

Successful asset disposal paves the way for business transformation

1 year ago



A well-established construction and joinery company, founded in 1980, recently decided to sell several pieces of machinery through asset disposal specialists as part of a planned business restructure.

The decision was fuelled by the company's need to create space following investment in newer, more efficient machinery as well as a requirement to generate additional capital that could be reinvested into the business.

Based in the West Midlands, the company has built a strong reputation for its expertise in bar and shopfitting, serving as the main contractor for clients involved in refurbishing and refitting their premises. With decades of industry experience, they have consistently delivered high-quality results tailored to clients' needs in the retail and hospitality sectors.

By collaborating with [BPI Asset Disposal Solutions](#), the company aimed to maximise the value of its assets, whilst facilitating a quick sale process.

Asset disposal solution

The management team at the construction and joinery company was made aware of BPI's asset disposal services following a recommendation from a business that provided a valuation for several of their machines. The dealer suggested BPI as a partner to help realise the true value of their assets.

Choosing asset disposal specialists over a dealer was a strategic move as BPI could market the assets to its existing customer database, which aligned with the company's goals of maximising returns. They also realised that working with BPI would result in quicker sale via its online platform, freeing up valuable

space, and facilitating business restructuring.

BPI swiftly provided a comprehensive valuation, cataloguing and photographing of over 80 lots of woodworking machinery, including a range of equipment such as:

- SCM Edgebander
- Wide Belt Sanders
- Panel Saw
- Spindle Moulders
- CNC Router
- Wadkin Planer Thicknesser
- Planer Moulder
- Surface Planer
- IMAS Dust Extraction Plant

To achieve a quick and effective sale with minimal disruption to operations, BPI proposed a transparent online auction solution that provides a seamless experience for potential buyers.

Following the sale, collections were efficiently managed over three days, ensuring a swift turnaround for site clearance and return to the vendor.

The asset sale results:

Over 60% of the lots were successfully sold in the auction, generating a total of £35,000, significantly exceeding the valuation provided by the dealer. The auction attracted 130 bidders, with the highest-performing lots being the heavy-duty spindle moulder, wide belt sander, side planer moulder, sliding table panel saw and a 3-axis CNC router.

By leveraging its extensive industry network and access to global buyers, BPI maximised the sale's visibility and attracted qualified buyers, ensuring the auction's success. With a combination of rapid customer service, targeted marketing, and a user-friendly online platform, BPI enables companies to manage asset disposal effectively while maximising their returns.

Partnering with the BPI team resulted in a quick turnaround for the construction and joinery company—from initial contact to final collection—in just 5 weeks.

A representative from the construction and joinery company said: "We are delighted with the outcome of the sale and felt that BPI provided us with a personalised service. They truly understood our needs and made the whole process very easy and straightforward. The additional funds are very welcome as we implement our business improvement."

Jamie Senior, Account Manager at BPI said: "We are delighted with the success of the auction, which

exceeded our client's expectations by achieving a final sale price significantly higher than the dealer's initial quote. This outcome demonstrates the effectiveness of our online auction in maximising asset value for our clients."

With BPI's expertise, businesses of all sizes can successfully achieve their objectives, whether they're undergoing a restructuring, navigating retirement, closing operations, or looking to generate capital.

For more information on BPI Asset Disposal Solutions, please visit: www.bpiauctions.com/assetdisposal/