



## Case study: J E Fuller Limited

Larking Gowen assisted J E Fuller Ltd with the sale of the business to Huws Gray Ridgeons following a competitive sale process.

### The deal

J E Fuller Ltd is a long-standing family run builders' merchants that has been based in Clacton-on-Sea at the current site since 1954. The business supplies an extensive range of building materials for all types of building projects.

The business offered an incoming purchaser a strategic location to operate from freehold premises.

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### Our role

Larking Gowen Corporate Transactions was asked to undertake the following:

- Market the business for sale, including identifying and directly approaching potential buyers
- Prepare the sale documentation
- Negotiate with interested parties
- Financial due diligence enquiries
- Tax advice and structuring this into the deal

### Client:

J E Fuller Limited

### Industry sector:

Construction

### Transaction:

Business sale

### Key highlight:

"We are very excited about this and we believe in the potential of the business. We have already put some investment in and we intend to grow the business and support the people in that branch."

Ian Northen, Director of Huws Gray Ridgeons



### Comments

Richard Fuller, Director and shareholder of J E Fuller, said:

"My parents were directors in the company, and my Dad has been working in the business for 63 years, so it was the right time for them to retire. We were very impressed with the service from Larking Gowen. It was good, professional and efficient. They did well to make it go so smoothly."

Jack Minns, Larking Gowen Partner, said:

"The deal has been one of the highlights in my career. Huws Gray Ridgeons were so professional and fair throughout the process, it made the transaction an absolute pleasure to manage. We achieved exactly what our clients were seeking. They have reported back since the deal completed that their business is definitely placed in the right hands to continue their legacy and future of the staff and company."