

KWS advise in the sale of TEPCO



One sale leads to three satisfied customers



Steven Clemons wanted to move on to fresh challenges. He had run the family trade envelope printing business since the death of his father, Ray Clemons, in 2003.



However, for Walter Brewer who had worked alongside Ray Clemons and now ran the business with Steven, retirement was not yet on the agenda. The challenge for KWS was to find a solution to allow Steven to exit the business but which also enabled Walter to remain.

Trade Envelope Printing Company Limited (TEPCO) was a well-established business in the challenging envelope printing sector and had cemented its success by focussing on high quality, small-run business. This, coupled with the company's loyal and regular customer base, offered a sound business acquisition to potential buyers.

The KWS team secured several competitive offers for TEPCO and Steven and Walter decided to accept an offer from Pitshanger Limited (a leading envelope printing business).

This offer allowed Steven to make an immediate exit from the business and enabled Walter to remain as MD of the business under new ownership. Pitshanger Ltd also purchased the building which provided the ideal solution for all concerned.

The directors of Pitshanger were aware of TEPCO prior to the proposed sale and saw the business's client base and products as complimentary to their own. The acquisition provided Pitshanger with expansion and the opportunity to cross-sell products and services to each other's clients.



The fit between Pitshanger and TEPCO was very strong and the availability and willingness of Walter to stay on as MD was particularly appealing to the directors, as they were keen to use his experience to move the business forward.

Following the sale, Steven said, "Selling a company is hard work and can be quite traumatic. I would have no hesitation in recommending KWS to help achieve a sale as painlessly as possible."

