



A **fresh**  
**perspective** on  
property acquisition

# Introduction

**Chandler Garvey is an award winning firm of Commercial Property Consultants, with offices in Amersham, Aylesbury, High Wycombe, Marlow and Slough and is most active across the Chilterns, Aylesbury Vale and the Thames Valley, but also acts nationally for retained clients.**

The owners, Alan Chandler and Michael Garvey, have more than 60 years of combined property experience and together with their

hard working team aim to provide owners and occupiers of commercial property with excellent advice and innovative ideas.

When a business decides to relocate, or acquire additional premises, the process can often absorb much of the senior management's time and have a damaging affect upon the core business, even before the move has taken place.

Exiting the existing premises is often overlooked and a key role for

us is to make sure this is done cost effectively and on time.

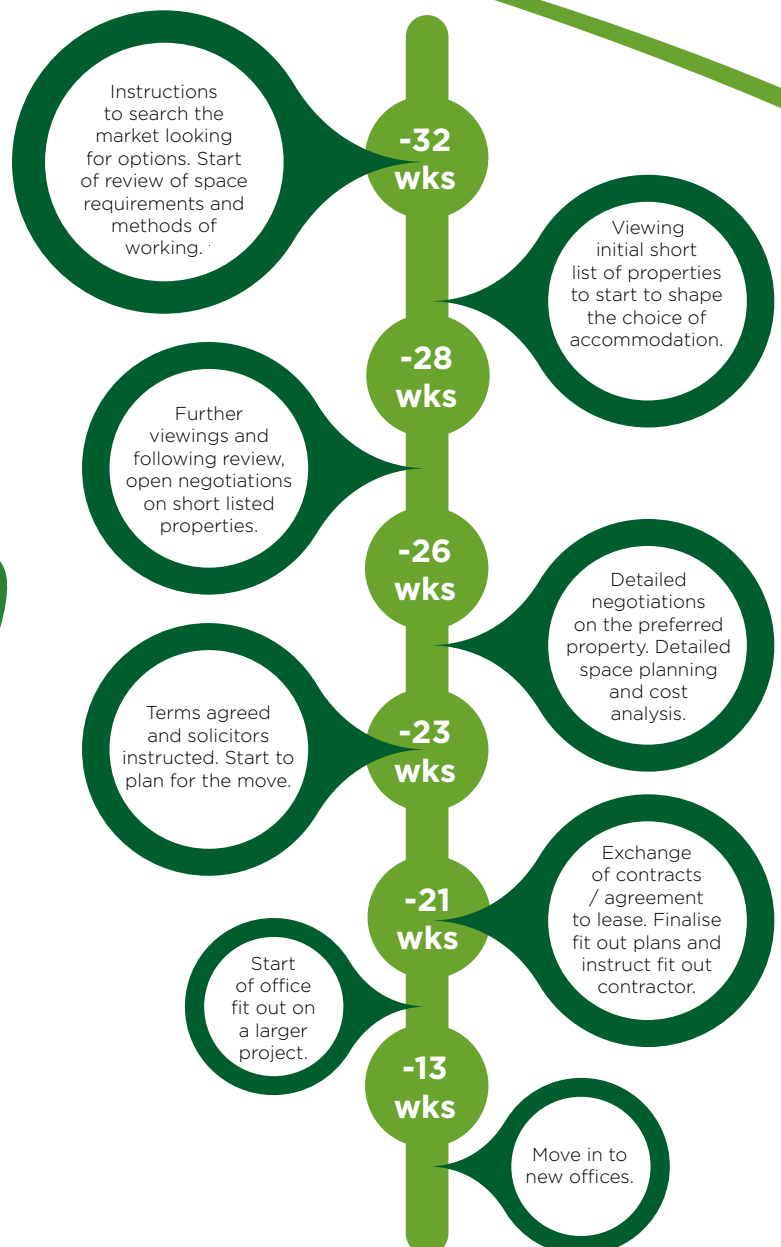
We have acted for many organisations who rely upon our knowledge of the whole process and where other consultants are involved, we can co-ordinate and streamline the reporting process.

Each new client, regardless of size, is highly prized and we work hard to exceed expectations.

Our fresh perspective has enabled us to grow significantly in recent years and we continue to challenge ourselves for the benefit of our clients.

## Simplified Acquisition Timeline

**Many businesses underestimate the time it takes to complete an acquisition and the complexity of the various stages. This is an indicative timeline, but in simple terms, highlights that leaving enough time to complete the project is essential.**



# Case Studies



**Agency:** Acquisition advice  
**Client:** ARANZ GEO (UK) Limited  
**Project:** Acquire office space as a new European base

**AGL is an international geosciences software company, and were looking to establish a European base near London.**

The brief was to identify cost effective office space close to a train station, on flexible leasing terms.

"We were introduced to Chandler Garvey through the Thames Valley Chamber of Commerce. They quickly understood our needs and were able to translate that into a very effective market search. We were then guided through the engagement and commercial negotiation with the Landlord that has resulted in an excellent outcome. We are now in a quality of premises and a location that surpassed what we were expecting to achieve. We've come to learn this is more than a process to find a property. Chandler Garvey were able to guide us on many of the less obvious issues, but use their experience to shape our thinking on what would really suit our needs for the business and staff. Can't recommend the team more highly."

**Graham Grant, Chief Operating Officer, Aranz Geo (UK) Limited**

**Agency:** Acquisition advice  
**Client:** Rush UK  
**Project:** Identify warehouses nationally

**Chandler Garvey was retained to act for Rush Trampoline Parks to acquire warehouse space nationally for D2 leisure use.**

The trampoline craze is sweeping the UK and this highly competitive leisure field has more than 15 operators all looking to secure territory. Rush recognised the benefit of having an agent, after it acquired a 30,000 sq ft warehouse unit off market in High Wycombe from us in 2015

Birmingham was a particular target market for Rush and using a range of search tools and known contacts, we were able to identify the Avery Dell premises before they came to the market openly and agree terms quickly.

"Chandler Garvey has been invaluable to us in our search for premises. Our sector is highly competitive and having a well known firm acting for us has undoubtedly helped when speaking with landlords that are unfamiliar with the trampoline park concept. This added credibility has allowed us to grow quicker than expected and I hadn't realised just how many things there are to consider; having an experienced acquisition agent to speak with has offered me a degree of confidence that I just wouldn't have had by myself".

**Sam Williams, Managing Director, Rush UK**



**Agency:** Acquisition advice  
**Client:** VERC0 Office Furniture Ltd  
**Project:** Acquire a new showroom facility in London

**VERCO is one of the largest manufacturers of business seating and desking in the UK, with a head office and production facility in High Wycombe.**

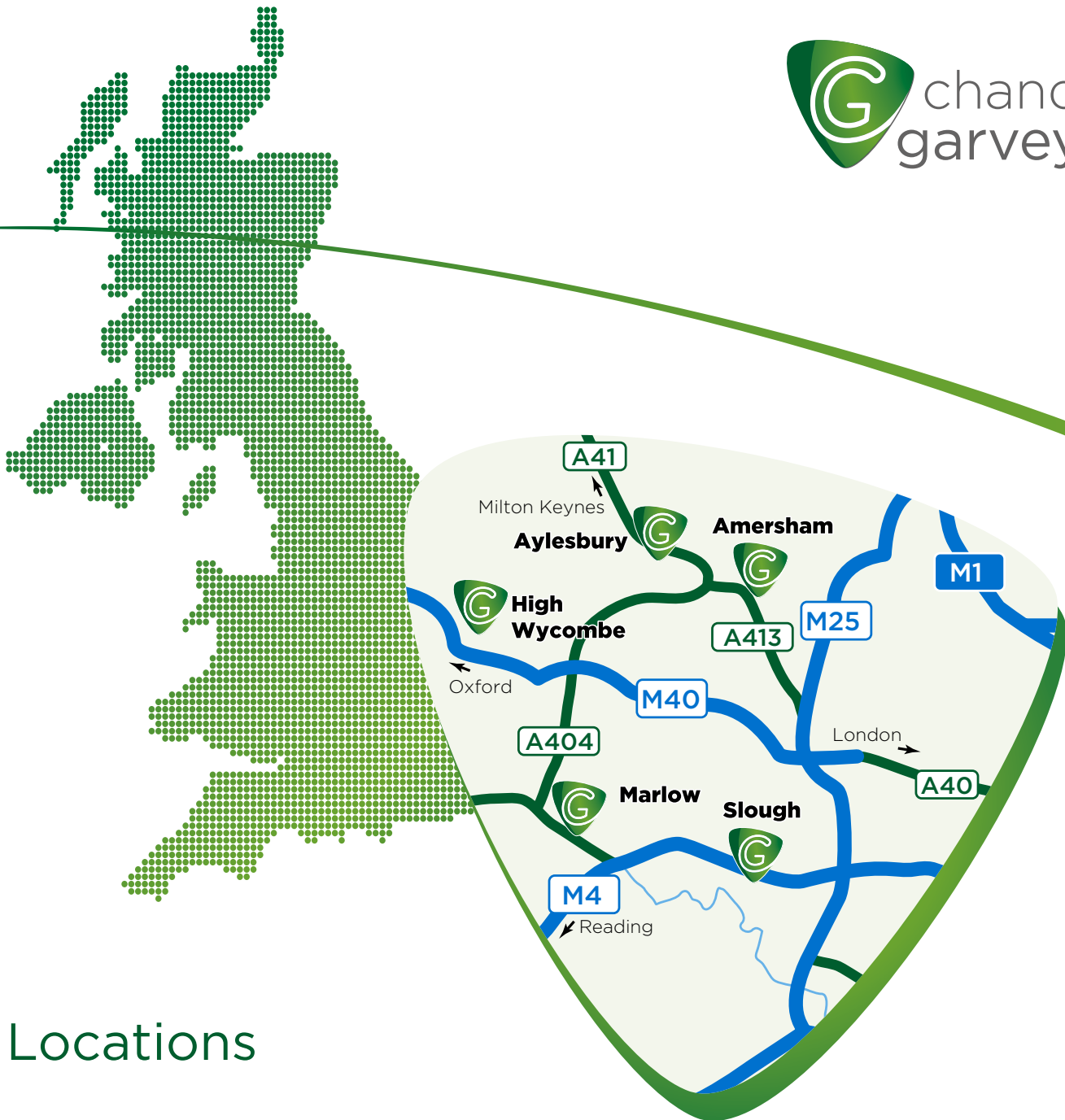
VERCO was keen to establish a showroom facility in Clerkenwell, the centre of the design community in London and Chandler Garvey was tasked with identifying suitable opportunities.



After an extensive search a number of opportunities were identified and eventually terms were agreed on premises in Clerkenwell Road.

"Chandler Garvey has worked for VERC0 for many years and when we instructed them to search for a new showroom facility in London we hoped we would get the professional and efficient service we had enjoyed previously. We weren't disappointed and in fact our expectations were exceeded. We were concerned about acquiring premises in London, in a market unknown to us, but the process was handled very well and we were able to achieve all the targets we had set; most importantly the financial targets."

**Jeff Roberts, Finance Director, VERC0 Office Furniture Ltd**



## Locations

### Amersham

St Mary's Court  
The Broadway  
Amersham  
Buckinghamshire  
HP7 OUT  
Phone: +44 (0)1494 723999

### Aylesbury

Midshires Business Park  
Smeaton Close  
Aylesbury  
Buckinghamshire  
HP19 8HL  
Phone: +44 (0)1296 398383

### High Wycombe

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Buckinghamshire  
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Phone: +44 (0)1494 446612

### Marlow

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Portland Gardens  
Marlow  
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### Slough

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