

Case Study

Sappi UK Ltd

Industrial Relocation Consultancy



The Client

- SAPPi UK Ltd a subsidiary of a South African paper company
- One of the largest coated fine paper producers in the world (world's largest producer of chemical cellulose (dissolving pulp)).
- Employs 16,000 people globally

The Project

- Won instruction ahead of several other large firms of surveyors
- Disposal of 16.75 acre (6.8 ha) paper mill and adjoining greenfield site

Key Benefits

- Achieved highest possible price in an unconditional disposal
- Optimum sale method employed
- Anticipation of issues
- Worked within Client's timescale

The Challenge

The Industrial Relocation Consultancy team, through our partnership with Oncor agents based in Europe and South Africa, were instructed to dispose of a disused paper mill in Nash Mills, Hemel Hempstead. The property comprised a main site of 12 acres and a 4.75 acre undeveloped site, classified as greenbelt. The main site was zoned for commercial use and due to previous use was contaminated and had buildings with asbestos within the buildings. Our clients planned to relocate to smaller distribution premises and so the sale had to be timed to tie in with operational requirements.

The Solution

Although the site was zoned for commercial, its location next to the Grand Union Canal and open countryside and its close proximity to both the M25/M1 motorways and rail links to Central London made it suitable for residential development. We instructed, on behalf of our clients, CgMs planning advisors to prepare a planning brief stressing its suitability to such a use.

After an extensive marketing campaign, employing the use of a bespoke Industrial Relocation Consultancy website, we negotiated a sale to the major housebuilder Crest Nicholson for a price well in excess of £20m.

Contact

Andrew Smith
Director
020 7544 2119
asmith@nbrealestate.co.uk