

The Business Money review of all-asset financiers

The lucky 13

If our sixth all-asset finance conference in April was our best ever, there was a note of sadness in that Landsbanki was not with us. We live in hope for a management buy-out of the rump of the book but, as our friends at Cattles have painfully demonstrated, these things take time.

Our all-asset finance review takes the form of a guide but we always have a little

fun by inviting the participants to name their favourite professional firms in four categories. Each lender must nominate up to three in each category, we aggregate the answers, and a league table of the names mentioned is drawn up.

Of the 13 ABL participants, 10 of them took part.

There is always a massive ego, or two, or three, somewhat bruised by this little exercise at the end of our review.

I would remind those telephoning me enquiring why they were not top of the league that not enough ABLs mentioned your name, that we are scrupulous with our application of the rules and that the votes are cast under a mantle of strict confidentiality, by those that you, repeat you, try to deal with.

If your names do not come readily to the minds of those nominating professional friends in our survey, maybe it is at yourselves you should look.

A firm of lawyers recently expected **Business Money** to run a series of articles written by one of its partners but made it clear it would not be spending any money. The firm concerned has a fee income of 83 times our annual turnover and my response, including a full reproduction of its financial performance derived from *The Lawyer*, suggested that to approach me with a begging bowl to secure what is pure advertising, was, to say the least, undignified. Nor will I buy the old "letter to the editor" con either.

It costs money to produce and distribute 100 pages of technically reinforced, quality, colour pages across the world, to over 55 countries, each month. The firm will never be named, I have great regard for one its partners who had no part in the no-spend philosophy, but our charity budget is fully committed.



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Editor

Preferred lawyers:	
1=	DLA
1=	Hammonds
3=	Denton Wilde Sapt
3=	Wragge & Co
Preferred valuers:	
1	Edward Symmons
2	Hilco
3	GoIndustry
Preferred due diligence	
In a fiercely competitive heat it was impossible to divine a clear cut winner.	
Collect-out and administration	
1	MCR
2	PwC