

## Overs of Camberley

In the Summer of 2005 we featured the management buyout of Overs of Camberley. One year on and we are pleased to report the continued expansion of the company. Graham Gauntlett, Managing Director, has made a number of small acquisitions that complement the company's removal and storage services. In Summer 2006 Roffe Swayne assisted Graham with the acquisition of Liphook based Northovers Ltd, which specialises in Spanish international corporate and private relocations and removals. Overs' bank, Lloyds TSB, were very supportive of the expansion plan and provided the additional asset financing.

Roffe Swayne advised on formulating an offer for the business, negotiations with the vendors, the deal structure and funding, and conducting the due diligence on Northovers. The international trading aspects of Northovers provided some interesting negotiations along the way. The relationship between Roffe Swayne and Overs was strengthened further when the two firms played each other at a recent charity football match.