

Insider has shone a light on the corporate finance community across the UK for the past 25 years, celebrating the dealmakers who have created wealth and supported economic growth. As part of a wider programme of events and features, here Insider focuses on professional advisers in the eastern provinces of Yorkshire

# HUMBER

## ANDREW JACKSON

- Andrew Jackson Solicitors has a strong corporate finance department operating across Yorkshire and the Humber, from Hull, York, Grimsby and Scarborough. The team, recognised in the Legal 500, is led by six partners, including head of corporate Andrew Funnell who specialises in management buy-ins and buyouts. He has advised on significant deals in the

## GOSSCHALKS

- The team at Gosschalks is one of the three to make the Legal 500. In the publication they are described as an “impressive’ five-partner team that is efficient, commercially minded and provides “realistic advice in a responsive manner”. Nigel Beckwith leads the department, which includes Paul Plaxton – “a polished professional with a deep understanding of his clients”, and Andrew Tarbutt. Highlights include work for house-builders, caravan manufacturers, and those in the motor trade.

region to make the Legal 500. Described as an “excellent” practice that remains strong in a number of sectors, assisting clients in the food, renewables, education and charity sectors, as well as focusing on owner-managed businesses.

Richard Field, who “gives sound and balanced advice”, assisted Grayrentals with the sale of its shares to Hong Kong Aviation Group and other clients include Cranswick, Hull City FC and William Jackson Food Group.

Julian Wild is the corporate finance partner. He specialises in M&A in the food industry and has been a non-executive director of a number of food companies. During his career Julian oversaw the acquisition of Express Dairies and its subsequent demerger, the acquisition of Cavaghan & Gray and the sale of the Ski yogurt business to Nestlé.

## THE LAWYERS

engineering sector, including leading the sale of Premier Galvanizing Limited to a subsidiary of Hill & Smith Holdings. Nick Scott, partner in the Hull office, led the sale of Colt Industrial Services Limited to Augean.

The York corporate finance team is run by partners Philip Ashworth and Matthew Smith. They recently acted for the shareholders of John Brash & Co, a timber roofing and batten provider, on the sale to Marley Eternit Limited and the shareholders of Counter Intelligence Retail Limited to NPG Group.

## BRIDGE MCFARLAND

- Led by partner Stephen Oldridge, Bridge McFarland’s team works with sole traders, from newsagents, pubs and restaurants and care home to estate agents and surveyors, as well as larger engineering, waste management companies and car dealerships. The team has offices in Grimsby and Hull in the Humber, but others further through Lincolnshire in Lincoln, Louth, Mablethorpe and Market Rasen, as well as an office in London.

## GRAHAM & ROSEN

- The commercial team at Graham & Rosen is led by director Richard Palmer. They offer advice and guidance on company formations, acquisitions, business sales, shareholder and partnership agreements, management buyouts, contract law and intellectual property.

## PEPPERELLS SOLICITORS

- John Gardham is the corporate and commercial property partner at Pepperells Solicitors, based in Hull. Along with partner Ryan Crellin and managing partner Ben Pepperell, he manages corporate and commercial matters at offices in Hull, Scunthorpe and Grimsby. Gardham has 40 years’ experience in all areas of corporate and commercial law, including structuring and acquisitions, shareholder agreements, partnerships, joint ventures, commercial and residential sales and lettings.

## ROLLITTS

- Rollitts is the other of the three from the

## WILKIN CHAPMAN

- Partner and head of corporate and commercial at Wilkin Chapman is Russell Eke. The firm has offices in Beverley, Lincoln and Grimsby. The other partners are Richard Frogson, Ian Sherburn and Michael Squirrell. The team acts for multi-nationals, national corporations and SMEs with transaction values up to £90m and have acted on management buy-ins and buyouts, mergers and acquisitions, share issue, financing, banking and security documentation.

## SJP (STAMP JACKSON PROCTOR)

- With Alistair Latham and Mark Daubney at the helm of the commercial practice, SJP Law offers a wide range of services. Areas of expertise include business sales and acquisitions, employment law, commercial contracts, land, commercial property, planning and development, agriculture, holiday parks, renewable energy, GP practices and international law.

# DEALMAKERS

## AITKEN CORPORATE FINANCE

- Boutique house Aitken Corporate Finance has advised on the sale and acquisition of companies in many sectors but has built a reputation for expertise in the engineering sector. Owner Glenn Aitken started his corporate finance career when he sold the family's engineering businesses to Wellman for almost £4m.

## DUTTON MOORE

- Dutton Moore is one of the largest independent firms of chartered accountants and business advisers in Yorkshire, offering a complete range of support services to a wide spectrum of businesses, organisations and individuals.

With its head office in Hull city centre and two regional branches in East Hull and Beverley, Dutton Moore services its clients business and accountancy needs across the region. Managing partner Tony Bullock has conducted a number of multi-million-pound business sales this year. Bullock worked with Simon Gibson Haulage in Goole to sell to French company GCA. He worked with Ken Rooms (Hull) to sell to international company Greif and on the sale in May of Colt Industrial to Newcastle-based company Augean.

Bullock says: "These types of negotiations and sales are large-scale and rely on a business having strong accountancy and financial advice in place. These kind of sales aren't quick; due diligence has to be carried out effectively and our clients rely on us to give them expert and sound advice on every level."

## DOW SCHOFIELD WATTS

- The Manchester-headquartered corporate finance house has worked on several deals in the Humber, including the management buyout of office supplier CPD, the sale of Groveport to PD Ports, the sale

of Colt to Augean, the buyout of Giacom, backed by LDC, and the sale of Simon Gibson Transport to GCA.

Dealmaker of the Year Roger Esler says: "We have an active pipeline of opportunities covering both sides of the Estuary. The Humber is guilty of is not shouting about its strengths and successes loudly enough. One consequence of this is that private equity investment in the region is lower than for any other part of Yorkshire."

## HAINES WATTS

- The national organisation has a solid footprint in the Humber, with Jennifer Toulson acting as managing partner for the region. She is supported by a wider team that includes Mark Stothard as partner.

## RSM

- RSM's corporate finance team provides dedicated advice to private and public mid-market businesses. The team has specialist advisers across M&A and private equity, capital markets, due diligence, financial modelling and advice to plcs.

The team in Yorkshire was recently named the most active advisor by deal volume in Insider's Review of the Year. Key deals in the Humber include acting on the sale of flexible packaging specialist Synpac to AIM-listed company Plastics Capital and the management buyout of mail order company Kingstown Associates Limited.

Steve Hubbard, corporate finance partner at RSM, said: "RSM has a strong full service offering in Hull, in which the corporate finance practice plays a key role. It's an important market due to the number and range of successful mid-market businesses looking for growth opportunities."

## RSN - CHARTERED ACCOUNTANTS

- The corporate finance offer at RSN is led by partner Rob Smith from the offices in Scunthorpe, Brigg and Barton-Up-on-Humber. Smith works with clients from construction, food, manufacturing and the automotive sector but specialises in civil engineering companies.

He became a partner in 2007 and is a past president of the Grimsby & North

## THE ACCOUNTANTS

Lincolnshire Society of Chartered Accountants. His corporate finance experience has come more recently, having advised on the acquisition and disposal of businesses by his clients across the country, of various sizes and within numerous sectors.

## SMAILES GOLDIE

- Jeremy Allison leads Smailes Goldie Group's corporate finance department, which specialises in deals for all types of businesses along with partner Ian Lamb.

Recent deals include advising a Hull-based producer of steel chassis for the leisure home industry on the sale to a Staffordshire wheels and tyres specialist.

The deal to sell Gateway Chassis (owned by Point Engineering Group) to Staffordshire-based Wheel Solutions came quickly after the team had advised the owners of online fitness distributor Pure-tec, which was acquired by the US company behind the Marcy brand.

Impex Fitness, based in California, is one of the largest distributors of home strength training equipment in the US and has been looking to expand into Europe for the past few years.