



### **Electronics firm rocks on thanks to Harlands**

SOME of the world's biggest rock bands can continue to wow fans thanks to funding secured with help from a North East accountancy firm.

County Durham-based financial experts Harlands assisted several clients in preparing successful Regional Growth Fund (RGF) applications.

One of those companies was BLS Electronics, of Stanley, which makes transformers for amplifiers used by top rock bands The Foo Fighters, Kings of Leon and Blur.

The £75,000 investment means that the family-owned business can press ahead with expansion plans at its premises on the Morrison Industrial Estate in Annfield Plain.

Glyn Davison, Managing Director of Harlands Accountants, said: "We are delighted that we have been able to help secure significant investment for some of our high growth customers. Harlands is always about making our clients more profitable as well as helping to manage their financial affairs.

"The RGF investment for BLS Electronics came at exactly the right time, with the business enjoying record orders and looking to extend its premises and bring in additional staff."

Harlands, which restructured earlier this year following a management buy-out, employs 27 staff at its headquarters in Consett and from an office at Newcastle Quayside. It was named Independent Firm of the Year in the 2009 North East Accountancy Awards and has approximately 1,200 clients on its books.

The firm places a strong emphasis on increasing the net worth of its clients and BLS Electronics fell into that category when it put together a joint bid to the RGF as part of the North Durham Engineering Forum.

BLS, which celebrates its 40<sup>th</sup> anniversary in 2013, manufactures electronic transformers for a wide variety of uses including sheep shearing machines, beer pipe cleaning equipment, PAT testing equipment and guitar amplifiers.

Managing director Fran Williams said: “Harlands has changed the world for us and have worked extremely hard to unlock the potential of our business. They have been amazing mentors, they always have the time for us, are willing to listen and help us to get on the right track.

“We really enjoy working with the team at Harlands and can see the relationship continuing for a long time into the future.”

Glyn added: “Things are looking really exciting for BLS and we will work with them to make sure they make the most out of this opportunity for many years to come.”