



## **Fully Integrated Disposals from the Hilditch Group**

### ***The Fully Integrated Disposal Service Explained.***

The Hilditch Group offer:

- Sale of any type of asset
- A range of services to compliment asset management and disposals using our unique database of medical equipment prices; available to you free
- Free valuations for sale, lease buy-back
- Residual value at 5, 7, 10 years
- Trade-in price comparison and guaranteed up front price match
- Advice on restrictive practices (how to maximise returns on your old equipment before you buy it)
- Free medical WEEE recycling
- Data cleansing of most types of equipment OR we source the cheapest service available to you
- Site clearance including waste disposal and recycling and site cleaning
- Engineering services (now part of NHS Framework Agreement) i.e. disconnection and decontamination, PPM and servicing.

### ***Medical Equipment***

The Hilditch Group sells everything you would expect to find in an operating theatre, ICU, neonatal etc. but also including fixed items such as theatre lights, scrub sinks etc.

Equipment is sold both online and in large traditional sales, all sales are available to our customers throughout the World through our bespoke online bidding system.

We sell over 1,500 items every month and are by far the largest reseller of medical equipment in Europe.



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### *Laboratory & Pathology*

The Hilditch Group hold specialist online sales of all types of Laboratory and Pathology equipment. This is a new market and we are the only asset managers offering a dedicated sale in Europe.

The Hilditch Group leads the way with innovative specialist sales allowing us to target specific markets. New markets need nurturing, potential buyers contacted and options for purchase presented to them. Using a combination of independent research, overseas Chamber of Commerce's, the UK DTI and Trade Link our marketing department actively search out opportunities and potential sale leads.

### *Nursing Home Equipment*

The Hilditch Group hold specialist online sales of everything for nursing homes and community care incl. hoists, range of beds, special care mattresses, commodes and other furniture, baths.

These sales are held every month.

From experience, we have learnt that whilst buyers from all over the world will attend our medical sales, it is hard to persuade a Nursing Home Manager to travel 50 miles down the road to buy equipment – so now all our Nursing Home sales are online.

### *Ambulance Equipment*

Unfortunately, NHS ambulances are generally stripped down and sold as chip wagons or mobile homes! However, the Hilditch Group sell all the equipment you would expect to find inside an ambulance, as well as decontamination tents, mobile generators, spill suits, masks etc.

We are working with a number of Ambulance Trusts to address the security concerns regarding the sale of fully kitted ambulances and hope, in the future, to be offering these for sale to our overseas clients and registered UK specialist private ambulance companies. We currently sell a range of vehicles for the NHS such as minibuses and mobile dental units.



### ***Radiology Equipment***

Single rooms or whole departments can be sold online. Often, hospitals miss out because they tend to trade-in equipment and sometimes overpay for old rooms to be removed.

The Hilditch Group can sell high value rooms – often for more than the trade-in price (we also offer the guaranteed upfront price match) and manufacturers will often offer you the same discounts even without the trade-in.

Low value items may sell, thus saving you disconnection and disposal costs; or we can provide very competitive prices for removal and disposal using our own contractors – often half the price of manufacturers’ engineers.

### ***Plant & Machinery***

Over the last 22 years the Hilditch Group have sold a huge range of Estates and Facilities equipment from generators and boilers, to grounds maintenance equipment and even a few mortuaries. We work closely with Estates when clearing sites.

Items like standby generators might be over 30 years old, however they are only started up occasionally and may have no more than a few hundred hours on the clock. As sites are rationalised and services contracted out, Estates are often left with a range of surplus equipment – all of which will have a value.

### ***Catering Equipment***

The Hilditch Group are the largest auctioneers of catering equipment in the UK with 2 sales every month. Our clients include the NHS, but also manufacturers selling ‘B’ stock, pub chains and corporate clients. We can clear entire kitchens or just individual items.

Occasionally, hospitals have actually bought equipment from us, such as manufacturer ‘B’ stock combi ovens – these may only have a few small dents but otherwise are fine.



### *Lost Property and Antiques*

Lost property can include anything – the Hilditch Group have even sold a set of golf clubs – however, it is usually items of gold and silver jewellery; often single earrings or broken bracelets. However, with the price of gold and silver very high, lost property is worth taking seriously – we sold £11,000 worth of items for a Midlands Trust. Occasionally, some very high value items are discovered.

Our lost property is carefully checked and metals tested and lotted accordingly. We also occasionally sell antiques for Trusts and have a number of experts we can call upon covering every aspect of fine art and antiques. It is surprising the number of Trusts sitting on high value antiques – donated perhaps by a Victorian philanthropist for the hospital's boardroom over a hundred years ago and now stored in some dusty cellar. Often old furniture is too large for modern offices.

### *Medical Engineering Services*

Now part of an NHS Framework Agreement, Hilditch Group engineers are able to provide condition reports, service and repair most types of equipment. The engineers spend a great deal of time assisting customers by providing technical advice, and help source manuals and spares. They can also offer a range of services to acute Trusts and PCT's. Helping customers and providing condition reports increases the prices that Trusts receive for their equipment as buyers can be more confident.

Our fully equipped workshops have the latest test equipment ; a buyer can purchase an item in our medical sale and we can service it for them the same day. We also offer PPM services to a number of GP Practices and private clinics.

### *Site Clearance*

The Hilditch Group have cleared more sites than any other contractors, and more importantly can provide excellent references from every single one of them – unlike our competitors. It is our attention to detail that means you can be assured even the largest site clearance will go without a hitch, on time and within budget.



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Every aspect of site clearance is provided; from identification and sale of assets, lease equipment management, rubbish disposal, clean through and decontamination.

### *Environmental*

The Hilditch Group are ISO:14001 accredited. Our salerooms are fitted with 18kva of photovoltaic cells, which provides enough energy to light our warehouse and we continually monitor our environmental performance.

Our WEEE recycling is monitored by the Environment Agency and all our paperwork is fully compliant.

By choosing an ISO:14001 compliant company, your hospital's Environment Manager can be assured that your waste is being properly handled and that we are keeping up to date with any new legislation. You use us because it's our responsibility to conform to the minefield of regulations!

### *Amalthea Trust*

Approx. 6% of the profits from the Hilditch Group are donated to the Amalthea Trust, a charity we established to provide medical engineering training in Africa. We are now in our second year of running a 2 year diploma course for medical technicians in partnership with Kyambogo University, Kampala; and in December 2012, 14 technicians will qualify. The diploma course we have developed is causing a great deal of interest with other Universities in Eastern Africa. Trauma is the biggest killer in Africa and whilst there is plenty of equipment donated to hospitals there is not the expertise to maintain it, incubators don't work and theatres are closed.

We actively encourage and pay for NHS engineers to visit Africa and help teach the engineering modules. If your hospital has an overseas project, you can also benefit from assistance from the Amalthea Trust; whether it is help sourcing test equipment, course notes, or advice – talk to our Project Manager, Martin Worster.



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### *Conclusion*

Your Trust manages a multi-million pound budget – which will generate redundant equipment – our aim is to help you to manage the disposal of that equipment to maximise financial advantage to your Trust.

When selling valuable assets you don't want a cheap service, you want the best advice, the best service and the best results.

The Hilditch Group may not be the cheapest, but we provide a proven, reliable, transparent service achieving the best prices, paying promptly with fully itemised accounts and excellent record keeping. We established the market in the UK and we have developed it to the advanced state it is in today. We are continuing to develop it – looking for new buyers and new markets across the world.

For further information contact us on +44 (0) 1666 822577 or email [sales@hilditchgroup.com](mailto:sales@hilditchgroup.com).