

## WELCOME

Whittle Jones manages the commercial and industrial portfolio on behalf of Northern Trust Company Limited, which comprises a portfolio in excess of 8 million sq ft. The portfolio consists of industrial workshop and warehouse units together with office buildings, suites and business parks with sizes ranging from 150 sq ft - 90,000 sq ft. These are managed by Whittle Jones offices at Chorley, covering the North West and Scotland; at Newcastle covering the North East; at Wakefield covering Yorkshire; and at Birmingham covering the Midlands.

Dedicated to assisting new and existing businesses expand and relocate where possible in the portfolio; the last 12 months have seen a number of significant occupiers joining the portfolio. In addition to showcasing a selection of these, this newsletter also details advice on winter tips for your premises and small business rates relief.

## KEY LETTINGS FOR AIRPORT INDUSTRIAL ESTATE & LINDEN PARK

A hat trick of lettings has been secured at the Airport Industrial Estate, Newcastle with Premier Meats taking a 5,446 sq ft unit, national company Screwfix Direct Ltd has leased Unit 21, and Howden Joinery has taken over 12,000 sq ft of space on the estate.

Mark Whittaker of Premier Meats commented on the opening of their new premises, which includes an ancillary retail section and a concept kitchen where they can demonstrate their products to both trade and public customers "The premises at Airport Industrial Estate are our second Centre of Meat Excellence. Open 7 days a week our new unit has been fitted out with a state of the art kitchen and we are planning to provide a number of cooking demonstrations over the coming months."

Louise Elliot, Senior Management Surveyor at Whittle Jones North East added "The 202,720 sq ft Airport industrial Estate is an ideal location with a wide range of units available on flexible terms. We are delighted to have secured the recent lettings to Premier Meats, Screwfix Direct and Howdens Joinery."

A brace of lettings was also secured at Linden Park, Consett with Plumbing Trade Supplies (PTS) and Whitefield Distribution Ltd moving into Units 3D and 3E respectively. Linden Park comprises a high quality industrial estate providing a total of 58,379 sq ft of industrial/warehouse accommodation set within the established Number One Industrial Estate.

Whitefield Distribution Ltd are a leading family run Parcel Delivery Courier in the North West and South East of England, with the new depot at Linden Park adding to their expansion plans within the North East. Dayne Smith, National Fleet/Operations Manager at Whitefield Distribution commented "The depot is in a prime location to service the whole of the North East England including Newcastle, Northumberland,



North Tyneside, South Tyneside, Gateshead, Durham, Hartlepool and Sunderland."

Barry Nelson, Regional Property Manager at Whittle Jones added "Lettings at Linden Park got off to a great start in 2011 with PTS and Whitefield Distribution taking a combined total of 7,349 sq ft, resulting in 11 of the 14 units now being let. The new tenants have joined the likes of Howdens Joinery, 1759 Signs, Chris Cousin Interiors and Spartan Performance on the estate and importantly new jobs have been created in the area."

Linden Park occupies an ideal location fronting onto Werdohl Way on the Number One Industrial Estate and which is located just 9 miles from the A1(M).

**For further information on Linden Park or Airport Industrial Estate visit the dedicated websites at [www.numberoneindustrialestate.co.uk](http://www.numberoneindustrialestate.co.uk) and [www.airportindustrialestate.co.uk](http://www.airportindustrialestate.co.uk) or call 0191 221 1999.**

## WJ Goes Social

facebook

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Whittle Jones has recently launched its new blog on the Whittle Jones website which can be viewed at [www.whittlejones.com/blog](http://www.whittlejones.com/blog).

We have also joined the social media network with dedicated pages on Facebook & Twitter. Please feel free to visit our pages for up to date news and information.

# HOT TIPS FOR COLD SNAPS

Last winter was one of the toughest on record, so we thought we'd provide some useful tips and guidance.

Frozen and burst pipes – if pipes become frozen water flow will be reduced or stop completely. This is the time when pipes are most likely to burst.

## Top tips to prevent burst pipes:

- Frozen pipes can cause major disruption to your business. By protecting all exposed pipework, cisterns, tanks, taps and water meters in unheated areas with waterproof foam lagging or insulation this can drastically reduce the chances of your pipes freezing and bursting.
- Fix dripping taps – a gentle trickle of water can freeze and completely block the drainpipe.
- If the premises will be empty for long periods make sure the central heating is left on 24 hours a day at around 15 C, with windows and doors closed.
- If there is an extended period of un-occupancy i.e. more than 14 days, the mains stopcock in the building should be turned off and the water system should be drained completely.

## What to do if pipes freeze:

- Turn off the water supply at the main stopcock.
- Turn up the heating to a minimum of 20 C and ensure any left trap hatch is wide open.



In freezing conditions, if the heating fails or makes strange noises then it could be that the heating pipes are freezing. If so, turn off the boiler and call a plumber.

## What to do if a pipe bursts:

- Turn off the water supply at the mains stopcock. If the burst pipe is from a storage tank, the tank stop valve should also be turned off.
- Turn on the cold tap in the washrooms and kitchen, etc. as this will drain the tanks as quickly as possible.
- Turn off the central heating and any water heaters and remove or protect any items that will be affected by a burst pipe.
- If water starts to seep through the ceiling collect it in buckets. If the ceiling begins to bulge, pierce through the plaster with a wooden broom handle or wooden stick.

Of course prevention is always better than cure.



## GEMINI DESIGNS LOOK TO THE STARS

Gemini Design Upholstery has expanded their business premises at Long Lane Trading Estate. The furniture design and re-upholsterer now occupies 1,915 sq ft of space on the popular estate. Boasting over 20 years' experience Gemini Designs offer handcrafted sofas and upholstery with a bespoke service and designs.

Richard Stuart, Regional Property Manager at the Midlands office commented "We are delighted we were able to accommodate Gemini Designs in their business expansion plans. With the addition of the new glass shop frontages, the estate now benefits from potential trade counter and retail uses."

Long Lane Trading Estate comprises 20 purpose built industrial units arranged in 3 blocks, ranging in size from 930 to 1,985 sq ft. The estate benefits from excellent communication links with easy access to Junction 2 of the M5 motorway. **For further details please call the Midlands office on 0121 523 2929.**

## REBIKE CUMBRIA LTD MOVE INTO CLAY FLATTS

A Cumbrian Social Enterprise scheme which helps people gain skills and qualifications to get into work has expanded into Workington. Bicycle recycling and serving company Rebike have opened a branch at Clay Flatts Industrial Estate. Clay Flatts is Workington's primary industrial and trade retail location with other occupiers including Howden Joinery, the Plumb Center and Hewden Hire Centres. The units are designed with small businesses in mind and allow maximum utilisation of workspace. **For further details please call the North West office on 01257 238666.**

## Jigsaw finds their missing piece at Genesis Centre!

**Jigsaw Finance Limited has moved into the prestigious office development at Genesis Centre, Stoke. The company, who are providers of specialist motor finance, have leased 3 suites at Genesis Centre for 30 people on a 3 year deal.**

Claire Kelsall, Internal Business Manager at Jigsaw Finance, said "We were attracted to Genesis Centre with its easy access for staff and clients, fixed costs, amenities, fantastic meeting and conferencing facilities, free car parking and the break out areas for staff to have time out away from their desks.

Our working environment has also changed significantly as we are now all in one space which gives a far greater team ethos. It allows the business to move forward and continue being successful."

Home to over 30 businesses employing over 220 people, this latest letting at Genesis Centre means the modern office complex is now over 50% let with circa 17,000 sq ft of space occupied out of the 32,638 sq ft scheme.

Genesis Centre provides fully serviced office space available as a single 'hot desk' or flexible suites ranging from those suitable for 2 persons (177 sq ft) up to 25 persons (1,838 sq ft). Offering an unrivalled business solution for start up and SME businesses, within a well-connected inspiring new building, the Centre has a range of products and services to support all types of business including leading edge telecoms and high speed broadband internet connection.

Diane Joynson, Business Centre Manager at Whittle Jones added "The team at Genesis Centre have really enjoyed working with Jigsaw to identify the right space for them and working with our business partners to bring forward the phone and broadband package that is leading edge, offering Jigsaw's business a real competitive advantage. We now look forward to working with them in the future as they grow to identify further space for them to meet their business aims."



Occupiers at Genesis benefit from a managed reception and visitor welcome, as well as fully equipped and air conditioned meeting and conference facilities, on-site car parking and 24 hour CCTV and access control system. The dedicated break out areas on each floor provide a more informal meeting area and these are located in the central core to encourage interaction between businesses and individuals within the centre to stimulate growth.

### Meeting Booking Service

**Genesis Centre provides the ultimate solution for small and large meetings, training days, presentations and conferences, providing unrivalled facilities in North Staffordshire. Whittle Jones occupiers can take advantage of the reduced rate of up to 50% off the standard prices.**

**For further information about Genesis Centre please visit the website [www.genesis-centre.com](http://www.genesis-centre.com) or contact the Centre Team on 01782 366000.**

## NORTHERN TRUST CONTINUES TO EXPAND

Northern Trust has secured the acquisition of Octagon Business Park in Cannock, adding 15,793 sq ft to the portfolio. Octagon Business Park is a modern multi-let industrial estate, situated in a high profile location fronting onto the A34 Walsall Road with close proximity to the Orbital Plaza traffic island in Cannock. The estate comprises six units arranged as a single terrace in addition to Octagon House.



Earlier in the year, Northern Trust also announced the expansion of their portfolio in Scotland, with a c 16,000 sq ft acquisition at Houston Industrial Estate, Livingston. The industrial / workshop estate covering 11 units ranging in size from 1,391 sq ft up to 2,966 sq ft bolsters the commercial portfolio in Scotland to c50,000 sq ft.

In addition, Northern Trust are also planning to start work on the first phase of their £7.5 million 80,000 sq ft new industrial/workshop development in St Helens. With the assistance of ERDF funding, Northern Trust plan to develop out the site in 3 phases, the first of which will incorporate 30,677 sq ft of new high quality workspace units ranging from 535 sq ft up to 3,779 sq ft.

## SMALL BUSINESS RATE RELIEF

**The Chancellor has announced an extension, for a further year, of increased Small Business Rate Relief. This temporary increase in the level of small business rate relief is to be extended until 1 October 2012.**

The Scheme is funded by the unphased Small Business Relief Supplement which is payable by medium and large businesses and by ratepayer occupiers or owners of premises with a Rateable Value of over £17,999 (£25,499 in London).

The extension of this temporary relief for a further year until 1 October 2012 means that eligible small businesses occupying properties with rateable values up to £6,000 will continue to pay no business rates for another year from 1 October 2011 and those occupying properties with rateable values between £6,000 and £12,000 will benefit from relief on a sliding percentage scale from 100% at rateable value £6,000 to 0% at rateable value £12,000.

Businesses occupying more than one property are eligible for relief only if their 'main' property has an RV under £12,000 and all their other properties are under RV £2,600 and the aggregate of all premises occupied is under £18,000 (under £25,500 in London) - but note that the relief applies to the main property only.

This is welcome news for small businesses. Rate demands for 2011/12 have however already been sent out and for small businesses eligible for this extra relief these demands will be wrong. It is therefore important for small businesses and others to check their 2011/12 demands and ensure they are corrected if necessary.

Please confirm this information for yourselves on the Business Link web site [www.businesslink.gov.uk](http://www.businesslink.gov.uk)

## Welcome To The Team

Tom Riding has recently joined the Whittle Jones North West team as Management & Lettings Surveyor. Tom will be covering the Merseyside, Greater Manchester and Cheshire area; whilst Simon Walmsley will be transferred to cover the Lancashire and Cumbria locations.

Sarah Lodge has also been promoted to Management Surveyor in the Yorkshire region, having been with the company for almost 5 years; whilst Steven Porter, formerly of the Yorkshire office, has moved to the Newcastle office to cover the County Durham and Teeside regions.

Congratulations also go to Katie Johnson and Michelle Kay, from the North West office, who have both graduated.

## Local Inventor moves in at Hornsea Bridge

**An East Yorkshire inventor, who took the design world by storm with his efforts to make gardening accessible to all, has leased a unit on the Hornsea Bridge Industrial Estate following a growth of his business.**

Robin Rose's first creation to hit the market was the Sticklebag – a complete growing kit comprising of collapsible canes and compressed peat-free compost block, which enabled gardeners to grow fruit, vegetables or flowers in the smallest of spaces.

Robin is now making handcrafted furniture from his new business premises at Hornsea Bridge Industrial Estate which has a prominent position fronting onto the B1242 between Hornsea Town Centre and Hornsea Freepoint Shopping Village. **For further details please contact the Yorkshire office on 01924 282 020.**

**£250**  
**INTRODUCTION**  
**INCENTIVE**

Any occupier referring a new customer to Whittle Jones will receive a **£250 introduction incentive** on completion of the new lease or tenancy agreement.

**Introduce a new occupier, speak to the team today!**

North West 01257 238666  
Yorkshire 01924 282 020

North East 0191 221 1999  
Midlands 0121 523 2929

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# SILVERLINK WELCOMES ALIZONNE (NORTH EAST) LIMITED

**Alizonne (North East) Limited, operating out of the Silverlink Clinic, is a modern, spacious, private, specialist clinic, dedicated to providing the revolutionary Alizonne Contour Shaping Reduction Therapy and a wide range of anti-aging, cosmetic medical, skin and facial rejuvenation treatments, right in the heart of North East England.**

Alizonne has moved into Units 1 & 2 at Silverlink Business Park on a 6 year deal. The modern office development is situated on the fringe of Silverlink Retail Park in Wallsend near Newcastle. The office park provides an attractive landscaped courtyard setting with on-site car parking.



Chris Matthews, Director at Alizonne (North East) Ltd commented "From our purpose designed Silverlink Clinic we are delighted to be able to offer the Alizonne Contour Shaping Weight Reduction Therapy from these new, exclusive, modern, spacious and stylish premises, which we have had custom designed and refurbished to a very high specification at Number 1 Silverlink Business Park.

Here, we provide the highest possible level of professional care and personal service in the delivery of all our treatments including the uniquely effective Alizonne Therapy for the challenge of excessive weight and poor body shape.

We are delighted to be able to offer this unique and remarkable therapy and a wide range of other cosmetic medical treatments in the heart of the North East of England."

Alizonne have been joined on the estate by Whittle Jones North East, who have recently moved into Unit 9 on the scheme from their premises in Newcastle City Centre. Silverlink Business Park, Wallsend is located to the north of Silverlink Retail Park, and immediately south of Cobalt Business Park. This location provides direct access to the A19 and A1058 coast road and Newcastle City Centre is approximately 7 miles to the west of the estate. **For further details please contact the Whittle Jones North East office on 0191 221 1999.**



**Director Chris Matthews is testament to the therapy – Before & After**

## SYCAMORE COURT HAS FRENCH CONNECTION

**Aures Technology Ltd has recently been welcomed to the 46,000 sq ft Sycamore Court estate. The French company has leased Unit 2 totalling 7,890 sq ft on the Manor Park scheme in Runcorn on a 5 year deal.**

Founded in 1989 the Aures Group designs and manufactures complete ranges of point of sale terminals (EPOS equipment) and related products which are marketed under the POSLIGNE brand. Aures UK is one of the Group's three subsidiaries will service the UK from its new premises in Runcorn.

Dean Challinor, UK Sales Manager at Aures said about their move "We had been in the process of searching for suitable office and warehousing premises to continue with our business expansion for some time. Sycamore Court fits our requirements perfectly due to location – ideal for the motorway networks, and the increase in office and stock holding capabilities, all enabling Aures to continue to service our clients to the highest level."

Sycamore Court comprises a high quality industrial development situated on the flagship Manor Park estate which covers 300 acres between Warrington and Runcorn.

Katie Johnson, Assistant Surveyor at Whittle Jones North West commented "We are delighted to have secured the letting of an acclaimed international company such as Aures Technologies Ltd at Sycamore Court. The location, high quality accommodation and flexible terms have provided the ideal incentive for Aures Technology to relocate to the estate and continue their UK portfolio expansion."

Dean Challinor added "We were extremely impressed with the complete service Whittle Jones gave during the whole process, making it as painless a process as possible."

Benefiting from landscaped boulevards and low level density of buildings, Sycamore Court is located off Warrington Road in the heart of Manor Park, adjacent to the A558 Daresbury Expressway, which in turn provides access to Junction 11 of the M56. **For further information please call the North West office on 01257 238666.**

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## YORKSHIRE OFFICE MOVES TO NEW HOME

Whittle Jones Yorkshire has moved from their base in Leeds city centre at Lisbon Square to the new office suite at 1, The Gateway, Wakefield; which has the added advantage of ample parking for visitors, with easy access from J40 of the M1. Whittle Jones Yorkshire was founded in 1994, following Northern Trust's portfolio expansion in the area, and today the regional office manages and runs more than 750,000 sq ft of industrial/trade and office accommodation in over 30 locations throughout the Yorkshire region.

## Midlands Celebrate 10 years

The Whittle Jones Midlands office has celebrated its 10 year anniversary. The Midlands region was founded in 2001 and now covers circa 1.4 million sq ft in the West Midlands, Worcestershire, Cambridgeshire, Northamptonshire, Staffordshire, Leicestershire, and Derbyshire. The region has recently expanded with the recent acquisition of Octagon Business Park in Cannock.



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Managing property portfolio on behalf of Northern Trust



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