



Stourport-on-Severn Worcestershire

Case Study: Investment Sector

The Project

In 2005 Richborough Estates was contracted to promote an eight acre site comprising over 140,000 sq.ft. of industrial and office buildings, for residential development. The site was owned by a leading automotive plastics manufacturer, Collins & Aikman. The site was secured by Richborough Estates and its joint-venture partner Barberry Group via a sale and leaseback arrangement.

The Approach

- The site was actively promoted for residential development whilst the day to day operation of the tenant continued
- Public relations with Collins & Aikman staff and the local community were handled sensitively during the promotion campaign

The Result

- The site was sold to a residential developer in 2007



COLLINS & AIKMAN
AUTOMOTIVE UK LTD



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Key Benefits

- Favourable sale and leaseback arrangement
- Liquidity for the landowner
- New homes delivered in a sustainable location

