

Beaufort International LLC

advises Ampekko in Millbank acquisition to form global leader in digital evacuation systems

Beaufort International LLC has exclusively advised Ampekko Limited (based in the United Kingdom) in its acquisition of the Millbank voice evacuation systems business of Federal Signal Inc, announced during the second week in May 2003. Terms were not disclosed.

The transaction represents another significant accomplishment for Beaufort, who were responsible for initiating and structuring the transaction, as well as sourcing the related financing.

Active in South Africa for three years, Beaufort International LLC is the world's only global financial consulting company specialising in initiating and advising on corporate acquisitions and divestitures in the international fire and security sector.

As an indication of its continued dominance in cross border deals, Beaufort International LLC was also responsible for initiating the divestiture of the British company, Photain Control Systems plc, to one of South Africa's leading fire detection systems manufacturers, Ziton, in January 2002. Based in Cape Town, Ziton was also represented by Beaufort in its transaction with the American multi-national Edwards Systems Technology only a few months earlier.

The combined operations of Ampekko and Millbank creates one of the world's largest voice evacuation products manufacturers and one of the fastest growing global players specialising in voice evacuation technology.

Voice evacuation systems replace ineffective warning bells and sirens historically used in conventional commercial fire detection systems. Voice evacuation processors generate and route different voice messages simultaneously throughout the affected establishment and provide specific instruction on evacuation procedures, depending on the severity and location of the fire or catastrophic event.

Installations already employing Ampekko or Millbank equipment include many important sites such as international airports in Dubai, Shanghai and London Heathrow, as well as premier league football stadiums, (London Arsenal and Queen's Park Rangers), subway systems and many of the world's most important commercial structures such as the Canary Wharf office tower complex in Docklands, London, UK.

"Combining the cutting-edge technology of Ampekko's current product line with Millbank's global customer and distribution base positions us as the leading player in this market with the most comprehensive product range and a historical installation base that includes many of the world's most important commercial structures," says **Neil Voce**, chief executive officer of Ampekko.

Since the tragic events of September 11, building system managers have become aware of the need for fire and emergency notification systems to be able to provide specific voice instruction to personnel occupying commercial establishments so as to implement evacuation mass evacuation procedures as swiftly and safely as possible. Ampekko and Millbank systems provide building occupants with voice evacuation

systems using sophisticated digital technology.

"The technology used by Ampekko voice evacuation products integrates well with the demanding requirements of Millbank's customer base which spans across more than 20 countries around the world and provides us with tremendous growth potential. Additionally, Ampekko is now currently seeking distributor agreements with suitable South African companies," says **Majid Siadat**, managing director of Ampekko's technical operations.

In the past five years, Beaufort has also been responsible for transactions involving globally-oriented fire and security specialists based in 10 countries on four continents, with a total combined transaction value in excess of R2-billion.

Following Kidde's purchases of Norway-based detector manufacturer Autronica A/S, and then later the marine and offshore suppression businesses of Heien Larssen A/S and Norfoss A/S, Beaufort was also responsible for initiating the sale of Eltek Fire & Safety to Caradon plc (now Novar Plc) in May 2000 and then the sale of the security systems manufacturer ADE as well as emergency lighting maker Ledlite and fire detection systems producer Chloride Bardic. Without pausing for breath, Beaufort also sold shock and vibration detector manufacturer Viper to Novar Plc at the turn of 2001. In all cases, Beaufort acted exclusively on behalf of the vendor.

With experience in closing fire and security deals in places as diverse as South Africa to Scandinavia, Beaufort International LLC works closely with dedicated specialists to advise on specific geographic markets, thereby gaining more in-depth knowledge of the fire industry at local levels.

Daniel E. Lach, managing director of Beaufort International, has been involved in many transactions involving most major multi-national fire and security companies. He said: "The global fire and security sector is rapidly consolidating. Beaufort International LLC is the only internationally focused company that has the professional insight, dedicated contacts and most established track record to execute transactions in the fire and security industry today."

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