



Case study: Foulger Transport Limited

Larking Gowen assisted the shareholders in the sale of the business to Kinaxia, a Derbyshire based haulage firm.

The deal

Foulger Transport Limited, based in Snetterton, Norfolk, is a medium-size haulage company with a turnover in excess of £17.5m. A long-established company, it was an attractive proposition as an addition to an existing firm to acquire business to business.

Larking Gowen Corporate Transactions assisted the shareholders in the sale of the business to Kinaxia, a Derbyshire-based haulage firm with ambitions to grow through acquisition.

Our role

Larking Gowen Corporate Transactions provided assistance throughout the whole sale process, including:

- Negotiations, review of the offer and heads of terms and guidance through any suggested changes
- Tax advice and structuring the deal
- Assisting solicitors to draft the legal paperwork
- Providing advice and guidance on fundamental stages such as the mechanics of agreeing the surplus cash position

Client:

Foulger Transport Limited

Industry sector:

Haulage

Transaction:

Business sale

Key highlight:

Using their experience of the client's firm and their knowledge of the haulage sector, Larking Gowen assisted the clients through all stages of the business sale through to completion, successfully project managing the transaction to achieve a share sale plus any surplus cash.



Comments

Barry Germany, Director and shareholder of Foulger Transport Limited, said:

"As an existing client of Larking Gowen, we were pleased that they could assist us with the sale of our business in addition to an already excellent service.

"Jack was both professional and knowledgeable with the experience to see us through a large transaction. We couldn't have done without him."

Jack Minns, Larking Gowen Partner, said:

"It was an absolute pleasure to work on behalf of and with Barry and Tom, to assist and guide them through the sale of Foulger Transport.

"This was a significant purchase for the acquirer and no doubt the start of many more for them."