

## **Sale of HW Smith & Son Contracting Ltd (HWS) to Microgeneration Ltd on 30.05.10**

**Exigo Corporate Finance** assisted the vendor (HWS)

See press coverage below.

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<http://www.businesscornwall.co.uk/news-categories/cornish-economy-news-categories/microgeneration-on-acquisition-trail-123>

### **Microgeneration on acquisition trail**

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Posted by Nick Eyriey

Editorial director Nick Eyriey is an experienced and respected journalist having spent some 20 years in the local and national press working with newspapers such as The Yorkshire Post, Today, The Sun, and the Mail on Sunday.

Cornish renewable energy specialist Microgeneration Ltd has acquired Dorset building engineering services company H W Smith & Son (Contracting) Ltd.

The newly-combined business will provide customers with a “one stop shop” service – with access to advisors on the most suitable renewable energy solution for their premises, domestic or commercial, all the way through to installation and support.

Andrew Honey, founder of Microgeneration, explained: “This acquisition means we have become the largest and most highly qualified renewable energy business in the south west, and has also strengthened our position among the UK’s leaders.

“The market conditions were absolutely right. There could not have been a better time for us to join forces in this way.”

Founded in Manchester in 2005, Microgeneration is now headquartered in Torpoint and delivers projects across the UK. Focussed solely on renewable energy solutions, the company has achieved accreditation under the UK Microgeneration Certification Scheme (MCS) to design, install and commission solar thermal systems, ground, water and air source heat pumps, biomass systems and solar photovoltaic systems.

HW Smith & Son, based in Dorset, has a trading record that stretches back to the 1930s, and a reputation that reaches across many sectors including defence, healthcare, education, government and the 2012 Games.

Honey concluded: “To find such a strong electrical and mechanical delivery capability now gives us the complementary skills and confidence to deliver even more complex solutions.”

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