

EvolutionCBS announces the sale of winter gritting and risk management specialist, DRP Client Services Ltd T/A De-ice to Nurture Landscapes.



EvolutionCBS is delighted to announce the sale of winter gritting and risk management specialist, DRP Client Services Ltd T/A De-ice, effective 1st August 2020 to Nurture Landscapes.

Founded in 1998 by Mark and Vicky Lopez, De-ice, with their head office in Maldon, Essex, delivers winter gritting services across the UK, mainly to the business and FM sector.

Peter Fane, Managing Director at Nurture Landscapes, said:

"We are delighted to welcome De-Ice into the Nurture family. We pride ourselves on remaining a family business and specialising in what we are good at, namely landscape maintenance and winter gritting, so De-Ice is a perfect addition to enhance our winter gritting business which services in excess of 4000 sites across the UK."

"These last couple of mild winters have given us time to review and streamline our winter gritting operations, and we have a very experienced system and team in place, enabling us to provide a better and more responsive service to existing and new clients. De-Ice's portfolio will fit perfectly into our existing client base and customers will receive a seamless transition of service as well as the benefits of being looked after by an exceptionally experienced team."

"I normally avoid acquisitions that involve going through a broker as I find the introduction of a third party between the buyer and seller can lead to mis communications but in this case, and particularly given the death of one of the co-owners, Mike handled the transaction with sensitivity and professionalism and as a result made for a hassle free deal for both parties."

Vicky Lopez co-founder and director of De-ice, added: "When my husband Mark and I set the company up some 20 years ago, we could never have anticipated the exciting journey that lay ahead. It is now time for new leadership and I believe that the team at Nurture Landscapes will continue to deliver the professional and reliable service that De-ice has been associated with."

"We put our souls into the company and worked with so many wonderful people along the way - both within the business and across the industry. From harsh winters to exciting industry events and client pitches, there was never a dull moment. I'd like to thank everyone who played their part, and I wish the team at Nurture all the best as a new chapter begins."

Mike Whittle, Managing Director of EvolutionCBS commented "The essential key to any business sale is finding the right fit between buyer and seller - the team at Nurture, led by Peter Fane, were a pleasure to work with and highly professional. We are delighted to have helped Vicky move on to the next chapter of her life and wish the new combined team every success for the future".

Vicky Lopez kindly said the following "While I know my business inside-out I knew nothing of what it takes to sell a business. Mike has been patient and understanding in ensuring I fully understand all aspects of the deal. From inception he has been able to get under the skin of the business and understand my goals. The team have been extremely responsive, and we have completed the sale in a very short time. At times I have needed some firm hand holding and I have utter trust and confidence that my best interests have been served at every point and would not hesitate to recommend EvolutionCBS 100%.