

Clarion

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Leeds Legal Firm Advises on Lighting Company Acquisition



A corporate team from Leeds legal firm Clarion, has advised lighting company Original BTC Limited on the acquisition of Davey Lighting Limited in a deal for an undisclosed sum.

The team from Clarion advised Oxfordshire-based Original BTC Limited on the purchase of the entire issued share capital of Davey Lighting Limited, based in Suffolk. Davey Lighting supplies marine and industrial lights for interior and exterior use, with the original design of many of its products dating back to the 1880s.

The acquisition will complement Original BTC Limited's range of interior lighting comprising table, floor, wall and pendant lights for homes, by adding exterior lighting from Davey Lighting. Established in 1990, Original BTC Limited has doubled its turnover over the last two years with an ambitious business plan which included launching new designs of lights, improving its marketing and opening a showroom at The Design Centre, Chelsea Harbour. Its products are stocked in many leading UK design stores including The Conran Shop as well as being exported worldwide.

"We were brought into the deal because Original BTC Limited believed that our expertise was better than its existing legal advisers and we were also able to offer excellent value," explained Jonathan



media relations and profile

Simms, associate in Clarion's corporate team. "There was a danger that Davey Lighting's designs would be acquired by an overseas company and production might cease in Britain, so it's great news that the acquisition by Original BTC Limited has secured their continued manufacture in the UK and the products will now be exported around the world."

Commenting on the acquisition, Peter Bowles, managing director of Original BTC Limited, said: "There are clear synergies between our two businesses, with both focussing on manufacturing high quality, well designed products, made here in the UK using traditional craftsmanship. The addition of Davey Lighting will enable us to extend our lighting range by offering customers even more choice of interior lighting designs, plus the addition of complementary exterior lighting.

"I have been very impressed and extremely pleased with how the acquisition has been handled by Clarion. They are clearly experts in acquisitions, listening to what we wanted, achieving great terms and safeguards for us without causing confrontations. It has been a pleasure working with them and we will be using Clarion now for other legal work – I really feel the team provided great legal work at great value."

The vendors were advised by Rob Smith of the Smith Law Partnership.

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Photo: Jonathan Simms