



FALCON TIMBER EXPAND AGAIN – 30,000FT² PRIME WAREHOUSE ACQUIRED IN BRISTOL

Following the relocation of their Birmingham distribution centre last year to a new facility of just under 40,000ft², Tim Gilbertson Director at FHP Property Consultants is pleased to confirm the acquisition of a further 30,000ft² of prime new build warehouse space in Bristol to aid Falcon Timber's expansion and business growth throughout the country.

Aided throughout the acquisition by Graham Collier of Mills & Reeve and Simon Molsom of Gaskell Associates, the trio of trusted advisers have completed this further acquisition for Falcon dealing respectively with commercial terms, legal terms and building specification and compliance between them.

This is the latest in a string of acquisitions on behalf of Falcon over the last five or six years which sees their expansion countrywide as Managing Director – Distribution and Product Group Steve Whysall explained:

"Falcon Timber has been servicing customers in the South West for many years, mainly through our depots in High Wycombe and Birmingham. To truly offer existing and prospective customers the service levels and range of product expected from a Falcon Timber customer, a permanent presence in this part of the country was required.

The site that Tim found was perfect and as an out of the ground project, it has allowed some bespoke modification that will aid our nationwide distribution model. The support and management from the whole acquisition team has been first rate and highly welcomed during this exciting step of Falcon Timber's growth".

Initially tasked with the job of searching for and highlighting potential new bases in the South West, Tim Gilbertson of FHP commented:

"It was great to complete a further acquisition for Falcon as we followed a well-trod path as this is the seventh acquisition as a team we have completed for them in the last few years. It's great to see this business expand and grow again and I am particularly pleased with this location given the real lack of stock and opportunities in Bristol.

Nothing was available on the market which suited us but by approaching developers and investors throughout the region we were able to source an off-market opportunity and be the first occupier on this prime site in exactly our client's preferred part of the region.

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Negotiations with the developer and their agents were swift enabling us to instruct solicitors quickly and start liaison with Graham Collier at Mills & Reeve to see a lease agreed and push the deal over the line”.

Acting on behalf of Falcon Timber yet again was Graham Collier of Mills & Reeve who commented:

“As always it has been great to work with the team at Falcon in order to deliver a new site for their expanding network with this new build site in Bristol. It is an exciting time for the business as they look to grow their regional presence, and it has been great to advise them, alongside my colleagues Danielle Hudson, Emily Revel and Barry Herholdt, on the next phase of that with their second acquisition in the past twelve months.”

Throughout the build period, Simon Molsom of Gaskell Associates acted on behalf of Falcon to ensure that the agreed specification for the property was delivered to our client’s exact specifications and on time and again in conjunction with both Graham and Tim, Simon oversaw this matter through to practical completion of the building and the keys being handed over to Falcon.

Once again, the advisers wish Falcon well in their expansion and hope very much that there will be a further need for additional space elsewhere in the country in the coming months.

For further information on the transaction or to discuss your property requirements, please contact Tim Gilbertson on 07887 787 893 or email tim@fhp.co.uk.

ENDS

Tim Gilbertson
25 May 2023

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