

# CASE STUDY



Pickfords

## Ramco's sustainable equipment disposal heats up for Cafe Spice Namaste

### Summary

Ramco has collaborated with one of the UK's largest storage and removals providers, Pickfords, to deliver sustainable and cost-effective disposal solutions to the UK arm of the Clinical Reference Laboratory.

### Tell me more

Established in the 17th century, Pickfords is believed to be one of the oldest functioning companies in the UK. Now with a portfolio of branches across the UK and Ireland, Pickfords provides a range of removals, logistics, and project management services to businesses and consumers.

In the summer of 2020, Pickfords was approached by US medical giant, the Clinical Reference Laboratory, to oversee an efficient clearance of its UK facility, based within the grounds of the Cambridge Science Park.

The facility was comprised predominantly of high-value scientific and medical equipment which needed to be removed as part of the complete site clearance. With a December 2020 deadline fast approaching, Pickfords enlisted the support of Ramco to coordinate the efficient decommissioning and resale of all assets.

Ramco liaised with the team at Pickfords and the Clinical Reference Laboratory, advising that removal for resale from Ramco's facility in Skegness would be the most efficient and value-retaining disposal option.

During pre-removal planning and walk-rounds on site, the project team agreed on which equipment would be suitable for resale and how the removal would be executed and organised the equipment in preparation for an efficient and harmonious collection process.

### The result

Applying the project team's expert knowledge of the decommissioning and surplus equipment resale markets, the Ramco team decommissioned and collected assets whilst seamlessly arranging a dedicated online auction. To maximise visibility and amplify interest from prospective buyers, the assets were marketed to a vast database of over 400,000 prospective buyers, including those specifically interested in scientific and laboratory equipment.

A total of 23 individual pieces of equipment were resold, providing the Clinical Reference Laboratory with a hassle-free, compliant, and sustainable solution. In addition to the environmental benefits, Ramco supported Pickfords in generating a sizeable and unexpected financial return for the Clinical Reference Laboratory.

Teddy Townsend, Ramco's business development manager said: "Working in close co-operation with Pickfords, we have been able to support the delivery of a fully managed removal, disposal and resale solution for Pickfords' client, the Clinical Reference Laboratory. Not only did this support Pickfords in meeting its site clearance deadline, but it also allowed the client to recover unexpected financial value from the surplus equipment."



"The advantage of partnering with Ramco meant we were able to offer our client a one-stop-shop from both a clearance and asset disposal perspective.

We believe that the post-Covid working environment will comprise of smaller offices, and therefore companies will need an environmentally sound disposal solution for their redundant furniture and assets. This is exactly what Pickfords and Ramco were able to achieve for the Clinical Reference Laboratory".

Anthony Weil, Pickfords Environment Services Manager



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