

WELCOME

Over the last 12 months we have continued to see strong demand for both our industrial and office accommodation across all 5 regions of our portfolio. We are committed to supporting SME expansion and relocation and we are delighted to showcase a selection of our new occupiers as well as existing company's expansion. We have also covered a range of customer tips, including updates to the small business rates relief, which we hope you will find useful. Don't forget you can also connect with us on Twitter and Facebook.



TRADING PLACES AT LEECHMERE INDUSTRIAL ESTATE

Leechmere Industrial Estate in Sunderland is an established trade counter location with longstanding trade occupiers including City Electrical Factors, Crown Paints, Eyre & Elliston and Beacon Electrical and it has been further boosted with the recent addition of Screwfix Direct, Ultimate Trade Frames, HTS and Eurocell Building Plastics Ltd.

With the estate fast becoming the place to be for trade operators, the decision was made to refurbish Block 7 by creating two 3,400 sq ft units with loading facilities and separate trade counter entrances. The units are located in a fenced compound with generous car parking in a prominent position on Leechmere Industrial Estate, fronting Carrmere Road.



“There is a huge amount of work in Sunderland and surrounding areas so opening the branch gives customers much better access to our entire product range,” said Phil Christie, Eurocell Regional Manager – North East. The branch is close to associated suppliers and is conveniently located, about two miles south of Sunderland city centre and less than a mile from the new Southern Radial Route which provides direct access to the A19 and the city centre.

Louise Elliot, Senior Management Surveyor at Whittle Jones North East commented “The configuration of this block enabled a trade counter layout which attracted Eurocell Building Plastics who moved into one of the units in Block 7 on a 5 year lease agreement.”



The new branch of Eurocell features a showroom with a large trade counter area and stocks a range of products. Taking the total number of branches to 141, this is the third Eurocell branch in the Tyne-Tees region. Eurocell is the UK's leading manufacturer, distributor and recycler of PVC-U window, door, conservatory and roofline systems.

For further details please contact Whittle Jones North East on 0191 221 1999 or via email at northeast@whittlejones.co.uk

BUSINESSES FLOCK TO ACKHURST PARK


Ackhurst Business Park, in Chorley has recently enjoyed a spate of lettings resulting in the estate being over 95% occupied.





The Business Park provides a range of modern self-contained office accommodation from single suites of just 3 persons (250 sq ft) to own front door pavilion style buildings up to 4,525 sq ft. Situated only 1 mile from Chorley town centre, the business park offers excellent local amenities as well as good transport links.



Over 30,000 sq ft of space has been let in less than 12 months, and new occupiers on site include Parametric Technology (UK) Ltd, building services group TClarke, Medical Connections, Foster Care Associates, along with Handelsbanken and Story Homes.

 **Story Homes**, founded in 1987 has a long and successful reputation of building high quality and high specification homes. Steve Errington, CEO of Story Homes said “The new office in Chorley will give us a strong base to use as we grow our North West business and it is perfectly located to attract high quality recruits to join the Story Homes team.”

 **Handelsbanken** is one of Sweden’s leading banks. Andrew Pearson, Branch Manager commented on their move to Ackhurst Business Park “Once the decision to open Handelsbanken Chorley was made, it was vital that the Bank was able to secure a branch location which would be able to support its long term plans in the area. Ackhurst Business Park was the stand out choice providing immediate modern accommodation and ample car parking for our customers.”

 **Medical Connections**, specialise in promoting blue-chip companies across the UK, and due to their continued growth have expanded on the estate. Karen Nelson said “Due to rapid growth we found the need to move into bigger premises. With a team of 6 Project Managers, Admin staff and a dedicated design studio we needed a space which would meet all of our needs.

For more details you can visit the dedicated website at www.ackhurstbusinesspark.co.uk or please call the North West office on 01257 238666 or email northwest@whittlejones.co.uk

£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.

Scotland	0131 220 4844	North East	0191 221 1999
North West	01257 238 666	Yorkshire	01924 282 020
Midlands	0121 523 2929		

Industrial & Office Accommodation To Let

HEALTHY DEMAND FOR MORPETH OFFICES



Telford Court is situated on Loansdean, adjoining the entrance to County Hall, in Morpeth. Following a tasteful refurbishment by Whittle Jones to modernise the internal specification, the estate is now fully let with some excellent new occupiers. Already boasting an impressive tenant list, (including NFU Mutual Insurance Society Ltd, Johnnie Johnson Housing Trust and Pearson Driving Assessments Ltd), lettings have been completed with Wm Coulthard Ltd, Johnston Publishing Ltd and Mental Health Matters (“MHM”).

🌐 Johnston Publishing Ltd (part of Johnston Press PLC) which produces the Morpeth Herald as well as other local newspapers, moved into 3 units comprising 2,808 sq ft on a 10 year lease.

🌐 More recently, MHM signed a 5 year lease on 4 units totalling 2,660 sq ft to provide an admin base and counselling rooms to service mental healthcare in south east Northumberland. Gillian Dobson, Director of Corporate Resources at MHM commented “Our site at Telford Court provides high quality and cost effective facilities from which to manage county-wide psychological therapies on behalf of NHS Northumberland Clinical Commissioning Group.”



Stephen Brown, Regional Property Director for Whittle Jones North East added “The quality of the premises we have been able to provide at Telford Court has been well received and this is evidenced by the high calibre of tenants attracted to the development.”



For further details please contact Whittle Jones North East on 0191 221 1999 or email northeast@whittlejones.co.uk

BLACK COUNTRY CHAMBER EXHIBITION 2015

Whittle Jones Midlands attended the Black Country Chamber annual exhibition, which took place on the 17th September at Wolverhampton Racecourse and attracted over 400 delegates. The next exhibition will take place on the 29th of September 2016. For more details on the event please visit www.blackcountrychamber.co.uk



Premises available in over 200 locations throughout England & Scotland

FLAME EXPANDS WITHIN PORTFOLIO



North East trade supplies firm Flame Heating Spares, who were already occupiers on Rekendyke Industrial Estate in South Shields, took a further unit on Riverside Road Industrial Estate in Sunderland as part of their continued expansion plans which now includes four outlets.



John Savage, the firm's Managing Director commented "Each of our branches not only aim to provide excellent, same day service to our customers, but also create local jobs. We also ensure that the branches are run by people who know the industry in their area and take an ownership stake in the site they lead, which helps to drive business and service levels. With our new apprentices and the new driver at Team Valley already on board it is an exciting time for myself and the Flame team".

For further details please contact Whittle Jones North East on 0191 221 1999 or via email at northeast@whittlejones.co.uk.

ANOTHER LETTING AT EARLS COURT

John Pell Pipeline moved into the first floor office suite at Building 5 Earls Court in Grangemouth, near Falkirk, on a 5 year lease agreement.



Earls Court offers a range of office space with suites from as little as 2 persons (373 sq ft) upwards available on flexible terms under the Innovate brand to larger accommodation of 3,672 sq ft. Earls Court forms part of the well-established Earls Gate Business Park which benefits from excellent transport links. The scheme is well located offering direct access to Falkirk and Junctions 5/6 of the M9 are within a short distance. For more details you can visit the dedicated website at www.earlscourt-grangemouth.co.uk or please call Whittle Jones Scotland on 0131 220 4844 or email scotland@whittlejones.co.uk.

WHITTLE JONES ADD NEW ESTATES TO THE PORTFOLIO

Northern Trust has recently purchased the multi-let industrial estates, Wulfric Square in Peterborough; and Golborne Enterprise Park near Wigan.

Wulfric Square extends to 41,370 sq ft in 30 industrial units ranging in size from 625 sq ft up to 3,630 sq ft.

Wulfric Square will be managed by the Whittle Jones Midlands team and for further information you can contact them on 0121 523 2929 or email midlands@whittlejones.co.uk.

Golborne Enterprise Park comprises of 44,170 sq ft of modern mixed use units. The estate offers traditional high quality, self contained industrial buildings to the front of the estate from 4,105 sq ft to 8,210 sq ft. The rear of the site provides self-contained office / business units from 1,000 sq ft up to 5,384 sq ft.

The estate will be managed by Whittle Jones North West and for more information you can contact them on 01257 238666 or email northwest@whittlejones.co.uk.



ELDER COURT, BLACKBURN FINDS THE GIFT OF LOVE



LoveMyGifts.co.uk has leased a 4,500 sq ft hybrid unit at the popular Elder Court development at Shadsworth Business Park, Blackburn on a 5 year agreement.



Anthony Payne, LoveMyGifts.co.uk Managing Director commented "As we have grown quickly in the past two years, the move to Elder Court has been ideal for us. LoveMyGifts.co.uk has now expanded into gifts and cards for all occasions, from Birthdays to Weddings and Christenings to Anniversaries. With an ever growing website full of new gift ideas being added every week, we are looking forward to a very busy year! Our new unit is conveniently located just

off the M65 motorway and gives us the space to expand further as we continue to grow the business and add more world class brands to our website."

John Marrow, Regional Property Manager at Whittle Jones added "The estate covers 46,563 sq ft and provides a wide range of individual property solutions to meet the needs of the modern occupier. LoveMyGifts.co.uk have been a pleasure to work with on their move to their new unit and I am thrilled to welcome them to Elder Court. **For more details please call the North West office on 01257 238666 or email northwest@whittlejones.co.uk**



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CUSTOMER TIPS

GAS & ELECTRIC SUPPLIES

As soon as you have taken on one of our units ensure you register the gas and electric supplies to ensure that you do not fall victim to extortionate out of contract prices, some of which can be 10 times contract rates. Also be sure that each month you read your meters and ensure you spend a few minutes ringing them through to the utility company each month.

SMALL BUSINESS RATES RELIEF

The Government has recently announced their extension to the small business rates relief scheme until 31st March 2017 enabling qualifying businesses to receive up to 100% relief on payment of business rates under certain qualifying criteria.

Contact your local council to apply for small business rate relief.

Further details on the Small Business Rates Relief can be found on the Government website at: www.voa.gov.uk/corporate/index.html

WHITTLE JONES CUSTOMER AREA

Don't forget to visit the dedicated Whittle Jones Customer Area of the website, where you will find information of any special offers which have been negotiated exclusively for our occupiers. You can also download the latest Newsletter, Occupiers Handbook and there is an FAQ section.

www.whittlejones.com/customer_area/

SOCIAL MEDIA IN BUSINESS

Social media has opened up a whole new world for marketers, who are now able to communicate with peers, customers and potential customers in ways that would never have previously been imaginable let alone possible. Whether you use it as a tool to create personality behind your brand, to create relationships that you may otherwise never gain or to monitor what's happening in your wider market, the potential is infinite. But there are also challenges, risks and barriers to negotiate. Here are a few tips:

- **Choose the right platform** – there are hundreds of social media platforms, which means there are many options beyond Facebook, Google, Twitter and Instagram. Take the time to see which platforms are best for your business and limit them to 5 maximum.
- **Use analytics** – there are hundreds of tools to analyse your social media campaign successes and failures. Use them.
- **Post timely** – know the best days and times to post for your industry and demographics. For many businesses, this is Monday – Friday at around 10am and 4pm.
- **Build a relationship** – don't just preach at your audience, engage them, get them involved and always promptly reply to outreach.
- **Use images** – People are becoming more attracted to images such as infographics or easily digestible videos.

OFFICE LOCATIONS

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