

Press Release: Couchman Harrington Involved Again As Agency Consolidation Continues

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Leading sports law firm, Couchman Harrington Associates, acted for the owners of sports marketing agency Lighthouse Communications Limited on the successful disposal of the company to leading events and sports agency Fast Track Communications this week. Lighthouse specialises in creating, managing and implementing sponsorship strategies for corporates including GlaxoSmithKline, Heineken, Land Rover, Times Newspapers and Marsh McLennan.

Head of Couchman Harrington's Sports Ventures unit, Satish Khandke, said: *"Our involvement in this deal, coming hard on the heels of our work for the owners of SCG (Players) Limited on its sale to SFX, shows that our reputation as the ideal firm to provide a specialised service to the proprietors of owner-managed sports businesses on transactions such as this continues to grow. Our specialised knowledge of the industry meant that we could provide in-depth advice to our clients on every aspect of the deal."* He added, *"the Sports Ventures Unit should be completing at least two similar disposals for owner-managers of similar sports businesses in the near future and so in our experience the consolidation of agencies shows no signs of abating. One of our primary motivations for setting up this dedicated Unit earlier this year was to offer a service which is particularly tailored to this type of transaction, and so it is gratifying that owner-managers of sports businesses are increasingly recognising us as the best firm to advise them."*

Jim Glover, founder of Lighthouse and now Joint Managing Director of Fast Track said *"Couchman Harrington advised us in such an expert, practical and commercial way throughout the process that I can honestly say it could not have gone more smoothly. Couchman Harrington's guidance and their management of the process meant that our relationship with Fast Track could start in exactly the right way and we could focus on what we do best - namely growing our business together."*

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