

Recipe for relocation success: how one kitchen manufacturer optimises cashflow through asset disposal via BPI

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BPI Asset Disposal Solutions recently collaborated with a leading kitchen manufacturer as part of disposing all assets within a 30,000 sq ft facility.

Kitchen manufacturers often have to juggle tight deadlines and complex production lines, and that means holding sufficient stock and machinery profile to fulfil orders. But as technology advances, these assets age and business priorities change, meaning they need to find efficient ways to dispose of unwanted assets.

For some manufacturers, a move to larger or smaller premises presents an opportunity to re-look at assets within the business, and, where they are no longer required, dispose of them in order to generate much needed cashflow.

This was the case with one of the UK's leading kitchen manufacturers, in a project that illustrates how BPI's strategic asset disposal skills can help to streamline relocations and generate additional revenue for the KBB sector.

The client, known for their top-of-the-line cabinetry and high-end design, was looking for a new home for a significant amount of assets, including a huge range of kitchen cabinetry and components; high-quality raw timber used for cabinet frames and other elements; kitchen unit carcasses; extensive shelving and racking solutions; and additional tools, equipment, and miscellaneous items.

The manufacturer had a long-standing relationship with BPI, having relied on their expertise for over eight

years. This trust and proven track record made BPI the natural choice to spearhead the process of selling this substantial amount of assets.

BPI adopted a strategic approach to asset disposal that involved expert asset valuation. The BPI team meticulously evaluated each asset, considering its condition, functionality, and current market demand for kitchen components. This ensured fair pricing and maximised potential returns for the client.

Alongside this was targeted buyer outreach: This included online advertising, industry publications, and email marketing.

Finally, a streamlined auction process with cataloguing of the entire sale as well as conducting a well-organised and efficient online auction.

BPI's strategic approach yielded impressive results for the client. The entire contents of the 30,000 sq ft facility were successfully sold within the designated timeframe. This minimised disruption to the client's relocation schedule and enabled them to meet important project deadlines without any delays.

Richard Travis, Industrial Specialist at BPI, commented on the successful collaboration, highlighting the longstanding relationship between the two companies: "It's been a pleasure to work with this client over the past 8 years and we look forward to continuing the partnership. We were thrilled to support them with their latest asset disposal project and help them to clear their facility in preparation for a successful relocation."

By partnering with BPI Asset Disposal Solutions, companies can navigate complex asset disposal challenges with confidence. BPI's expertise ensures a seamless process, maximises returns, and frees clients up to focus on what they do best.

For more information on BPI Asset Disposal Solutions, please visit

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