



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.

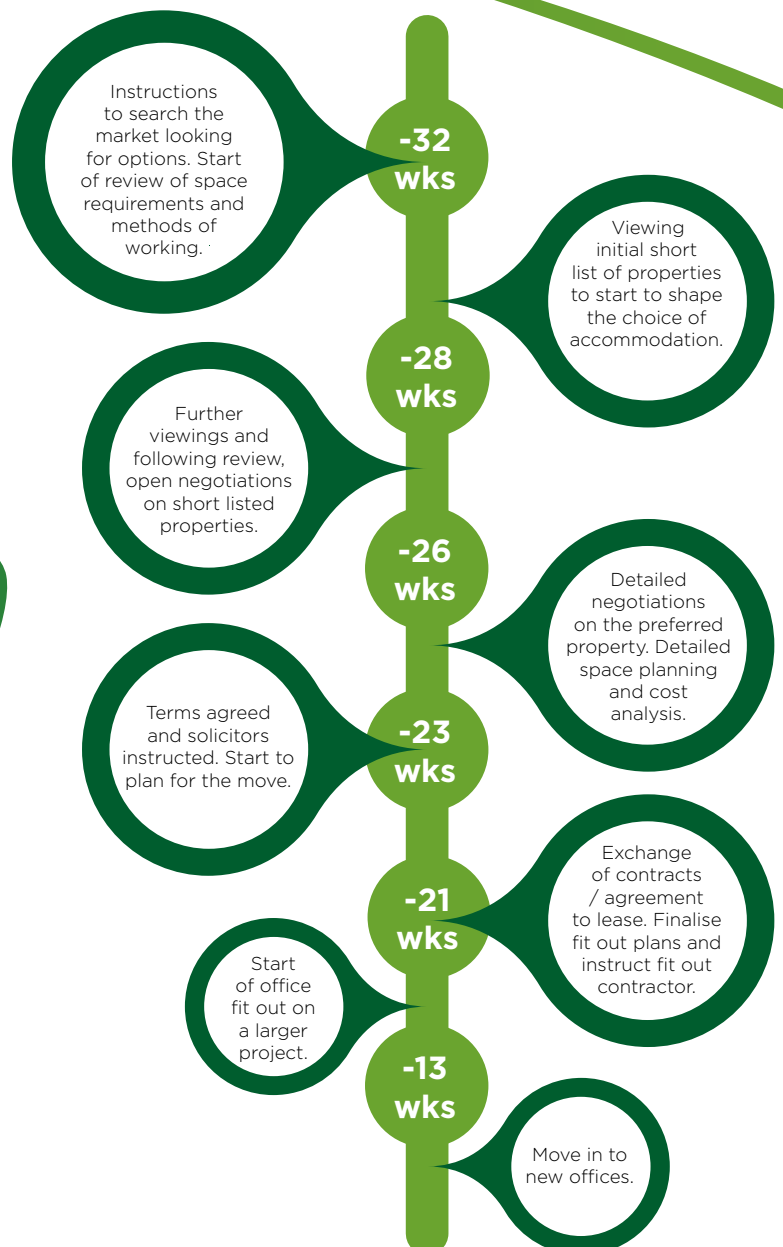
We have acted for many organisations who rely upon our knowledge of the whole process and where other consultants are involved, we can co-ordinate and streamline the reporting process.

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: Wireless Network Development (UK) Ltd
Project: Acquisition of New Office Premises

WND had outgrown their premises which were also becoming too costly and not able to meet the demands of the business. We identified modern airconditioned offices in Princes Risborough that also benefitted from a previous tenant's fit out and therefore reduced the initial capital expenditure needed to get the premises operational.

"Having previously been in a serviced office building where the acquisition process was very straightforward, the thought of acquiring conventional office space was daunting especially as we are so focused on developing our business at the moment and senior management time is precious. Appointing Chandler Garvey allowed us to keep focusing on the business and leave the relocation process in expert hands. What we have ended up with is office space that we are delighted with, on terms that are much better than we had anticipated and with least disruption to the business. We also have the peace of mind that there is nothing in the lease that will compromise the business later on."

Neal Forse, WND

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: VERCO 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.

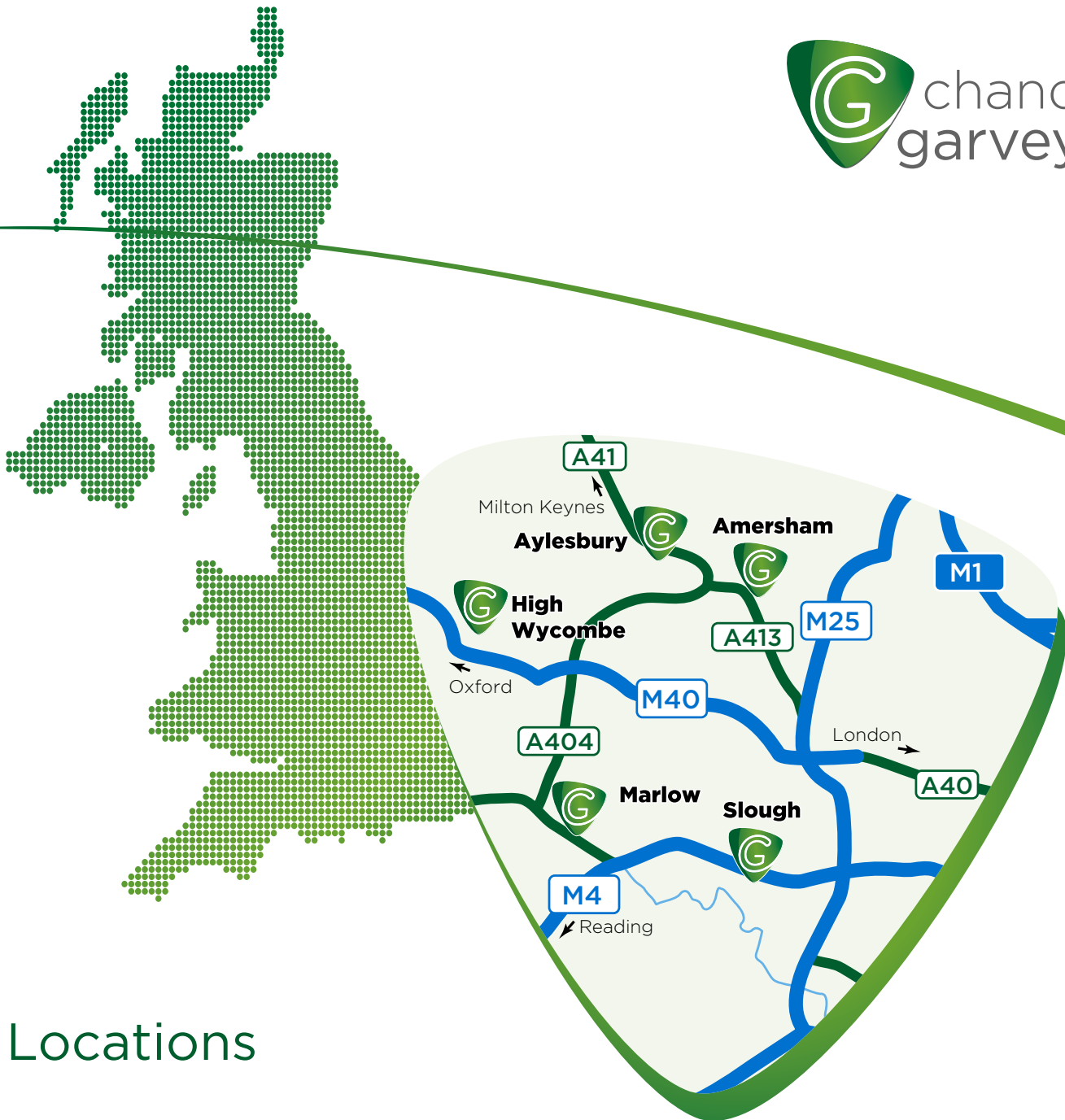
VERCO was keen to establish a showroom facility in Clerkenwell, the centre of the design community in London and Chandler Garvey was tasked with identifying suitable opportunities.



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 VERO 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, VERO Office Furniture Ltd



Locations

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