

A BIMBO transaction.... and not a blonde in sight!

Active Industrial Services is a privately owned fast growing industrial parts supply and engineering services business. It offers outsourced supply chain management of industrial products and services to large industrial customers. They have grown rapidly over the recent years and they are now expanding into new diverse markets. Paul Griffiths has supported their growth since 2004 with various middle managers to provide professional middle management and to support the growth aims of their Chairman and original founder, Brian Lloyd.



In 2014, after an extensive search, Paul introduced a new Managing Director to join the existing board and drive a buy in management buyout transaction. Along with the part time Finance Director and Commercial Director, both of whom had been sourced by Paul in 2011 and 2007 respectively, Richard Bennell joined the business and effected a part buyout of Brian Lloyd's shareholding.

The new business is progressing well and looks set to break some records in the future. Brian Lloyd, commented: "As part of our on-going recruitment needs as well as with our succession planning, we have engaged Paul Griffiths to assist in sourcing a number of senior level, management positions covering diverse functional areas including business development, commercial/operations, purchasing, engineering and maintenance/stores. Paul Griffiths' personal attention to detail, understanding of our requirements and prompt and efficient service has been excellent throughout".

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Case Study Details:

Buyin/buyout

Commercial Director

Managing Director

Part time FD

Organisation: Active
Industrial Services Group

Based: Stoke-on-Trent

Website: www.active-industrial.co.uk