

“Husch Blackwell’s role was crucial in this successful investment. From the initial scope definition to the acquisition agreement negotiation, the around-the-clock consultation was invaluable. The patent searches and analysis provided confidence for Alto-Shaam to move forward with the acquisition.”

— Steve Maahs, President and Chief Operating Officer, Alto-Shaam Inc.



HUSCH BLACKWELL ADVISES FOOD SERVICE EQUIPMENT MANUFACTURER ON OVEN TECHNOLOGY

Alto-Shaam is a leader in creating the systems and equipment at the core of food service programs in a variety of industries. Alto-Shaam's products maintain food quality, reduce waste and lower utility costs, thus providing a quick return on investment.

Alto-Shaam is continuously innovating, and the question “What if...?” drives the company to identify opportunities to improve food quality and safety. This forward-thinking mentality led Alto-Shaam to consider acquiring air-impingement oven technology from a successful entrepreneurial developer with a track record in the industry.

Alto-Shaam turned to Husch Blackwell for assistance in deciding whether to make the largest investment in technology the company had ever considered. Husch Blackwell performed a comprehensive review of commercial oven technology to determine whether reasonable protections against copying could be developed for the new technology. The Husch Blackwell team followed a robust process that included commissioning multiple external searches for third-party patents and patent applications; investigating the current state of known commercial oven technology; interviewing the client's own engineers concerning the new technology and its relation to prior oven designs; interviewing third-party inventors and their patent attorneys to determine novelty of the new technology; and carefully analyzing the new technology to identify aspects that were highly likely to be patentable.

Based on the results of the analysis, Alto-Shaam ultimately moved forward with acquiring the technology. The company expects to be at the cutting edge of the commercial oven industry for years because of this acquisition.

ALTO-SHAAM INC.

Type of Deal:
Technology acquisition

Deal Location:
Menomonee Falls, Wisconsin

Size of Deal: Undisclosed

Principal Husch Blackwell Team
Members: Jack Enea, Aron
Carnahan, Myers Dill

Practice Area Involved:
Intellectual Property