

Background & Problem

A long established company which manufactured and maintained critical parts for aircraft diversified into electronic and electro-mechanical subcontracting. Whilst initially successful, this new division became a drain on the company's cash and resources. The shareholding Directors could not agree on the best way out of the situation as the company was rapidly becoming insolvent.

Action Taken

A TGBA Business Advisor was approached by an investor, who wanted to help the company but who only wanted the original aircraft component division, which had long term contracts and was profitable. Negotiations with the directors led to the company being put into liquidation.

The Result

The Joint Liquidators sold the profitable part of the business to the investor, who retained the services of the TGBA Business Advisor as business advisor.

If you want to find out more about any of the areas covered in this case study and how we can support your business – contact us today.