

BCMS Corporate wins family business award

MERGER and acquisitions company BCMS Corporate has been named Best UK Family Business by the Queen's banker Coutts.

The company, which is based at Kingsclere Park, received the accolade at the Coutts 2006 Awards for Family Business at the bank's London headquarters.

The firm, which employs 120 people, competed against a variety of industries, ranging from costume jewellery makers, motor-home rentals and umbrella producers, to win the award in the £5million to £25m category.

Established in 1989, BCMS Corporate is a first and second-generation family business, with Brian Rebbettes as chairman. It specialises in company acquisitions and disposals with a particular emphasis on the disposal of small to medium-sized enterprises (SMEs), typically with a turnover of £1m to £20m.

David Rebbettes, who is joint director along with his brother Stephen, said that despite the size of the company, which has representative offices throughout Europe, the firm still has a family feel about it.

He said: "We've spent a lot of time training our managers to behave like proprietors and, as directors and owners of the business, we spend a lot of time talking to our staff, meeting with all of them on a regular basis and trying to keep the communication lines open.

"Above all, we do a lot with them on the social side.

"As the company has grown and needed to be professionally managed, we haven't wanted to



● **FROM LEFT:** The Rebbettes family, Mark, Ann, Angela, Brian, Leanne, Rachel, Steve, David and Sharon, of BCMS Corporate, based in Kingsclere, which has been awarded Best UK Family Business in the £5million to £25m turnover category at the Coutts 2006 Awards **SP**

compromise that family feel.

"It's been hard work, but we've pretty much achieved that and I think our staff would agree."

Business is looking good for BCMS Corporate, which each month meets with more than 80 business owners about the sale of their businesses, and more than 2,500 attend its seminars.

"We are almost certainly the market leader in our field in selling private companies," said Mr Rebbettes.

"We are growing at 25 per cent to 30 per cent each year.

"And we have just launched our activities in the US, setting up an office in Manhattan in May, which is picking up new deals very quickly."

Roger Pedder, who was until recently chairman of C&J Clark – of Clark shoes fame, and one of

the largest private family companies – chaired the independent evaluation committee for the awards.

He said: "BCMS Corporate is a good example of what the Coutts prize is looking for in a family business."

"The things that impressed the evaluation committee about BCMS Corporate included the thoughtful and intelligent way in which the founders identified a niche opportunity in a well-established professional services sector, by taking the service concept to a new level."

Wates Group, one of the country's largest privately-owned construction and development companies, which has offices at Basing View, won the Best UK Family Business in the £25m-plus category.

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