

## Retail: Business Recovery

Brasier Freeth work closely with a number of insolvency practitioners, financial institutions and solicitors as well as Directors of troubled retail companies. Our clients include BDO Stoy Haywood, Vantis, Baker Tilly and David Rubin & Partners.

The retail business recovery department of Brasier Freeth was established when their in-house client Baggage Centre Ltd ceased trading and was placed into Administration in 1996 with a total portfolio of 130 shops nationwide.

Brasier Freeth recognised that the Baggage Centre properties had substantial premium values and recommended to Vantis, who were the acting Administrators, to market the premises rather than disclaim all of the leasehold interests. Brasier Freeth's in depth knowledge of the retail market was rewarded with instructions to market the shops. Within 3 months Brasier Freeth were successful in disposing of the majority of the stores to retailers who they identified as being in the market. As a result a substantial premium value was raised that would otherwise not have been realised.

Following this success Brasier Freeth was appointed by Vantis on the Administration for Jeffrey Rogers ladies wear, which as a group had approximately 50 stores. Brasier Freeth quickly sold 30 of the stores individually and were involved in negotiating a contract for a management buyout for the other 20 stores.

Brasier Freeth have also worked with BDO Stoy Hayward on the Administration of Dewhurst Butchers. This initially appeared as a challenge as the shops were in secondary positions in small town centres, and major supermarkets were dominating this sector. However after 4 months of intense marketing Brasier Freeth successfully disposed of 75% of the stores mostly by targeting independent butchers, and achieved a premium value that exceeded the Bank's expectations.

The Brasier Freeth portfolio of clients continues to grow as a direct result of the advice given to retailers who may face the possibility of insolvency, or business restructuring. Banks and financial institutions who are looking for an update on their current property values, needing marketing reports or facilitating a disposal programme also benefit from the independent advice offered by Brasier Freeth.



Brasier Freeth provides practical and helpful advice and solutions to retailers, Banks and financial institutions.

**To see how Brasier Freeth can help your business please contact:**

Anthony Appleby  
T: 01923 205508  
anthony.appleby@brasierfreeth.com

Russell Jerrard  
T: 01923 205513  
russell.jerrard@brasierfreeth.com



RETAIL CASE STUDY  
**BUSINESS INSOLVENCY**

