

PROPERTY MANAGEMENT CASE STUDY
BENTLEY DESIGNS



Warehouse Acquisition for Bentley Designs

Bentley Designs is a Greenford based manufacturer and importer of high quality furniture stocked by the likes of John Lewis and Homebase. Brasier Freeth has acted for the company for a number of years advising on a number of warehouse properties.

In 2004, with a lease expiry on one of their larger warehouses approaching, Bentley Designs asked Brasier Freeth to consider the options available for a new facility (either freehold or leasehold) over an area encompassing the M40 corridor and the M25-M1/A41 corridor.



All options were considered, including land purchase, negotiation with existing Landlords (a major landowner in the target area) before the brief was narrowed down to a 60,000 sq ft facility within close proximity of the existing warehouse and HQ.

Brasier Freeth sourced a number of potential options and undertook preliminary negotiations with various landowners before the client selected the option of a new purpose built facility at Auriol Drive Greenford, a short distance from the existing property.

Negotiations were complicated due to the need to allow Bentley Designs to extricate themselves if the developer (Lothbury Property Unit Trust) failed to secure planning consent. Negotiation was also necessary to secure short term accommodation for the client when the construction programme overran and to enable the client to secure necessary enhancements to the warehouse and office specification.

Brasier Freeth also assisted in providing Building Surveying Consultancy personnel to monitor the construction throughout and the selection of contractors to fit out the offices and showroom.

Bentley Designs took delivery of the new facility in early 2008 at a highly competitive rental and with the benefit of a lengthy rent free period.

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

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