

# Case study: Sale of AMTAC Laboratories and ACSL




## Transaction Highlights

- Strata Partners advised the shareholders of private UK laboratory testing organisation AMTAC Group on the sale of AMTAC Laboratories to Bureau Veritas Consumer Products and AMTAC Certification Services (“ACSL”) to Intertek plc (LSE: ITRK).
- The businesses were sold simultaneously following a competitive auction process that secured the interest of the world’s leading testing and certification organisations.
- Strata Partners structured, managed and successfully executed a highly competitive, dual track sale process leading to the near simultaneous disposal of both businesses to different large international buyers.
- Creating and maintaining competitive tension throughout was key to securing the vendors’ value expectations and timetable.
- The success of the transactions demonstrates
  - Strata’s commitment to providing first class advisory services to private, owner-managed companies
  - Strata’s ability to secure the interest and attention of a large, international buyer universe
  - The importance of rigorous planning, preparation and process management in organising transaction terms and in ensuring timely completion


December 2003




Sale of AMTAC  
Certification Services Ltd  
to




Strata Partners acted as  
exclusive financial  
advisor to AMTAC  
Group Ltd



January 2004



Sale of AMTAC  
Laboratories  
to



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exclusive financial  
advisor to AMTAC  
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