



## Case study: Ben Burgess & Co has acquired fellow John Deere dealer group JW Doubleday.

### The deal

Ben Burgess & Co is one of the founding dealers of John Deere and is a premier supplier of agricultural, construction and grounds care machinery across East Anglia.

JW Doubleday is a new and used John Deere dealership operating from Swineshead, Holbeach, King's Lynn and Old Leake. The group, founded in the 1970s, employs over 50 people and offers a suite of agricultural products as well as repairs, spare parts and agricultural technology.

### Our role

We were asked to undertake the following:

- Business valuation and offers
- Deal negotiations and strategy
- Coordinating due diligence
- Advising on financial aspects of the legal contracts

### Client:

Ben Burgess & Co

### Industry sector:

Agricultural machinery

### Transaction:

Business purchase

### Key highlight:

Ben Burgess & Co is a long-standing and highly valued client of Larking Gowen, so it was hugely pleasing to advise them on such a significant acquisition. We worked in tandem with the dedicated Due Diligence team at fellow PrimeGlobal member firm, Buzzacott, to provide a fully comprehensive service; demonstrating, in real life, the great strength of our PrimeGlobal association.



### Comments

Ben B Turner, Director/shareholder, said, "The Doubleday family has built a highly successful, strong and customer focused business over the past 50 years. We're enormously proud that they've chosen Ben Burgess to continue their outstanding work. The combined business will strengthen our position in the industry and enable future investments for the benefit of our teams and customers. We really valued the guidance provided by Larking Gowen throughout the purchase process. This isn't something we do every day and they did a great job of making us feel comfortable navigating a complex deal."

James Lay, Larking Gowen Partner, said, "This deal made sense for both businesses and I have no doubt it will prove to be a great success. Both businesses place a great deal of importance on conducting business the 'right' way and this was reflected in the deal negotiations and completion process. There were hurdles along the way, as there always will be with any significant purchase like this, so it was really pleasing to get the deal over the line and enable everyone to focus on the exciting future ahead."