

# Client Case Study

## Grocontinental Ltd

### About our client

Based in Whitchurch, Shropshire, Grocontinental is one of the county's most successful business and a leading logistics provider to the food industry. The company works with some of the world's biggest brands, primarily serving the dairy, meat and bakery sectors.

The company has a warehousing capacity of 197,000 pallet spaces of multi-temperature storage ranging from -28°C to +12°C. As well as providing haulage and storage services to the food industry, the company offers a range of specialist services including cheese cutting, blast freezing, ingredient sorting, de-boxing and re-boxing, shrink-wrapping, bar coding, labelling and export packing.

Over the last decade, the business has experienced rapid growth with sound investment in new warehousing facilities and vehicles. From its establishment in 1941 to the end of 2017, the company remained a family-owned business until it was acquired by US-based AGRO Merchants Group, one of the world's largest and most progressive temperature-controlled storage and distribution companies.



### What CBSL Accountants do for Grocontinental

- Corporate and personal taxation advice
- Corporate accounting and audit
- Succession planning
- Advised on the sale of the business, including supporting negotiations and due diligence

### What the client says about our services

Linda Grocott, Managing Director commenting on CBSL Accountants' support in connection with the company's sale:

*'This was one of the most significant moments in our company's 77-year history. It was really important for us to work with trusted advisers who were prepared to go the extra mile for us in terms of diligence and dedication, over a sustained period of time.'*

*'Because we were negotiating with a US-based company and their investors, this placed additional demands on our team because of transatlantic interaction. Adrian, Steve and the team at CBSL Accountants proved to be the ideal accountancy partner and, most importantly, were always on-hand to respond immediately to calls and emails, whether day or night.'*

*'CBSL Accountants' high level knowledge, experience and professionalism on the project also demonstrated the quality and depth of accountancy expertise we have on our doorstep in Shropshire. It would be easy to presume we would engage a city-based practice, but we could not have been more impressed with CBSL Accountants' performance.'*

**If you would like to discuss any of the aspects mentioned here in more detail, then please do get in touch with one of our team.**

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