



Case study Q&A

BCMS Corporate client: Castleview Enterprises Ltd

Activity: Importer/distributor of catering products

Name: Alec Anderson, Managing Director

Why did you decide to sell your business?

'After 33 years I'd felt I had worked long enough in the business. It was always part of my long term plan to sell the business.'

How did you find out about BCMS Corporate and why did you select us to sell your business?

'I received one of your mailings and came directly through to you.'

Did you consider any competitors of ours and if so why did you not use them?

'No'

How did you feel the sale process was managed?

'Very professionally.'

How important was confidentiality?

'Very important, I didn't want news to get out into the general market or to any of the staff.'

Did the sale process affect the everyday management of your company?

'No, it was mostly handled by you.'

Are your staff staying with the company?

'Yes, all the staff are staying.'

Will you have any involvement in the business post sale and if not what does the future hold for you?

'I will be staying with the business for a while and after that I have no firm plans, possibly some work in the voluntary sector or possibly emigrating, I don't know yet.'

Would you recommend BCMS Corporate's services to another company considering selling?

'Yes I would.'

How satisfied were you with the sale price and terms achieved?

'Very satisfied.'

What is your overall opinion of BCMS Corporate?

'Very good, I would use you again if the need arose.'