

## Denby unveils Pottery Village plans



Denby revealed ambitious plans for its Derbyshire base in February. Proposals for the new Pottery Village scheme expand on the existing retail and tourist facilities alongside the historic Denby pottery. In addition, an 80 bedroom hotel, local village inn and an outdoor activity centre have been proposed.

The development team, led by HRPS – Hilco's property arm – has worked closely with local authorities and residents in preparing the scheme.

The famous Denby Visitor Centre currently attracts approximately 200,000 visitors per annum into the Amber Valley region and employs 95 people. The proposed expansion has the potential to create another

600 jobs at the Denby site.

Further afield, Denby continues its global expansion with the distribution of Denby and Burleigh product in the Far East where the 'Made in England' message is proving to be a strong selling point. Denby has already secured placements in seven provinces across China including the country's leading shopping centre, Shin Kong Place in Beijing.

Denby and Burleigh are also proving popular in South Korea with concessions in 20 major department stores and large repeat orders from the CJ O TV shopping channel whilst Denby has 30 points of distribution in Japan with a target of 50 by the end of 2012.

## HMV Canada scoops industry award... again!



HMV Canada was awarded the 2012 Canadian Music Retailer of the Year title in the Canadian Music and Broadcast Industry Awards in March. HMV trumped competitors Group Archambault and Sunrise Records to pick up the award for the 21<sup>st</sup> consecutive year.

Back in the stores, the promotional support of the Grammy awards provided a welcome boost to trade which, coupled with the continued success of the single price point promotional strategy, saw a 7.5% increase in like-for-like unit sales, together with an improvement in gross margin.

Meanwhile, the HMV Canada team has been extremely busy gearing up for the launch of its new digital music streaming and download services. With all major labels on board, the high profile services will take competitors such as Spotify, iTunes and Rdio head on in Canada's nascent digital audio market. The new services will be officially announced in May, going live on 4 June.

## Hilco Ireland completes sale of A-wear



Hilco Capital Ireland completed the sale of Irish young fashion retailer A-wear to Jesta Group in March,

preserving all 450 jobs.

Following its acquisition by Hilco in November, A-wear implemented a series of restructuring activities, including the streamlining of Head Office functions, the closure of the three loss making UK stores and the negotiation of substantially improved rental terms with the

vast majority of the company's landlords, returning the business to profitability.

A-wear also made significant progress in repaying historic liabilities to both landlords and the Revenue under Hilco's ownership, with over €3 million in payroll taxes and VAT having been paid.

## Oceans gears up for biggest ever season



Oceans kicked off the season for outdoor furniture with its biggest ever presence at the Ideal Home Show in March. Occupying a 5,000 sq ft stand (pictured above) in a prime location, Oceans dominated the show's Ideal Gardens hall, creating a buzz that left its competitors in the shade. The company's Sales Director, Clive Coules, comments that "the Ideal Home Show delivered a fantastic result. Becoming the largest

single exhibitor this year has seen a near 100% increase in sales orders placed at the show."

Oceans has also greatly increased its presence on

previous year's stores in Reading and Slough. Together with the pop ups, the company has ventured into retail concessions for the first time, opening departments in six House of Fraser stores in March, together with the UK's largest display of PE rattan furniture, occupying the entire fourth floor of Allders of Croydon.



Online, the company has linked up with market leading sofa retailer DFS which now sells Oceans' classic Oceana range on its website as part of the repositioning of the DFS brand.

Finally, Oceans has topped off an extremely busy first quarter with the announcement of an exclusive tie up with Beechdean Motorsport. Oceans will supply a selection of their luxurious garden and conservatory furniture to the hospitality area of the Beechdean team as they compete in this year's British GT Championship in the new Aston Martin V12 Vantage GT3.

the high street this year with the opening of eleven seasonal pop up stores across the South East (pictured), building on the success of the

## Pyramid excels at caravanning show



Caravanning and camping accessory specialist Pyramid Outdoor launched its new ranges for 2012 at the Motorhome, Caravan & Camping show at London's ExCeL centre in February.

Orders of Pyramid's hotly anticipated new awnings smashed forecasts, putting the brand in a strong position to grow throughout 2012.

## Park wins breakthrough defence order



contract to supply critical parts to the UK's land forces.

Park's work in the agricultural sector also continued to grow as the integration of the Morray business began to bear fruit. Morray, which was acquired by Park in July 2011, boasts a full order book with further expressions of interest in its fruit and vegetable packing technology being received from across the globe.

The turnaround of engineering firm Park Precision continued to gather momentum in the first quarter of 2011 with a substantial order from a leading UK defence contractor. The work was awarded in part due to Park's proven track record of turning around complex projects involving difficult supply chains with very short lead times. The Park team are optimistic that this breakthrough order will result in a long term

Park's management team are confident that the Morray brand will once again become a world leader in the delivery of packing solutions to a number of industries and is making significant investment in both people and design expertise to support Morray's development.



## Hilco Commercial acquires Scomark Engineering



Scomark, which was established in 1973 and operates from factories in Sheffield and Derby, specialises in the production of metal tubes for the petrochemical industry.

The company has a strong reputation globally for manufacturing equipment that operates at high temperatures and in highly corrosive environments, to the highest standards of quality and stringent levels of accuracy.

Hilco made a further investment in Britain's manufacturing sector in January with the acquisition of Scomark Engineering from French conglomerate AFE Cronite.

Scomark has a long history of innovation with numerous 'firsts' in the oil and gas industry, including the world's first bimetallic wellhead manifolds.

## Clipper makes a splash at London Boat Show



January saw Clipper Marine present three new boats to the UK market at the London Boat Show. The company, which holds the distribution rights to Azimut, Bavaria, Storm, Legend and Bryant Sports boats in the UK, used the event to launch the stunning new

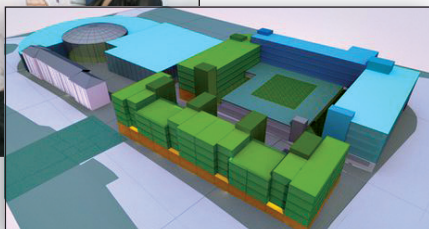
Bavaria 31 Sport (pictured) and the Bavaria 40 and Legend 33 cruisers.

The Clipper Marine team enjoyed a successful show, selling six high value boats and booking a number of customer demonstrations.

## Barry Island redevelopment approved



owned by Hilco Developments and Welsh entrepreneur Ian Rogers.



Following years of detailed negotiations, plans for the redevelopment of Barry Island Pleasure Park were approved by Vale of Glamorgan Council planners in January.

The amusement park, which gained new fame in recent times as a central location in BBC comedy Gavin and Stacey (pictured), is jointly

of Butlins Barry Island holiday camp in the late 1980s.

The £70 million redevelopment will see the 4.7 acre site turned into a mix of restaurants and cafes, a cinema, bowling alley and 124 apartments.

## Hello, Hallo, Hola!

*Newsletter* is now published in German and Spanish. If you would like to receive the German version, please email [stephen.bruening@hilcodeutschland.com](mailto:stephen.bruening@hilcodeutschland.com).

To receive the Spanish version, please contact [igor.delasota@hilcouk.com](mailto:igor.delasota@hilcouk.com).



# Newsletter

## MIG delivers Ideal results

Following a highly successful initial project for Ideal Heating which saw the boiler manufacturer smash sales forecasts more than twofold, MIG launched the second phase of its work for Ideal in January.

Installer Connect is a fully featured, digitally managed loyalty

programme that incentivises central heating engineers to use Ideal Heating products in their client installations.

MIG has developed the underlying technology platform so that it can be used within numerous B2B businesses and sectors.

## Twice2much on a roll



Twice2much kicked off the year with appointments to conduct Recovery Audits for two well known British institutions.

Greggs is the leading baked goods retailer in the UK, serving over 1 million customers a day from over 1,500 stores.

DFS is the UK's leading retailer of upholstered furniture with 85 stores nationwide and a substantial manufacturing arm.

## NEWS FROM ACROSS THE POND

**Hilco Industrial** completed successful machinery and equipment auctions for Chrysler, Western Digital, Seagate, Jabil, The Chicago Sun-Times newspaper and Ford Europe. Hilco also managed successful disposition assignments for three solar panel industry manufacturers – Evergreen Solar, Solyndra and Uni-Solar – and will hold an auction for Maricopa Solar in April.

**Hilco Acetec** helped Levi Strauss Mexico monetise assets in a distribution facility.

**Hilco Merchant Resources** has been busy providing store closing services for retailers including Zellers, the full line, mass merchandise division of Canada's Hudson Bay Company. HMR sold all inventory, fixtures and equipment in 51 English and French speaking locations across Canada.

**Hilco Real Estate** recently completed the sale of a portfolio of 43 properties to a private investing fund for Giordano's Pizza, a Chicago-based restaurant chain.

**Hilco Appraisal Services** recently appraised one of the largest camera retailers in the United States, encompassing over 250 locations. An appraisal was provided as well to one of the world's largest aluminium products manufacturers. Hilco valuation experts were called upon by the unsecured creditors' committee in the matter of Champion Homes to provide an enterprise value of the company and court testimony in a breach of contract case against the administrative agent.

**SD Retail Consulting** was recently retained by a 400+ store US apparel discounter to support their POS implementation by developing requirements, documenting all related SOPs, creating system test scripts and execution functional system testing. SD Retail also recently completed a multi-phased project for a US based national omnichannel retailer. Key activities of the engagement provided a thorough review of all processes and converted the documentation into a standardised operating platform. SD Retail facilitated critical change management sessions to lead the organization towards process alignment and sustainability. Finally, SD Retail just completed a store operations review of a national

US drug chain. Over \$50 million in opportunities were identified across store labour, inventory, transportation and other expenses. Many recommendations were made to streamline store tasks and allow more time for customer focus.

**Hilco Streambank** is marketing a portfolio of patents commercialised by Hallowell, developers of an all-climate, energy-efficient heating and cooling system heat pump that can effectively operate as the sole heating system for a building or dwelling to temperatures as low as -30 degrees Fahrenheit. Hilco Streambank has also launched a new initiative to monetise via auctions blocks of surplus IPv4 internet addresses.

**Hilco's** global expansion took a major step forward in recent months with the opening of offices in Singapore, Bangkok and Hong Kong. All three locations will initially focus on industrial asset disposition opportunities and appraisals, but will broaden their scope of operations into retail in the near term.

## Success assured for Twice2much

Twice2much Africa started the year with a major win in the South African life assurance sector with the appointment to perform recovery audits for industry giant Liberty Holdings.

Liberty is an African wealth management group based in Johannesburg, with interests in life and health insurance, asset

management and property development.

The group's principal operating business, Liberty Life, is the third largest life insurer in South Africa, whilst 100% subsidiary STANLIB is the second largest investment manager in South Africa and its largest unit trust (mutual fund) company.

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