

## APOLLO ENERGY TO ASSIST OCCUPIERS WITH UTILITY COSTS



With the latest announcement of rising rates from the energy companies; Landlords Northern Trust has announced that it has joined up with utility management consultants, Apollo Energy to provide a range of utility management services for its occupiers.

Apollo Energy are already utility management consultants to Whittle Jones, managing agents acting on behalf of Northern Trust; and their service covers contract procurement, through to the installation of smart meters and supply capacity reduction. The company is dedicated to providing a 'one-stop shop' service to businesses and organisations.

A spokesperson on behalf of Northern Trust commented "With the ever increasing energy costs we are pleased to be teaming up with Apollo Energy to provide our occupiers with the same utility brokerage service that we receive."

Apollo Energy are leading energy brokers within the commercial energy sector. Since 2001, the company has helped a wide range of businesses across various sectors to rationalise their approach towards utility management; delivering efficiency and cost reduction.

A spokesperson at Apollo Energy commented: "We are delighted to be working alongside Northern Trust and Whittle Jones to offer their customers our full range of utility management services. We look forward to assisting more businesses when it comes to saving on utilities and energy efficiency."

For more details on the services offered by Apollo Energy please visit [www.apolloenergy.co.uk](http://www.apolloenergy.co.uk) or the Whittle Jones customer offer section of the website at [http://www.whittlejones.com/customer\\_area/customer-offers](http://www.whittlejones.com/customer_area/customer-offers)

## EARLS COURT LANDS ANOTHER OCCUPIER

Acting on behalf of Northern Trust, Ryden and joint agent DM Hall have secured K-Land Solutions as the latest tenant at Earls Court, Earls Gate Business Park, Grangemouth.

The firm, which specialises in providing safe, sustainable and cost effective solutions for contaminated land and groundwater remediation, has taken a first floor suite in Building 6 extending to 1,510 sq ft.

This is K-Land Solutions' first office in Scotland and they join existing tenant Barony Housing at Earls Court. Peter l'Anson, partner at Ryden, commented on the letting "We are pleased to have secured such a well-established firm as K-Land Solutions at Earls Court. The estate is the perfect location for the company's first Scottish office, being only a short distance from Falkirk, Grangemouth and the M9 motorway."

Earls Court forms part of the larger Earls Gate Business Park, conveniently located for the M9 motorway. The development will provide a range of office accommodation from single suites of 855 sq ft to 'own front door' pavilion buildings of 5,091 sq ft.

For further information visit the dedicated website at [www.earls-court-grangemouth.co.uk](http://www.earls-court-grangemouth.co.uk) or call 0131 220 4844.

## Crown Letting at Martland Park Secured

With over 30 years' experience Crown Direct, the leading distributor of coin-operated gaming and amusement products in the UK has completed the letting of a c.20,600 sq ft unit on Martland Park in Wigan. Crown Direct offers an extensive selection of the most exciting and innovative products available, with their Robot Football recently featuring on The Gadget Show.

Dean Harding, Managing Director at Crown Direct said "Our new premises are situated in an ideal location within the established Martland Park Industrial Estate in Wigan. Our decision to relocate was simple, and the Whittle Jones team helped to make our move effortless."

For more details please call Whittle Jones on 01257 238666.



# Property Focus



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Office Locations

[www.whittlejones.com](http://www.whittlejones.com)

Issue 12 - Property Update

## WHITTLE JONES SPONSORS LOCAL RUGBY TEAM



Whittle Jones are delighted to sponsor Leyland Warriors Rugby Club. The company has donated funds to supply the club with six team kits for players aged 8 to 15 years.

Phil Roberts of Leyland Warriors commented "We would like to express our gratitude to Whittle Jones for their sponsorship, which has enabled us to provide our youth and junior teams with not just one but six new playing kits. In the current economic climate, this is an incredibly generous donation. Leyland Warriors has seen tremendous growth in player numbers recently and a major issue this brings is providing kits for new teams. Thanks to Whittle Jones, the club can continue to develop without any such concerns for several seasons to come."

## WELCOME TO THE TEAM

Andrew Rands has recently joined the Whittle Jones North West team as Management & Lettings Surveyor. Andrew will be covering Merseyside, Greater Manchester and Cheshire; whilst Tom Riding formerly of the North West office has transferred to the Whittle Jones Yorkshire region.

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## WHITTLE JONES WEBSITE - CUSTOMER AREA

Whittle Jones has launched a new section of its website, which is dedicated to our customers. The customer area welcomes new occupiers to the portfolio and showcases customer offers and benefits. For more details please visit the website at [www.whittlejones.com](http://www.whittlejones.com)

**£250**  
INTRODUCTION  
INCENTIVE

Introduce a new occupier,  
speak to the team today!

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

North West 01257 238666 North East 0191 221 1999  
Yorkshire 01924 282 020 Midlands 0121 523 2929  
Scotland 0131 220 4844

## WELCOME

We are pleased to report that the last 12 months has seen a significant number of occupiers join the portfolio. Furthermore, our dedication has successfully assisted new and existing businesses expand and relocate, where possible within the portfolio.

This issue of our newsletter sets out to showcase a selection of positive news stories from our occupiers as well as detailing our partnerships with Apollo Energy Utility Management Consultants, (a 'one-stop shop' service, for saving on utilities and maximising energy efficiency) and tax tips from leading accountancy practice KPMG.

## INNOVATE @ WHITTLE JONES

Whittle Jones has recently launched a series of Innovate offices which have been refurbished to provide a range of smaller suites from as little as 2 persons upwards. The Innovate branded offices incorporate an all-inclusive pricing structure, delivering the ideal solution for start-up and small businesses looking for high quality office premises.

The Innovate offices have been launched at Silverlink Business Park, Wallsend, The Gateway, Wakefield and more recently Conway House at Ackhurst Business Park, Chorley. Further Innovate offices are scheduled for completion at Earls Court, Grangemouth, Number One @ The Beehive, Blackburn and Balfour Court, Leyland.

## Bluebird flies into Silverlink Business Park

Whittle Jones North East has completed the first letting at their Innovate @ Silverlink Business Park offices, with the letting to Bluebird Care (North Tyneside) who have moved into Suite 9C on the Business Park.

Julie McLellan - Director of Bluebird Care (North Tyneside) said "We are a high quality home care provider offering bespoke care packages to customers in their own homes. Innovate @ Silverlink was an obvious choice for the location of our office as it is very central with excellent transport and road links. The standard of the accommodation is exceptional and Whittle Jones have been extremely helpful and professional at all times. I would highly recommend Innovate to any business looking for new premises".



Steve Brown welcomes Julie McLellan

The Innovate @ Silverlink suites range from as little as 2 persons (175 sq ft) upwards and are available on a flexible basis at an affordable rate. Charges for gas, water, electricity, maintenance and cleaning are all included in one monthly bill; enabling occupiers to concentrate on running their business, not the property.

Steve Brown, Director & Regional Property Manager at Whittle Jones North East added "The Innovate offices at Silverlink are a new and exciting range of small offices designed for those small and expanding businesses that only need a small office presence; or established businesses requiring a satellite regional office. The office suites have been finished to a very high standard, and we are delighted to welcome our first occupier."

For more details please call the North East office on 0191 221 1999 or email [northeast@whittlejones.co.uk](mailto:northeast@whittlejones.co.uk)

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Managing property portfolio on behalf of Northern Trust



**NORTHERN TRUST**  
INVESTMENT | DEVELOPMENT | REGENERATION





From left to right: Mike Grindrod, Director at Northern Trust; Bob Hepworth, Director of Urban Regeneration, Housing & Culture at St Helens Council; Councillor Marie Rimmer, Leader of the Council at St Helens Council; Norman Williams, local ERDF; Tom Parkinson, Director at Northern Trust.

## FIRST PHASE OF GERARDS PARK OFFICIALLY LAUNCHED

The first phase of the new industrial/workshop development, Gerards Park, St Helens has officially launched.

The 30,878 sq ft scheme, located off College Street was formally unveiled at a breakfast reception on the 15th November when Northern Trust welcomed local dignitaries, council representatives, and members of the business community to the new development.

John Marrow, Regional Property Manager at Whittle Jones North West commented "Gerards Park is already proving popular and with a number of lettings already completed we are confident Gerards Park will prove a huge success. The development offers an excellent product in a first class location, suitable for new and existing businesses looking to start up, expand or relocate to the St Helens area."

With the assistance of European Regional Development Fund money, Northern Trust plans to develop out the site in three phases. The first phase of which comprises of 21 units split into three blocks with sizes ranging from 537 sq ft up to 3,789 sq ft. Units over 1,000 sq ft also include a fully fitted office. Concrete service yards will provide adequate circulation and loading facilities and there is ample car parking and quality landscaping around the scheme. The development has achieved a BREEAM rating of excellent.

St Helens Council Leader Marie Rimmer said: "This is a key site en route into the town centre. The development brings this derelict site back into use and is a very welcomed addition to our business offer. The site remediation will also bring forward a further 3 acres for the future phased development, and initial plans include the provision of a c30,000 sq ft modern office building which could be available on a pre-let basis."

Gerards Park is located half a mile from the town centre on the main arterial route between the town centre and the A580 (East Lancashire Road).

Sir Howard Bernstein, Vice Chair of the North West European Regional Development Fund Local Management Committee added "This is an important project for the local economy which the North West European Regional Development Fund programme is pleased to have supported. Gerards Park will provide a major boost to the area, creating local jobs and supporting local businesses and the completion of this initial phase of the work is a key step along the way."

For more information please visit the dedicated website at [www.gerardspark.co.uk](http://www.gerardspark.co.uk) or call Whittle Jones North West on 01257 238666.

## THE GATEWAY WELCOMES NEW INNOVATE OCCUPIERS

Whittle Jones Yorkshire has welcomed 2 new occupiers to their Innovate @ The Gateway offices. The Innovate offices form part of the larger Gateway office park in Wakefield and provide a range of smaller suites from just 2 persons upwards.

Go Media, who specialise in web design, graphic design, search engine optimisation, ecommerce, email marketing and much more have moved into Suite 1C; whilst Techmonkeys Ltd, Yorkshire based IT support and solutions provider completed the letting of Suite 1B.

Paul Norton, Managing Director at Go Media commented "We are delighted to have settled into our new offices at The Gateway. The additional high specification space is the first step in our expansion plans and gives us a fantastic facility to work in and for our clients to visit. The location is ideal for the motorway network and we are only 15 minutes to Leeds City Centre."

Techmonkeys Darren McCabe added "Here at Techmonkeys our primary role is to be responsible for all things IT, taking away the stresses and hassles of day to day IT support while maintaining a vigilant watch over systems around the clock and resolving issues before they occur. The Innovate offices at The Gateway are perfect for our business needs; providing a modern working environment with excellent transport links. The team at Whittle Jones helped to make our move as easy and stress free as possible."

Following the success of the first phase of the Innovate @ The Gateway offices, Whittle Jones have announced a second phase of the smaller refurbished office suites. The Gateway office park is ideally located at the entrance to Silkwood Park, a 102 acre mixed-use development site. Fronting the A638 main Wakefield/Dewsbury Road, the estate is immediately adjacent to Junction 40 of the M1 Motorway, with Wakefield City Centre two miles to the west and Leeds only a 15 minute drive away.

For more information on The Gateway and the Innovate office suites visit the dedicated website at [www.thegateway-wakefield.co.uk](http://www.thegateway-wakefield.co.uk) or call 01924 282020.



## New Year Tips From KPMG! Planning Opportunities Which May Reduce Your Tax Bill

### Employer pension contributions

**Issue:** Tax relief for employer pension contributions is only available on a paid basis. No tax relief is available for accrued costs until they are paid.

**Action:** Make sure all employer pension contributions are paid before the financial year end.

### Accelerating capital expenditure

**Issue:** Tax relief for capital expenditure is only available when incurred, broadly when there is an unconditional obligation to pay.

**Action:** If you are planning to invest in capital expenditure in early 2013 it may be worth bringing this forward in order obtain tax relief (where applicable) in 2012. Currently an annual investment allowance is available to companies, giving 100% tax relief on up to £25,000 of capital expenditure on plant, furniture, computer equipment, etc.

If you are looking at green technology, it should be noted that 100% tax relief is available in respect of certain items of energy or water saving plant or machinery. For further information and a detailed listing of what qualifies, visit <http://etl.decc.gov.uk/>

### General vs specific provisions

**Issue:** Tax relief for specific provisions is available on an accruals basis. Tax relief for general provisions is only available as they are utilised.

**Action:** Consider the recoverability of debtors and the valuation of stock and provide for irrecoverable amounts on a specific basis. Wherever possible, avoid making provisions that represent a general estimate eg. 25% of stock.

The above examples can only be viewed as a general guide and should not be relied upon without consulting a qualified advisor. Contact details: Rebecca Gleave, 01772 473612, [rebecca.gleave@kpmg.co.uk](mailto:rebecca.gleave@kpmg.co.uk)

## LEYLAND TRADING ESTATE STEPS BACK TO THE 1950S

Businesses and customers visiting the Leyland Trading Estate in Wellingborough can take a step back in time to the 1950s by visiting an American style diner on the site.

AJ's Diner is a family owned and run business situated within the Nene Valley Motorcycle Centre at Unit 141. It opens at 08:00 every day and serves a range of hot and cold drinks, and American inspired food including 100% pure beef burgers cooked stateside style, chicken burgers and hot dogs. The Diner boasts authentically dressed waitresses providing a full table service and American desserts such as Key Lime Pie, Banoffee Pie and Pancakes.

Bill Hunt, proprietor of AJ's Diner, said: "The concept of the diner came from my love of the 1950's, America, motorcycles and rock and roll. My family has a long history in the restaurant trade and the name is derived from, and in honour of my parents who opened the first family restaurant 'AJ's Diner' in Aberdare in the late 1980's."

AJ's Diner is ranked as Wellingborough's No 1 eatery on TripAdvisor and is open until 17:00 every day, trading until 22:00 on Friday and Saturday evenings. There also is a garden and patio area, free juke box and Wi-Fi.

Leyland Trading Estate covers 233,000 sq ft and provides a range of modern industrial premises and is easily accessible via the A45 and M1.

For further information please call 0121 523 2929 or visit the dedicated website at [www.leylandtradingestate-wellingborough.co.uk](http://www.leylandtradingestate-wellingborough.co.uk)

## HYDROFIT FZE INTERNATIONAL JOINS MAPLE WAY

Hydrofit FZE International Ltd has moved into Unit 1 at Maple Way Industrial Estate in Newton Aycliffe on a 3 year deal.

Specialising in hydraulics, Hydrofit FZE International Ltd are part of the Hydrofit Group, which is based in Dubai and has engineering companies throughout the Middle East. Hydrofit has been recognized as a leading engineering company in the Middle East for more than two decades and have a huge range of hydraulic cylinders which are made in their state of the art factories together with complete systems and power units.

Tony Kay, Managing Director at Hydrofit FZE International said "Hydrofit FZE International has been established as a strategic expansion of the group and to support customers in the UK. The UK Company has technical expertise to supply complete hydraulic systems utilising the substantial resources of the Group. Maple Way is in an ideal location and customers will have access to group products as well as representation of a selection of products specifically for the UK market at the premises."

Located within Aycliffe Industrial Estate, Maple Way occupies a strategic location and comprises a high quality industrial estate providing a total of 71,681 sq ft in individual units ranging from 4,986 sq ft to 16,336 sq ft.

For further information please call 0191 221 1999 or email [northeast@whittlejones.co.uk](mailto:northeast@whittlejones.co.uk)

## FLOOR FACTORY SHOWROOM OPENS AT DERBY TRADING ESTATE

Whittle Jones has announced completion of a letting to Floor Factory at their 52,000 sq ft Derby Trading Estate, in Derby.

Boasting over 5 years' experience, the family run company who supply a wide range of flooring at extremely competitive prices have moved into Unit 6 on the estate, and opened a large showroom which is open to both the public and trade. The 2,456 sq ft letting was completed on a 3 year deal.

Floor Factory offers a full range of floor covering samples, a vast array of carpet and vinyl roll ends, as well as a wide range of solid and engineered wood in stock and laminate. The company also supply, fit and assist in the design of Karndean designer flooring; in addition to offering a low cost professional fitting service, with access to numerous fully trained fitters.

Bronya Barlow of Floor Factory commented "Derby Trading Estate provided the ideal solution for our business requirements and allowed the space to open a modern showroom with warehousing facilities for our stock. The Whittle Jones team were extremely helpful in ensuring our move to the premises was dealt with effectively and efficiently, and hassle free. For more information on products you can visit our website at [www.floor-factory.co.uk](http://www.floor-factory.co.uk)."

Derby Trading Estate is located in a prominent position on Stores Road adjacent to Sir Frank Whittle Road (A61). The estate comprises of 26 light industrial/trade counter units to let in sizes from 1,700 sq ft up to 2,523 sq ft, and benefits from excellent communication links with direct access to the A52 dual carriageway, leading to Junction 25 of the M1.

For more information please visit the dedicated website at [www.derbytradingestate.co.uk](http://www.derbytradingestate.co.uk) or call 0121 523 2929.