



## Resolving Commercial Disputes for the Food and drink industry

The food and drink industry's supply chain is under considerable pressure from a variety of factors, making it particularly vulnerable to commercial disputes. But there is now a solution - the award-winning Escalate platform.

The food and drink industry is the UK's biggest manufacturing sector, with an annual turnover of over £100 billion<sup>1</sup>. But it's also facing a number of challenges, with increasing costs of energy and ingredients, together with exchange rate volatility, causing a perfect storm. Meanwhile, the consumer trend for ethical, sustainable food and more health conscious choices is only set to grow, meaning that the industry must continually adapt and evolve.

Small and mid-sized businesses are the lifeblood of the food and drink sector - around 97% of the Food & Drink Federation's members fall into this category<sup>2</sup>. However, our experience suggests that it's exactly these sorts of companies that have the most supply chain problems. Commercial disputes, late payments and bad debts often arise when a supply chain is strained, and this is where Escalate can help.

<sup>1</sup> Source: The Food & Drink Federation - Stats at a Glance, 2019

## A smarter way to resolve commercial disputes

Commercial disputes are part of corporate life for even the most successful of food and drink businesses - but they can cause considerable damage when a bad debt is written off. Over £40 billion a year is written off by SMEs, as they don't believe that there's a cost effective solution to resolve their disputes.

Given the high upfront costs, spiralling legal bills, and the average litigation case spanning 18 months, many businesses reluctantly decide against pursuing claims. The traditional litigation route doesn't prioritise quick resolutions, which is one of the reasons why we created Escalate - a multiple award-winning dispute solution.

The Escalate process targets a result in less than three months by employing a team of experienced dealmakers to negotiate on your behalf. Our revolutionary approach is funded all the way to the High Court if necessary, so that you can focus on running your food and drink business.

“ A bad debt is simply a commercial dispute that didn't get resolved. ”

### Cases that Escalate have worked on:

- **Trademark infringement case** - settled for £50,000.
- **Contract dispute** - settled for £100,000.
- **Bad debt** - settled for £575,000.

“ It's a clever, clever concept growing out of greater collaboration across a number of industries to give SMEs real prospects of recovery without having to spend exorbitant legal fees or having to write off debt. ”

Judging panel, The Lawyer Awards

We're already helping businesses unlock over £50 million in cash that is tied up in commercial disputes; please get in touch if we can help you.



No recovery,  
nothing to pay



Fixed fee  
upon success



Targeting money  
back in three months



Old and new  
disputes resolved



All types of SME  
disputes covered

## Contact us to start resolving your commercial disputes and bad debts

How to contact us: Call 01273 835000, visit [www.escalate.co.uk](http://www.escalate.co.uk), or email [info@escalate.co.uk](mailto:info@escalate.co.uk)



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