



# Food & Drink

The multi-disciplinary Food & Drink Team offers clients a full range of legal expertise across all areas of their businesses. We understand the food and drink industry as a whole and the challenges and pressures that it faces. We provide advice from an holistic and commercially pragmatic perspective.

The Team has experience of partnering with its clients to develop systems and better ways of working and is able to provide advice which is wider in its scope than just the matter in-hand. As a result, and through our breadth of industry experience, clients receive a value added service of the highest quality.

The Team enjoys national recognition and has, over many years, established a first-class reputation within the industry and boasts an excellent food and drink sector client list which continues to grow year on year.

*“depth and strength... professional approach, thoroughness and responsiveness”* – Chambers



## HOW WE CAN HELP

### Project managing complex transactions

The Food & Drink Team recently advised Starbucks UK, the UK arm of the global food and drinks retailer, in relation to its above-wing supply of products to an international airline. The project's scope included Starbucks' exclusive appointment in respect of the airline's European routes and also incorporated the roll-out of a new Starbucks product range. Our extensive experience of the UK food and drink sector, both in private practice and in-house, assisted Starbucks in developing specific operational mechanisms for inclusion in the transaction documents in order to incentivise all parties involved to achieve the “Go-Live” date. At the same time we developed a brand-protection mechanism to allow Starbucks to monitor and evaluate both financial and operational performance of the relevant contracting parties.

*“Walker Morris have built a balanced partnership with my business based on respect and trust, providing high quality advice and added value as a matter of course. The Team is incredibly responsive and client focussed and has the essential expertise and above all practical experience in the areas that matter most.”* – Starbucks

### Supporting business goals

Members of the Food & Drink Team continue to support the development of fast growing food group, Symington's. The Team has worked alongside Symington's for a number of years and has advised on the acquisition of the Ragu and Chicken Tonight brands from Unilever plc including the associated IP/brand licensing, product manufacturing and cross-border elements as well as on the private equity partnership with Intermediate Capital Group plc which supported its management led secondary buyout.

*“The Team's understanding of our business and the Food industry more generally, together with their clear focus on meeting our requirements has been a real benefit to us in the successful delivery of our growth strategy.”* – Symington's

### Supporting you as a trusted adviser

We have advised Northern Foods (now 2 Sisters Food Group) on all areas of its business relationships for over 20 years. Our investment in the relationship has included the provision of multiple secondees and training sessions. We have worked closely on multi-million pound M&A programmes (including its £200+ million disposal programme), disputes and commercial arrangements (including the arrangement, together with DHL, to provide above wing in-flight catering to British Airways).

*“Walker Morris' Team provides 'excellent service', 'good commercial knowledge' and 'real strength in depth'.”* – Legal 500

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### Achieving results

Achieving results is of paramount importance when business risks and disputes arise. The Food & Drink Team successfully acted in a major international dispute with a food ingredient supplier in respect of salmonella contamination of food products and the consequent product recall and claims for damages and trading losses.

*“Glancing at Walker Morris’ client list is comparable to a walk down the high street.”* – Legal 500

### Value creators

By having relevant in-house experience in the food and drink industry, we understand the commercial and business drivers facing our clients. This enables us to work efficiently and cost effectively as an extension of a client’s business. We understand that our clients are increasingly cost conscious and strive to provide innovative solutions such as “virtual secondments” where the client has a dedicated resource based at the office with the weight of support that this provides without the overhead cost.

*“Walker Morris’ Team is valued for its proactive, ‘first-class service’ and is ‘excellent value for money providing City advice at Leeds rates.’* – Legal 500

### AREAS OF EXPERTISE

- Commercial contracts
- Commercial dispute resolution
- Corporate M&A
- Employment & pensions
- Health & safety
- Intellectual property, trade marks & brand advice
- IT
- Product recall, marketing & advertising
- Planning & environment
- Real estate
- Regulatory

### WALKER MORRIS

*“A distinctive law firm valued by its clients for consistently delivering excellent results.”*

We offer our clients a full service commercial law firm focused on providing a wide range of clients, nationally and internationally, with partner led high quality advice. The national centre of excellence in Leeds that we have built offers significant advantages in terms of developing a strong team-based culture within the Firm, with the inherent value and cost effectiveness that a Leeds base brings.

The success of our model is reflected by our clients, which are drawn from a broad range of sectors. We are recognised for our strong multi-disciplinary teamwork and straight forward advice. Both the Firm and our lawyers are recognised as leaders in their fields with 96 per cent of our partners recommended in either Chambers or Legal 500 for their expertise.

### CONTACT

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