**Tim Hayden; David Sedgwick**

Clarke Willmott's progress continues to impress. The firm has expanded further beyond its south-west roots with a new Birmingham office in 2004 coming hot on the heels of the new Southampton practice that

management has aimed to build the leading national practice without a London presence.

**GORDONS, Leeds**

**Paul Ayre; John Hall**

In the highly competitive Yorkshire legal market, Gordons has emerged as one of the savviest regional firms around. Catapulted into the spotlight when it picked up the instruction for key client Morrisons on the takeover of Safeway, the firm has bolstered its Leeds presence through a merger with respected local practice Nelson & Co. This firm refuses to rest on its laurels.

**PARIS SMITH & RANDALL, Southampton**

**Richard Smith; Nick Vaughan**

Paris Smith & Randall's progress in recent years has placed it firmly on the radar of competitors and clients alike. This long-established Southampton practice continues to pick up a range of instructions from an enviable client list that includes the likes of Associated British Ports, Bacardi Martini and Land Securities Trillium. A jewel in the south coast.

**STEVENS & BOLTON, Guildford**

**Michael Hunter; Michael Laver**

A City practice without the EC postcode, Stevens & Bolton is a regional success story. Hires of the calibre of Simmons & Simmons' former head of corporate Ken Woffenden and Denton Wilde Sapte employment partner Stephanie Dale are few and far between for most regional practices. Stevens & Bolton has established itself as one of the 'go-to' firms outside of the Square Mile.

## Hill Dickinson's Bullivant Jones tie-up has strengthened a buoyant team.

opened in 2003. Tim Hayden and David Sedgwick and the firm's fee-earners are building up an impressive head of steam.

**COBBETTS, Manchester**

**Michael Shaw; Stephen White**

Cobbetts' expansion across the North and into the Midlands in recent years has been nothing short of startling. Offices in Leeds and Birmingham have been added to the original Manchester outpost as the firm's

The logo for Winmark, featuring the word "WINMARK" in white, uppercase, sans-serif font centered within a teal rectangular background.

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## Congratulations to Hill Dickinson on becoming Regional Law Firm of the Year

Winmark is a leading marketing research company for practice heads. This means we conduct research that enables legal practices to:

- Position themselves as sector authorities and experts
- Break into and establish competitive positions in new areas
- Develop business with existing, new and key clients
- Improve awareness, positioning and marketing effectiveness
- Use post transactional interviews to improve relations and develop business
- Benchmark themselves against key competitors

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