



Robert E. Glass

Co-Chair, Franchising & Distribution
Toronto

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education and year of call

- Called to the Ontario bar - 1980
- University of Toronto, LLB - 1978
- McMaster University, B. Comm. (Summa Cum Laude) - 1975

practice areas

licensing

negotiated transactions

business formation

franchise and distribution

franchising and distribution disputes

industries

retail

service industries

franchising and distribution

profile

Bob practises in the area of business law with an emphasis on franchising, distribution and licensing matters.

He acts on an on-going basis for a number of franchisors and distributors and represents domestic and international companies on acquisitions and divestitures in Canada.

Bob also acts on negotiating complex franchise, shareholder and partnership agreements.

directorships and professional associations

- Previously a member for many years of the Canadian Franchise Association, Legal and Legislative Affairs Committee

representative matters

- Acts on an on-going basis for a number of manufacturers, franchisors and distributors.
- Acted on behalf of an international franchisor acquiring one of the largest Canadian-based franchise systems in a transaction involving exchangeable shares and related agreements.
- Acted for franchisee establishing joint venture and on negotiation of master franchise agreement for three different franchise systems with over 600 units.
- Advised on negotiation and drafting of agreements for multiple jurisdiction joint venture for licensing and development of technology and establishment of manufacturing facility.
- Assisted a franchisor to regain control of a franchise system

on default of a Canadian master franchisee.

- Reviewed a proposed takeover of a multiconcept franchisee on behalf of a franchisor and developed a strategy to protect first refusal rights.
- Implemented tax-effective cross-border reorganization of a franchise system.
- Preparing franchise agreements and disclosure documents for franchisors in various sectors including restaurants, fuel distribution, automotive, motorcycles, and clothing.
- Negotiating revisions to franchise agreements for master licensees/franchisees.
- Acted for a franchisor on a reacquisition of Canadian master licence rights.
- Domestic and international corporate reorganizations.
- Represents domestic and international companies in acquisition and divestitures in Canada.
- Negotiating complex shareholder and partnership agreements.

awards and rankings

- Recognized by *Best Lawyers in Canada (2020)* as a leading lawyer in the area of Franchise Law
- Recognized by the *2019 Best Lawyers in Canada* as a leading lawyer in the area of Franchise Law
- Recognized by the *2018 Best Lawyers in Canada* as a leading lawyer in the area of Franchise Law
- Received an "AV" Peer Review Rating, the highest rating awarded from *Martindale-Hubbell*

community involvement

- Bob does pro bono work for several charitable organizations benefitting people with developmental delays and other special needs.

publications

December 2018

Five Key Takeaways from the 18th Annual Franchise Law Conference
Franchise and Distribution Bulletin

April 2016

Delivery Like It's 1999: Ontario Proposes Update to Franchise Disclosure Law
Business Law Bulletin



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October 2013

dealing with the duty of good faith and fair dealing in franchise
agreements
franchising and distribution bulletin