

Commercial Contracts Team

The Commercial Contracts Team supports clients through every stage of the contracting process, from strategy to execution and ongoing management. We draft and negotiate a wide range of agreements, offering tailored documents and strategic guidance that align legal and business objectives. With deep industry insight and through skilled negotiations, we uncover opportunities to mitigate risk and maximize value.

The Commercial Contracts Team provides efficient, high-quality support through a deep, experienced bench—from partners to associates to special counsel—covering a wide range of practice focuses. We also leverage advanced AI tools built on our own precedent documents to help deliver consistent, reliable results with a quicker turnaround.

Key Types of Contracts

- Supply agreements
- Manufacturing, raw material, distribution, and reseller arrangements
- Logistics, transportation, warehouse, and storage agreements
- Private label and white label agreements
- Contract manufacturing agreements
- Capital equipment sales and purchase agreements
- Equipment leases
- Joint development and licensing agreements
- Consulting and professional service agreements
- Standard terms and conditions of purchase and sale
- Confidentiality agreements (NDAs)
- Playbooks, contract templates, and educational services for client legal and business teams

Representative Experience

- Represented a global food packaging company in connection with a US \$2 billion supply agreement for the purchase of paper products from a global manufacturer.
- Represented a multinational consumer goods company in the negotiation of a license agreement in connection with travel-sized branded lotions to be placed into luxury hotels and spas throughout the country.
- Drafted and negotiated a contract manufacturing agreement for one of the key ingredients of a COVID-19 vaccine.
- Represented an iconic consumer goods company in a supply and joint development agreement related to a new cooler offering.

Thought Leadership and Publications

- *Key Terms and Conditions for Buyers and Sellers in the Supply Chain*
- *Three Key Defenses to Contractual Performance: Force Majeure, Commercial Impracticability, and Frustration of Purpose*
- *Consequential Damage Disclaimers in Supply Agreements*
- *“Tariffs and Your Contracts” Series*



Industries of Focus

- Automotive/Trucks
- Beauty and Fashion
- Chemicals
- Consumer Products
- Food Manufacturing, Distribution, Retailing and Packaging
- Health Care and Life Sciences
- Manufacturing
- Oil & Gas
- Paper and Paperboard
- Plastics and Resin
- Power and Renewable Energy
- Restaurants and Foodservice
- Sports
- Wellness

CONTACTS:



Eric Nelson
Partner | Milwaukee
E: enelson@foley.com



Kate Noble Wegrzyn
Partner | Milwaukee
E: kwegrzyn@foley.com