




**100 family
businesses
and growing**
Be part of our story



Have a chat with us as you plan your future

Sam Kershaw, Chief Executive Officer

After more than 38 years in the funeral profession, I understand the challenges of running a successful funeral business. Several generations of your family may have dedicated their lives to serving local families and their community, being on call 24 hours a day, 365 days a year.

But the business is changing, with increasing administration and legislation, from health and safety to managing financial and staffing matters and, of course, now we are facing the threat of price and standards regulation. There is less time to spend supporting families and less time to spend with your own family. Younger members of your family may not wish to make this commitment.

In many of the businesses which have become part of our Funeral Partners network, former owners and family members have carried on as the public face of the business.

The support of Funeral Partners takes away much of the administrative burden and frees them up to attend funerals and provide the personal, individual care to bereaved families that is at the heart of our business. It also removes the worry of what lies ahead in a regulated environment.

Let me know if you'd like to discuss the variety of options Funeral Partners offers to support your business in this changing environment.

Even if you're not currently thinking about selling, I'd be happy to sit down and have a chat with you as you start planning how to secure your future. Contact me directly on **07834 531822** or email: sam.kershaw@funeralpartners.co.uk



We're here to listen to you

Paul Hawkes, Head of Mergers & Acquisitions

Paul joined Funeral Partners in 2017 having worked in several acquisitive businesses, assisting entrepreneurs and private business owners through the process of selling their business and seeing its continued development as part of a larger group, while maintaining a positive outlook for customers and staff.

There are many reasons why funeral directors decide to sell their businesses. They may be health-related, or financial, or it may simply be the best way to take the business forward and secure its long-term future.

The worst situation for you, and for Funeral Partners, is when there is no succession plan and the business finds itself in difficulty or in need of a quick sale.

We can talk to you now to help you consider your future options. No obligations, no commitment. Or, if you've already made the decision to sell, talk to us to find out what we can offer.

We will listen to your requirements, your objectives and drivers, working with you to put a deal together that works for you, allowing you to continue to have a meaningful role in the business if you wish.

“ For years as a Funeral Director, you have listened to the needs and wishes of the families you support, now we are here to support you and listen to you. ”



Our offer

*The key to Funeral Partners' offer is **partnership**. We know you have spent many years, if not generations, growing the reputation of your business and earning the trust and respect of your local communities.*

We want to maintain that high-quality, personal service, to preserve your heritage and your family name above the door. Your reputation is our reputation.

We will invest in and grow the business, whether through local staff recruitment and training, refurbishment of the funeral homes and the vital back-of-house facilities, modernising the vehicle fleet or investing in new technology.

In some areas, we may open new branches to serve neighbouring or new communities.

We are looking to grow our presence across the UK, but particularly in areas where we already own established businesses, where different funeral homes can support each other to ensure providing a round-the-clock service doesn't fall on one person.

We have more than 50 funeral homes in Greater London, 23 in Birmingham and 12 in Manchester with a strong presence in Kent, Surrey, Berkshire and Hampshire. In the last two years we have established a new Merseyside region and grown our presence in Scotland, North-east England and Yorkshire.

Our recent acquisition of 18 funeral homes in Northern Ireland took us beyond the mainland for the first time and saw our total number of funeral



*Funeral Partners has more than **200** funeral homes across the UK.*

Our specialist acquisitions team is happy to discuss the most appropriate arrangement to maximise the value of your business.

*You can call me in confidence, or we can meet for a chat, on **07814 931578** or email: paul.hawkes@funeralpartners.co.uk*

homes grow to 200. We now intend to grow our presence in Northern Ireland.

As the UK's third largest funeral business, we have the ability to make the sale of your business work for you, whatever your circumstances.

As well as maintaining your business' name and heritage, we aim to retain your dedicated team and would be delighted if family members choose

to stay on, meeting the needs of families they may have supported over many years.

Don't just take our word for it, we'd be happy for you to talk to former owners who maintain strong links with our businesses.

Read what they have to say »

Two hundred funeral homes and growing as Funeral Partners invests in Northern Ireland

Eighteen respected funeral homes in Northern Ireland became part of the Funeral Partners' network in late 2019 as the business expanded beyond the UK mainland for the first time.

The significant acquisition brought the total number of Funeral Partners funeral homes to more than 200, maintaining the heritage of more than 100 family businesses across the UK. Funeral Partners is now the leading funeral provider in Northern Ireland.

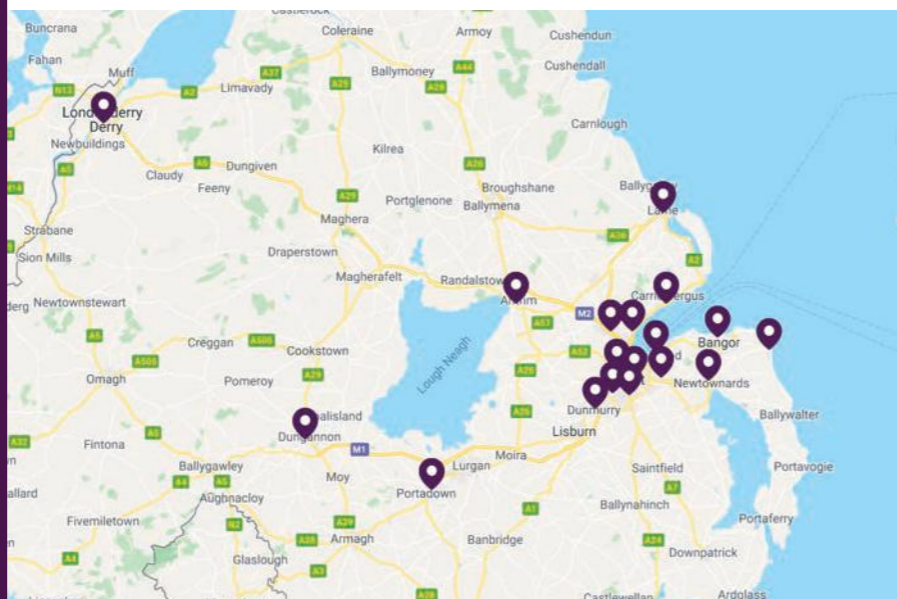
“ *These 18 businesses have excellent reputations in their local communities and we look forward to working with the local teams and investing in the businesses to ensure they continue to provide a caring and professional service to local families in Belfast and across Northern Ireland.* ”

**Chief Executive Officer,
Sam Kershaw**

The funeral homes include respected businesses in Antrim, Bangor, Belfast, Carrickfergus, Derry/Londonderry, Donaghadee, Dungannon, Glengormley, Holywood, Larne, Newtownards and Portadown.

Fourth generation funeral director Jon Baird said: “Funeral Partners understand the business, they understand why we're here and what we do and that is looking after the community and supporting local families.

“They also understand there are different customs and traditions in Northern Ireland.”



■ Joseph Poots & Son, Portadown

Joseph Poots opened his first funeral home in Lurgan in 1933. Originally he worked for the Belfast Omnibus Company before establishing his own bus business in Lurgan.

After the Government nationalised bus routes, he opened a funeral home which quickly flourished. He added premises in Portadown before also acquiring TJ Hadden and Son undertakers.

Joseph's son Sam and daughter Maisie followed in his footsteps, with Sam working there for over 60 years.

After more than 50 years in family ownership, the business was sold in 1987. Sam Poots continued to play an active role.

Funeral Arranger Sharon Sloan, who joined Joseph Poots & Son 15 years ago, said: “I'm delighted we have become part of Funeral Partners, I already feel a rapport with them and they have been very good at explaining everything to us.”

josephpootsfuneraldirectors.com

■ Bairds of Antrim

Fourth generation Funeral Director Jon Baird, whose great grandfather James founded Bairds of Antrim, has worked in the funeral business for more than 35 years.

Established in the late nineteenth century, the business was originally a wine and spirit merchants providing undertaking services. Jon's grandfather William Baird took over the funeral business with his brother Francis, and Jon's father James (Jim) Baird became the third generation to serve the community of Antrim.

Jon has never looked back since joining his father in the business. “My aim is to uphold the name above the door,” he said, “to support and advise people at a difficult time and help to steer them in the right direction.”

He welcomes being part of Funeral Partners: “I feel it's a very positive step because Funeral Partners share our core values, they understand that the families we work with are the foundation of all funeral businesses and they understand the importance of being part of the community.”

bairdsfuneralservice.com

Houston & Williamson Funeral Directors



Laura Neill and June McCandless

■ Houston & Williamson Funeral Directors, Belfast

Houston & Williamson was founded in Belfast in 1900 by Archie Houston, with David (Davy) Williamson joining the business in 1923.

David's son Archie Williamson followed in his father's footsteps, joining the business in 1947 and working there for more than 40 years.

Archie remained with the business as a consultant when it was sold into corporate ownership and Funeral Arranger June McCandless, who joined Houston & Williamson 30 years ago, said his father also used to keep in touch.

Committed to supporting local organisations, June has helped children in local schools with their reading for 15 years.

She said she was 100% looking forward to working as part of Funeral Partners. “It will be like being family run again. Everybody I've met has made me feel very comfortable, they are listening to the staff and are very friendly.”

houstonwilliamsonfuneraldirectors.com

■ James Brown & Sons, Belfast

Third generation Funeral Director James Brown MBE, whose grandfather founded James Brown & Sons in 1904, has worked in the profession for nearly 60 years and intends to continue.

His grandfather initially worked for a coal merchant, saving up and working his way up, buying a taxi, a wedding

car and eventually a hearse. From there his funeral business began, with his four sons – including James' father, joining him in the business.

James has always enjoyed supporting so many different people. His Chairmanship of two major urban regeneration projects in East Belfast led to him being awarded the MBE in 2010.



James Brown

■ Adair & Neely of Derry/Londonderry

Adair & Neely was formed by the merger of two century-old family funeral businesses more than 25 years ago. The merged business was managed by Wayne Glenn's father Jack until his retirement.

Wayne joined his father over 20 years ago, explaining: “I grew up with the funeral business and saw the caring nature of it. It's so rewarding that families are entrusting you to help them make important decisions at their lowest time.”

Wayne welcomes becoming part of the Funeral Partners network as “like a breath of fresh air”. He continues to work for Adair & Neely and is enthusiastic about Funeral Partners' investment. He said: “Funeral Partners are dedicated funeral people and their management team understands the importance of traditional family funerals.

“They have encouraged us to be fully involved with the local community, to support the people who have supported us.”

adairneelyfuneraldirectors.com

He has welcomed becoming part of Funeral Partners, explaining: “I have been greatly encouraged by Funeral Partners' willingness to engage with staff in Northern Ireland and to listen to their views.

“ *I have every confidence that the already excellent service which our staff provide to bereaved people will be enhanced as a result of the change of ownership.* ”

In addition to its four funeral homes in East Belfast and Dundonald, two additional branches – in Dunmurry and Knockbreda - have become part of the James Brown & Sons business.

jamesbrownfuneraldirectors.com

Funeral Partners expands across the North of England



Graham Clegg (left) with Funeral Partners' David McCarthy

■ Graham Clegg Funeral Directors, Merseyside

Established by experienced Funeral Director Graham Clegg in 1994, Graham J Clegg Funeral Directors grew to become the largest funeral business in the area.

Graham joined the funeral profession in 1974, working with his grandfather, father and uncle in the family business where he learned his trade. After Graham branched out on his own, the business built up an enviable reputation in the local community.

With his wife Christine, Graham continues to support the business. He said: "We chose Funeral Partners because they will protect our reputation and the way the business works, while providing security to the team."

cleggfunerals.co.uk



Geoff and Mandy Goold



Carl Howard (second right) with the team

■ Howard's Funeral Directors, Southport

Howard's Funeral Directors, established by Peter and Mavis Howard thirty years ago, is now run by their son Carl Howard and his wife Nicky.

Renowned as Southport's premier funeral business, Howard's has conducted many high profile funerals including that of Jean Alexander, better known as Hilda Ogden from Coronation Street.

Carl, now Business Principal, said: "We chose Funeral Partners as we were too young to retire! They have been very supportive and straightforward to deal with and we believe that they will look after both us and our clients' future."

howardsfuneraldirectors.co.uk

■ Quinns of Greasby Funeral Directors, The Wirral

Sixty-year-old family business Quinns of Greasby was established by David Quinn, who was followed into the profession by his daughters Lesley Quinn, Angela Dallinger, Tina Morris and Michelle Clark. The sisters are now supported in the business by Angela's daughter Heather.

Lesley said: "As a family-run business, we have a really good team and have made a success of Quinns by going the extra mile for bereaved families.

"Funeral Partners will protect the heritage of our business and we can continue to provide the same levels of service while gaining protection for our future."

quinnsogreasbyfunerals.co.uk



Lesley Quinn (fourth from left) with the team

■ G & M Goold Funeral Directors, Chester

Family business G & M Goold Funeral Directors is proud and passionate about the service it has provided for ten years.

Husband and wife Geoff, a funeral director for 35 years, and Mandy Goold worked tirelessly to grow the business and its excellent reputation with the support of Mandy's sons Dan and Mike.

Mandy explained: "Although it is no longer independent, it's still very much a family-run funeral directors, still offering that high quality personal service. We looked at Funeral Partners' ethos and they will let our business run in the same way we have run it.

"We will carry on serving the community. Funeral Partners will invest in the business and look after the finances and admin, taking the pressure off us."

gmgooldfunerals.co.uk

■ Elizabeth Way & Company Funeral Directors, Greater Manchester

Elizabeth Way & Company, with funeral homes in Mossley and Oldham, was established by Gail Willington, who built a strong reputation for its care and professionalism.

Gail said: "The business will continue to serve local families in the way that it has for the last 12 years. Funeral Partners has that family feel and will support and develop the business to go from strength to strength."

elizabeth-way.co.uk



Gail Willington (right) with the team

■ Frank Dooley & Son, Merseyside

Established in 1910, Frank Dooley & Son has been run by three generations of the Dooley family who built up an enviable reputation for high quality service.

The business, which became part of Funeral Partners in December 2019, operates two funeral homes in St Helens and funeral homes in Haydock and Widnes.

Kieron Dooley and his sisters Karen and Fiona all remain with the business, helping it to grow as part of Funeral Partners.

frankdooley.co.uk

■ Melia Powell Funeral Service, West Yorkshire

Melia Powell Funeral Service is looking forward to a bright future, building on its strong roots in the local community after becoming part of Funeral Partners.

Established by Brian Langford in 2013, the business has built a reputation for high quality care in Keighley, Bradford and Skipton.

Brian said Funeral Partners offered a strong family ethos and shared the same values and community focus he had established. "Funeral Partners are passionate about the quality of the funeral care they provide and dedicated to enhancing the excellent service and reputation we have in Keighley.

"They are people focused and committed to maintaining the trust and confidence of our diverse community and further developing the business."

meliapowellfuneralservice.co.uk

■ George Steele & Son, West Yorkshire

A century of tradition and four generations of the same family are etched into the history of West Yorkshire funeral business George Steele & Son.

David and Christine Steele and their son Richard have served the communities of Ossett, Horbury and surrounding areas for most of their lives.

With David having worked in the business for nearly 70 years, the family were keen to maintain the respected name and reputation of the business and secure its future by choosing Funeral Partners. Richard and his parents remain as consultants.

Richard said: "We were very keen for the name George Steele & Son to continue. Funeral Partners have been sympathetic to maintaining our family traditions, it feels more like being affiliated or being a member of Funeral Partners rather than a larger company."

georgesteeleandson.co.uk



David, Richard and Christine Steele

Growth in Scotland and the North East



John Hogg Snr (right) next to partner Claire and John Hogg Jnr

■ John G Hogg Funeral Directors, Sunderland

Family business John G Hogg Funeral Directors of Sunderland was established by John Hogg over 25 years ago.

John continues to serve as Business Principal, with his partner Claire and son John Hogg Jnr remaining as Funeral Directors.

John said: "I wanted to slow down but still play an active part in the business. When I spoke to Funeral Partners, I liked the way they could take the business to the next level while carrying forward our family values and continuing to serve the families we have served for many years."

johnhogg.co.uk



Simon Barningham (left) with Funeral Partners' Phil Barr

■ Simon Barningham Funeral Directors, North Yorkshire

Established family business Simon Barningham Funeral Directors is based in the Yorkshire Dales, where Simon Barningham has spent his whole life. The business has a long tradition of serving its rural and farming communities.

Simon's uncle bought the established Swaledale funeral business Ernest Bagshaw in 1961. Simon and his father worked for the company, which was renamed when Simon took over the business in 1984.

Simon said: "It's been such a way of life, I will continue to work with local families, but being part of Funeral Partners, I will have more support.

"I am amazed by the intimate and supportive family atmosphere of Funeral Partners, I feel very much at home with them. They will help to move the business forward in the same style."

simonbarningham.co.uk

■ Ian Brown Funeral Directors, Scotland

Long established family business Ian Brown Funeral Directors, serving Carstairs and Lanark, became Funeral Partners' third funeral home in Scotland.

Ian Brown Snr, who is now retired, acquired the business from Wm Gray & Sons in 1958 and, over 40 years ago, Ian Brown Jnr joined the business from school.

He said: "We are looking forward to a new chapter with Funeral Partners. Although they are a larger company, their core values matched those of our family business.

"We all know the world is continually changing, from technology to legislation. These all impact a family business. I wanted to ensure that the personal care and service, which had been my father's focus, remain."

ianbrownfuneraldirector.co.uk



Ian Brown (centre) with the team



James and John Blenkiron

■ John Blenkiron & Sons, North Yorkshire and County Durham

Fifty-year-old family business John Blenkiron & Sons was founded by John Blenkiron, the third generation of his family to work in the funeral profession. He established himself at the heart of the community, serving as Mayor of Richmond.

His twin sons James and John entered the funeral profession from school as the business expanded into Barnard Castle in County Durham and they eventually took over management. Their sister Sarah Thwaites and niece, Rebecca Blenkiron continue to support the business.

James Blenkiron explained: "We liked the vision of Funeral Partners CEO Sam Kershaw, which is to build on the Blenkiron brand. We feel we are still able to continue serving our communities in the same way as we have for 50 years as an independent family-run business."

Almost two years after joining Funeral Partners, James confirmed that families don't see any difference in the trusted service they receive.

"Our family is still seen as the face of the business and being part of Funeral Partners has been very positive. They have invested in our mortuary facilities and we have recently received a new Jaguar hearse and limousine.

"It has been a huge benefit, enabling us to continue our excellent service to families. If anyone told me they are at the stage of wanting to sell, I'd say put Funeral Partners at the top of the list."

blenkirons.co.uk

■ James Dykes Funeral Service, Scotland

James Dykes, a former coal merchant, started his business in 1961, and was joined by his second cousin George Collins in 1984.

George took over running the business and has continued to serve the historic town of Newmilns and the surrounding Irvine Valley.

George said: "I wanted to slow down a bit and Funeral Partners was recommended to me."

jamesdykesfuneralservice.co.uk

■ Walker & Morrell Funeral Directors, Tyne and Wear

Experienced Funeral Directors John Morrell and Lynne Walker founded Walker & Morrell 15 years ago, building up an excellent reputation for its branches in Washington, Gateshead and Houghton Le Spring.

The business is a family affair, with John's youngest son Martin and Lynne's husband Raymond, son Andrew and niece Nicola working there.

John explained: "Funeral Partners came across with warmth and a positive attitude, they were willing to listen to us and be flexible."

Martin highlighted Funeral Partners' investment in new mortuary, refrigeration and embalming suite facilities at their Washington funeral home, completed in 2019.

"This has really helped to improve our care of the deceased, Funeral Partners are really committed to high standards of care," he said.

walkerandmorrell.co.uk



Lynne Walker and the team

A strong and growing presence in London and the South of England

■ L C Hill and Son Funeral Directors, Wiltshire

L C Hill and Son Funeral Directors has served the communities of Mere and surrounding districts for over 65 years.

Founded by Leonard Charles Hill, it was subsequently run by his son Ray Hill and his wife Val. Ray served the local community for over 60 years including 40 years on Mere Town Council.

Funeral Partners invested in refurbishing the funeral home and chapel of rest to continue providing a welcoming environment for local families.

The business has established close links with F Curtis & Son of Warminster, also part of Funeral Partners, to ensure it continues to provide a high-quality service 24 hours a day.

lchillandsonfuneraldirectors.co.uk



Wendy Alder at Firmager

■ Miles & Daughters, Berkshire

Established 20 years ago by experienced Funeral Director Adam Miles, Miles & Daughters Funeral Directors has grown to operate six funeral homes in Reading, Wokingham, Twyford, Bracknell, Crowthorne and Maidenhead.

Adam was raised in Wokingham, with his family's businesses serving the town for three generations. He worked in the funeral profession for more than 30 years, before he sadly died in 2018.

The Miles family have chosen Funeral Partners to continue their father's legacy in the community, as Funeral Partners share the same values of personal care, service and professionalism.

Sarah White, who had previously worked in support and caring roles including in a further education college, continues to manage the business. Sarah has achieved qualifications with the National Association of Funeral Directors and is a member of the British Institute of Funeral Directors.

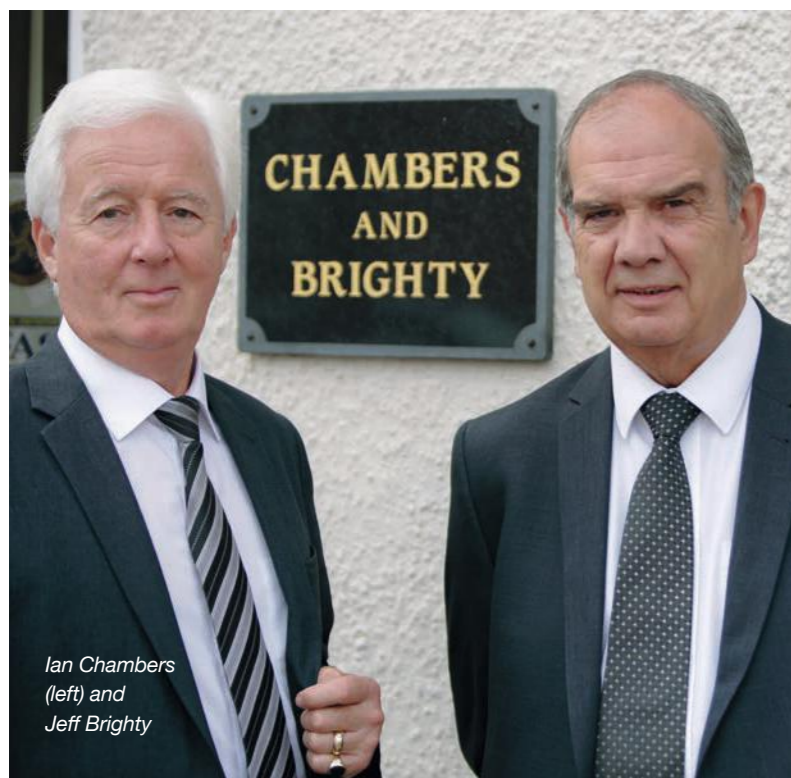
milesfunerals.com

■ Chambers and Brighty Funeral Directors, Wellingborough

Chambers and Brighty Funeral Directors was established in 2000 by experienced funeral directors Ian Chambers and Jeff Brighty. It became Funeral Partners' first business in the East Midlands in 2018.

Former owner Jeff Brighty, who remains as Business Principal, said: "Funeral Partners offered us the opportunity to continue working the way we did as an independent business, with lots of enhancements. They are investing in the premises and in the workforce."

chambersandbrighty.co.uk



Ian Chambers (left) and Jeff Brighty

■ Firmager Funeral Service, Kent

Founded in 2000, by experienced funeral directors Bert Firmager and Michael Owen, Firmager Funeral Service serves the communities of New Romney, Dymchurch and Lydd.

After both founders died, Michael's widow Wendy Alder took over running the business. The established team at Firmager maintains strong community links with three team members volunteering with HM Coastguard.

Wendy said: "Funeral Partners wanted us to retain our community involvement. Although we are no longer independent, we still have that philosophy when we interact with local families.

"It was important to us that they allowed us to maintain our individuality."

firmagerfuneralservice.co.uk

■ Sterry Funeral Service, Kent

Clive Sterry has worked in the funeral business since he was 18 and established his own funeral firm in Folkestone, when he moved out of London in 2003. He opened his second branch in Hythe ten years later and was joined in the business by daughter Rebecca.

Clive said: "When I decided to become part of a national funeral business, it was important to ensure they had the same values and would carry on supporting local families. That's why I chose Funeral Partners."

sterryfuneral.co.uk

■ WH Putnam Funeral Directors, North London

Founded ninety years ago by William Henry Putnam in Edgware, WH Putnam opened a second branch in Stanmore, Harrow in 1950.

Third-generation Funeral Director Keith Putnam and his sister Alana grew up living above the Stanmore premises.

Keith explained: "I was impressed with Funeral Partners' work ethic, they were family-orientated and wanted the business to continue to serve our communities in the same way. It was an easy choice."

whputnam.co.uk



Long-serving Funeral Director Tom Joyce who worked with Keith Putnam for many years

■ Ashdown Funeral Service, Kent

Formed in Sidcup in 1995 by Edward and Rachel Micallef, Ashdown Funeral Service opened a second funeral home in Belvedere in 1999.

With more than 50 years' experience in the funeral profession between them, Edward and Rachel built a strong reputation in their local communities.

Rachel said: "We're happy to be part of Funeral Partners as it's important the business continues to look after families the way we have."

ashdownfuneralservices.co.uk

■ Richard Lloyd Funeral Services, Reading

Dr Richard Lloyd established Richard Lloyd Funeral Services in 2006 and it was originally run by long-serving Funeral Director Colin Bennell.

Richard explained: "I've always felt this is a special type of business - we have taken tremendous pride in being able to provide a caring personal service to local families."

Once he decided to sell, Funeral Partners stood out as the company most able to continue the service the firm had built up. "That came over from the first meeting with Funeral Partners," Richard said. "They were head and shoulders above other companies and held the same core values we had."

richardlloydfuneralservices.co.uk



Dr Richard Lloyd (right) with CEO Sam Kershaw



Your reputation is our reputation

“ Deciding to sell was a carefully thought through decision as we wanted to make sure that it was right for the business, staff and the communities we serve.

*James Blenkiron,
John Blenkiron & Sons* ”

For an informal, confidential conversation call:

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Paul Hawkes on **07814 931578** or email:
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Find out more at:
corporate.funeralpartners.co.uk

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