

Newsletter

Q3 2015

Asia fuels growth at Denby

Sales at Denby Holdings, the ceramics conglomerate comprising Denby, Burleigh and Poole Pottery, continued to rise in the third quarter with strong demand for the group's British-made products around the world. Total group sales were up 5% year-on-year in spite of difficult trading conditions in the UK during August, thanks to export sales which were up 41% for the quarter. Sales to Asia have soared this year with unprecedented demand from South Korea in particular, while the company's US business has also seen positive growth.

Back at its Derbyshire base, Denby has created a new range with Saturday Kitchen star James Martin.



The 'Gastro by James Martin'

collection is the company's fourth collaborative range with the chef, this time taking inspiration from gastro pubs and the British food renaissance to produce a collection of fun and quirky presentation and serving pieces.

Tilley appoints former New Balance chief as President and CEO

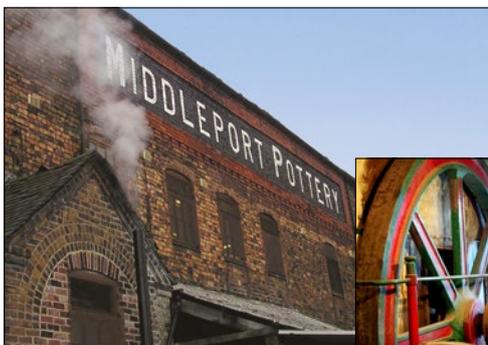


Canadian hat maker and travel clothing brand [Tilley Endurables](#) has announced that Andrew Prendergast will join the company as President and CEO in October.

Andrew joins Tilley from sports shoe and apparel brand, New Balance, where he was most recently Director of Merchandising for the Americas. Previously, he led the New Balance Canada business where he made significant gains in profitability and brand equity in addition to establishing the company's online platform.

With a career history that includes roles with Adidas, Salomon, Brooks, Airwalk and Wilson, and as a Board Director and Chair of the Canadian Sporting Goods Association, Andrew is perfectly placed to drive significant top and bottom line growth at Tilley.

Full steam ahead for Middleport engine



Hilco Capital stepped in to help a campaign to revive the [Victorian steam engine](#) (pictured) at Burleigh's Middleport Pottery home smash its fundraising target – more than two weeks ahead of schedule.

Hilco's donation enabled The Prince's Regeneration Trust to raise the remaining funds needed to restore the Pottery's William Boulton Steam Engine, a key feature of the original 1888 factory in Stoke-on-Trent.

The engine is the last surviving example of its kind still within its original setting. It was used to provide the power for most of the machinery throughout the factory, driving the production of Burleigh pottery from clay to cup, and will be restored to full working order. The initiative will also train 14 local people in professional conservation techniques.

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Becks honoured at 20th HMV FE



David Beckham (pictured with Hilco Capital CEO and HMV Chairman Paul McGowan) received the Legend of Football award at the HMV Football Extravaganza in September.

Now in its 20th year, the HMV FE brings together the great and the good from the worlds of football and music to raise money for charity Nordoff Robbins.

Poole scoops tourism award



[Poole Pottery](#) won the silver award in the Small Visitor Attraction category in this year's Dorset Tourism awards. Located on the quay at Poole, the pottery includes a working studio where visitors can watch Master Potter Alan White (pictured, top right) produce one-off designs.

Production up, costs down at Tilley

[Tilley Endurables'](#) Toronto hat factory achieved a 25% rise in output within just six weeks of the introduction of an operational turnaround programme. Hilco Capital's manufacturing specialists worked alongside Tilley's factory management team to devise an initial 90 day plan to uplift production performance and reduce operating costs.

A detailed mapping of every stage of the hat production process, which involves 41 steps, 23 pairs of hands and 15 pieces of fabric, identified five key improvement areas to reduce the 'cycle time' of each stage. Together with changes to the factory's product scheduling and the design, development and installation of a bespoke hat steaming unit, previous production bottlenecks were eliminated.



To date, the programme has delivered a 25% increase in factory output with an 8% reduction in manufacturing resources. Over \$600,000 of annualised cost savings have been achieved since the 90 day plan was initiated with further savings projected as the rollout progresses. Hilco's specialists have also trained and mentored the Tilley manufacturing team in structured continuous improvement techniques.

Making is the new baking



The UK's pottery capital, Stoke-on-Trent, hits the small screen in November as all things clay and glaze become flavour of the month. [The Great Pottery Throw Down](#), a new series from the team behind the The Great British Bake Off, will see aspiring potters compete to become Top Potter while presenter Sarah Cox is joined by renowned craft potters Kate Malone and Keith Brymer-Jones.

The series airs from 3rd November on BBC Two.

Burleigh recruits TV expert

Antiques Roadshow star Steven Moore (pictured) has joined the [Burgess & Leigh](#) team in the role of Creative Director. Well known to television viewers as a ceramics specialist



on the BBC's Antiques Roadshow, Steven brings his encyclopaedic knowledge of design as well as his infectious passion for ceramics to the brand.

Burleigh has also collaborated with ceramicist Kate Malone to produce a limited edition range which is available exclusively from [Fortnum & Mason](#). The range of mugs feature Malone's quirky illustrations and personal mottoes.

HMV UK reaches for the stars

James Bay kicked off this year's [HMV UK](#) store managers' conference with a rousing acoustic set. The singer has worked closely with HMV throughout 2015, leading up to the release of an HMV-exclusive edition of his platinum-selling debut album, *Chaos and the Calm*, in time for Christmas. The HMV edition incorporates live versions of tracks recorded during [Bay's hmvLive in-store appearances](#).



Live in-store performances form the cornerstone of HMV's marketing strategy and continued to increase in both volume and quality this year. Over 365 events have taken place around the UK over the past twelve months with artists as diverse as Rod Stewart, The Libertines, Foals, Weeknd (pictured), Killing Joke

and Seasick Steve performing live and meeting fans.

HMV UK continued to expand during the third quarter with new store openings in Workington, Warrington, Huddersfield and Telford. The company also relocated its Westfield London store to a new and improved unit within the centre.

Pure hits three million members



A PureHMV member meets Justin Hawkins

[PureHMV](#), HMV's award winning customer loyalty programme, reached three million members across the UK, Ireland and Canada in September.

The programme offers members priority access to hmvLive events (pictured), together with signed merchandise and contests to win once-in-a-lifetime experiences.

New Chapelle stores sparkle



Just four months after it was acquired by Hilco Capital, [Chapelle Jewellery](#) has rolled out a new store concept to two leading UK designer outlet centres. The company's shop at Bridgend Designer Outlet (pictured) in Wales was refurbished to introduce the new store design while the improvements at Braintree involved Chapelle relocating to a more prominent site within the same centre.

Sales flying at Clipper



[Clipper Marine](#) achieved record results at this year's Southampton Boat Show in September. Sales at the event, which included a fly past by the Red Arrows (pictured), included 28 new and six second hand boats with every model in Clipper's range selling.

As a result of sales from the show, Clipper Marine is now Bavaria's largest dealer outside Germany.

HMV Canada beats recession

[HMV Canada](#) continued to increase its share of the market for physical entertainment products in the third quarter, in spite of extremely challenging economic conditions.

The retailer also opened a new store in Toronto in September. Located in the city's Dufferin Mall, the store serves the city's west downtown area.

Hats off to Tilley's Pan Am medallist



Toronto hosted the XVII Pan American Games and Parapan Am Games over the summer and Tilley employee

Sandy Andrews, who has worked for the company for more than 25 years, was part of Canada's four

man Pan Am J/24 sailing team. The J/24 is an international one-design keelboat class comprising 12 races over seven days. Teams from Chile, Mexico, Brazil, Argentina, Canada and Peru qualified for the competition which took place at the Royal Canadian Yacht Club on Lake Ontario.

The Canadian team remained a strong contender throughout, briefly taking first place in the early rounds. However, the team from Argentina proved to be unstoppable in the end, taking

gold while the consistent Canadian team proudly took the silver medal.



Tilley's Sandy Andrews, third from right



Hilco Merchant Resources has acquired Deal Genius, a leading 'daily deals' ecommerce site. Deal Genius launched in 2004 and delivers daily deals on brand name home goods, apparel, consumer electronics and one of a kind merchandise.

Hilco Real Estate has been hired by The Great Atlantic & Pacific Tea Company, Inc. to provide real estate consulting services and to actively monetise the grocery chain's extensive real estate portfolio of approximately 300 properties across the US.

Hilco Industrial has launched a new, feature-rich online industrial auction platform. The new system includes a click-to-bid webcast component, enabling Hilco Industrial to conduct live auctions with easy-to-use online bidding.

Hilco Industrial Acquisitions has purchased extensive assets from Ford Werke GmbH, located at the former Ford Motor Company Vehicle operations site in Genk, Belgium. Asset sale events have begun and are scheduled to run through November 2015. The Ford Genk Body & Assembly facility occupies 140 acres and produced 14 million vehicles during its 50 years of operations.

Hilco Streambank has been retained to sell the festive santa.com domain and trademarks. Although an auction has yet to be scheduled, Hilco Streambank aims to complete a sale before Christmas. It is unclear whether bidders will be required to have been good all year.

Hilco staff go the extra mile for charity

A number of Hilco Capital employees ventured out of the office and into the great outdoors to raise funds for very worthy causes in September.

Sara Mumford and Inca Ross walked the Great Wall of China, raising over £17,000 for Children with Cancer. The five day, 70 mile trek saw the plucky pair complete over 20,000 steps a day, including some near-vertical ascents. Overall, the group of 80 people of which the Hilco team was part raised over £250,000.



Back in Blighty, Hugh Whitcomb, Chris Emmott and Matt Holt joined Deloitte's Dan Smith and Simon Mantle (pictured, right) to take part in the Deloitte Ride Across Britain. The team completed the 99 mile Bath to Ludlow stage, a route which saw them cross the Severn Bridge and cycle through the Forest of

Dean. The team's efforts helped the Deloitte Trust to raise over £2 million.

Hilco's cyclists also took part in the Prudential RideLondon-Surrey 100 in August. Chris Emmott and Matt Holt were participating for the second year running and were joined this year by Mark O'Neill.



The three Hilco team members cycled the full 100 miles from the Olympic Park, through Surrey and back to the Mall, raising a total of £6,000.