

Case study: Bircham Electrical Limited

Larking Gowen assisted the shareholders in the sale of the business to Lawtronic Holdings Limited.

The deal

A family-run business established in 1998, Bircham Electrical Limited was founded by Peter and Margaret Bircham and provides electrical contracting services to domestic, commercial and industrial clients.

Larking Gowen assisted the shareholders in the sale of the business to Lawtronic Holdings Limited, a highly regarded Control Systems Engineer Manufacturer providing electrical control solutions to a wide range of industries.

Our role

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

- Preparing sale documentation
- Marketing the business for sale, identifying and directly approaching potential buyers
- Reviewing offers and negotiating
- Choosing the preferred bidder and agreeing heads of terms
- Tax advice and structuring the deal

Client:

Bircham Electrical Limited

Industry sector:

Electrical contracting

Transaction:

Business sale

Key highlight:

The buyer was sourced from Larking Gowen's acquisition watching brief service, which has over 100 active business buyers looking for businesses across a range of sectors.



Comments

Peter and Margaret Bircham, founding Directors/shareholders of Bircham Electrical Limited, said:

"We were delighted with the service we have received from the team at Larking Gowen. Jack has a very natural way with people and gives great advice. He is very persistent and always at the end of a phone.

"We start these businesses and try to work all hours to make it a success, but we never think about how we are going to stop or get off. Now I have the answers."

Jack Minns, Larking Gowen Partner, said:

"It was really pleasing to advise the shareholders on the sale of their family business. We're delighted to have introduced the buyer, Lawtronic, and are confident that they will continue to drive the business forwards for many years to come."