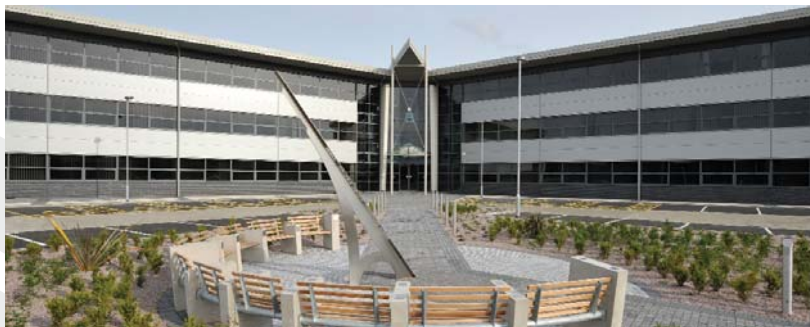


GENESIS CENTRE HAS GOT THE X FACTOR



Industry Music Group, the artist booking agency who represents stars from ITV's X Factor and Britain's Got Talent shows, has moved into an 8 person office suite within the 33,000 sq ft Genesis Centre, Stoke on Trent. The highly successful agency has leased suite G11 in the state of the art serviced office centre, part of North Staffs Business Park.

Two previous lettings at the Centre included IGLOOS Ltd, who have moved into suite G06, and Couch Consulting Engineers who have leased suite G07.

Richard Suart, Regional Property Manager at Whittle Jones, managing agents, commented "It is pleasing to see that Genesis Centre is attracting companies of the quality of the Industry Music Group to its ever growing list of dynamic companies based at the Centre. The quality, location and friendly business atmosphere offers companies the surroundings to grow their business. Added to this is a range of offices from 2 persons upwards and flexible agreements which enable companies to take further space as they expand - this a formula that is proving very popular."

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.

MEETING BOOKING SERVICE

Genesis Centre is 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 details please visit www.genesis-centre.com or contact the Centre Team on 01782 366000. Alternatively contact the joint agents Daniel & Hulme (01782 213344), Louis Taylor (01782 260222), or Whittle Jones Midlands (0121 523 2929).

INTRODUCTION

Operating from four regional offices, Whittle Jones Chartered Surveyors manages a portfolio in excess of 8 million sq ft consisting of industrial and commercial properties, on behalf of Northern Trust Company Limited. Dedicated to assisting new and existing businesses expand and relocate where possible in the portfolio, Whittle Jones can meet a variety of occupational requirements on flexible terms to suit and offer a fast and efficient service from professional management teams.

The last 12 months has seen a number of significant occupier success stories and Whittle Jones is pleased to be able to showcase a selection of these; as well as provide some useful information for Small and Medium Enterprises.

North Staffs Business Park Success



North Staffs Business Park is now over 80% occupied, following a hat trick of lettings recently completed. Tritech Engineering and Paul Greasley have moved into Units 8 and 10 respectively, each measuring 1,099 sq ft.

Other companies in occupation on the business park include Rondol Technology Limited who occupy over 8,000 sq ft, DJ Ventures Ltd, Boon Boats Ltd and Carter Electrical Services Limited.

Darren Reeves of Carter Electrical commented on their move "With over 8 years of experience and a 16 strong person team, we are in the process of expanding our company nationally with school work, hospital and high residence as well as offering a full services package, if required. The newly built premises at North Staffs Business Park have provided the perfect location, with good access, for us to grow our business from; and the flexible easy-in, easy-out agreements were a major factor in our decision to relocate."

North Staffs Business Park, totalling 28,000 sq ft in 17 units, is strategically located on the junction of Chatterley Road and Reginald Mitchell Way. Forming part of the £8.5 million investment at Chatterley Valley, including Genesis Centre, the park is conveniently situated adjacent to the A500 dual carriageway.

For further information, please visit the dedicated website at www.northstaffsbusinesspark.co.uk or contact one of the joint agents: **Daniel & Hulme (01782 213344)**, **Louis Taylor (01782 260222)**, or **Whittle Jones Midlands (0121 523 2929)**.

INCREASE IN LEVEL OF SMALL BUSINESS RATE RELIEF

This is important news that could benefit your business. The Government is introducing a temporary increase in the level of Small Business Rate Relief (SBRR) available to eligible businesses.

The Chancellor of the Exchequer announced that the Government will temporarily increase the level of SBRR so that eligible ratepayers will pay no rates on properties with rateable values up to £6,000, with a tapered relief of between 100% and 0% for properties with rateable values between £6,001 and £12,000. The new levels of relief will be available for 12 months from 1 October 2010 to 30 September 2011.

The Government is making this change to the SBRR scheme to provide help with the fixed costs of starting and running a small business as the economy starts growing again.

If you think that you meet the criteria, but have not submitted a claim for small business rate relief, you should contact your local authority to see if you are entitled to support.

For more details please go to www.communities.gov.uk/documents/localgovernment/pdf/1517622.pdf

Oscar Win!

Oscars Café has moved into the Jewellery Business Centre, Birmingham on a 3 year tenancy agreement.

The café venture is the first for Oscars, who also own a gourmet steakhouse in Sutton Coldfield. Rebecca Hamilton, Oscars' Café Manager commented "The café is a totally new concept to anything that is out there at the moment – customers will be wowed by our unique menu. We believe we can make a real difference within Birmingham and the immediate areas and I must say Whittle Jones have been great to partner in this project."

Jewellery Business Centre is situated in the heart of Birmingham's Jewellery Quarter, just one mile from the City Centre. With over 50 businesses in the Centre alone, there is already an abundance of customers, providing an ideal start for Oscars first café venture.

Dawn Webster, Lettings Manager for Whittle Jones, managing agents, acting on behalf of landlords, Northern Trust, added "We are delighted that Oscars has taken over the café at Jewellery Business Centre offering a mouth watering selection of food and drink. We were looking for an innovative brand to join us and

believe we have found this in Oscars. We wish them every success."

The Centre, provides over 33,000 sq ft of secure space, offering 24 hour access to tenants. There is on site car parking with plenty of additional parking nearby.

For further information please contact **Whittle Jones (0121 523 2929)** or visit the centres' dedicated website for further details at www.jewellerybusinesscentre.co.uk



Full House at Grange Court



Grange Court, Earls Gate Business Park is now fully let following recent lettings which has included Ceetak, who have taken unit 4, Mulberry Web unit 5, NRL unit 7, and Colas Rail unit 8. Unit 9 has also been let to Inspectorate International Ltd. All deals were completed with a minimum term of 3 years.

Grange Court, comprising of 9 industrial/workshop units, forms part of Northern Trust's first new build scheme in Scotland. Earls Gate Business Park is split into Grange Court, which covers 16,545 sq ft of industrial space and Earls Court, which totals 18,320 sq ft of office accommodation.

The Earls Court offices are being developed in two phases, with phase one providing a range of high quality pavilion style offices with individual suites available from 855 sq ft and office buildings up to 5,091 sq ft. When fully completed, the scheme will represent an £8 million investment by Northern Trust in the Grangemouth/Falkirk area. The acquisition from KemFine UK Ltd, comprises c. 4.5 acres of their prestigious 30 acre business park.

Commenting on the recent lettings at Grange Court, Peter Frazer of DTZ, joint agents on the scheme, said "Even in the most difficult market conditions we have experienced, the success at Grange Court is testament that for the right product at the right price, there are good levels of demand."

Mungo Ingleby of Ryden also added "As anticipated, Grange Court has proved a very successful development and was fully let, to tenants of excellent calibre and covenant strength, within 12 months of completion. Ryden were delighted to be involved from site identification through to the successful letting of the units."

Overlooking Earls Road in Grangemouth, the development is conveniently located for direct access to Falkirk, Grangemouth and also Junctions 5 and 6 of the M9 (Edinburgh-Stirling) motorway.

For further information on the development please contact the Joint Agents **Ryden (0131 225 6612)** or **DTZ (0131 222 4500)** or visit the dedicated website www.earlsgatebusinesspark.co.uk

A friend in need

A surprising number of small business owners haven't heard of the Federation of Small Businesses. Of those who have, many have joined because they were recommended to do so by a friend, family member or the person they bought their business from – these are the prime contacts that our marketers value so highly because they are the people who want you to do well, who want to put you onto a good thing.

The FSB offers a range of benefits helpful to small businesses. They include, but are not limited to:

- free business banking with the Co-operative Bank
- a helpline which is open 24 hours, 365 days a year for free advice on legal problems including employment and tax issues
- one important extension of the above – insurance against in-depth investigation by the Inland Revenue – call the FSB at the first signs of trouble and they take over the handling of the case for you
- excellent rates for credit card machine hire
- a free health advice and care scheme in case of severe illness

Employment law is a great worry to many small businesses. They often feel that they are cast as the villains if an employment relationship goes wrong and their case goes to a tribunal. The FSB head of public affairs, Stephen Alambritis, can quote several instances of the Federation's intervention on behalf of its members. The outcome of one of these was a



Federation of Small Businesses
The UK's Leading Business Organisation

£10,000 decision against a former employee, who was shown to have been acting maliciously.

For these and the many other benefits, FSB membership is a snip at £150 per year.**

The Federation was founded in 1974 with the aim of giving "a voice and a platform to the huge moderate silent majority (of businesses)" (quote from founder Norman Small) and has grown steadily since. Initially it was a lobbying organisation – and still is, with its growth in numbers lending powerful weight to the arguments of its Westminster Press & Parliamentary office, which increasingly has the ear of Government ministers. The office has a consistent record of success, most significantly making the Government introduce a £1 billion Enterprise Finance Guarantee Scheme for small businesses who struggled to access finance through banks during the recent recession. They have also influenced local authorities to better signpost that many small businesses are entitled to Small Business Rate Relief. If you are not aware of this exemption you may be missing out. To find out more, contact your local authority.

If you would like to find out more, or you want to join, contact Teresa Seed on 0800 083 3560, or email teresa.seed@fsb.org.uk or visit www.fsb.org.uk.

*The FSB has more members than any other business organisation in the UK, at 213,000.

**Basic lowest level of membership, which includes £30 one-off registration fee.

Howden Joinery Open New Depot at Linden Park

Howden Joinery offers a range of kitchens and joinery products to trade customers across the UK. With parent company Galiform, Howden Joinery has a network of over 470 depots and has recently opened new premises at Linden Park, Consett. With the latest letting the company leases more than 46,000 sq ft of space from Northern Trust on 4 different estates.

Mark Churchill, Head of Property at Howden Joinery Properties Limited, commented "The Consett depot is part of our 2010 opening programme, and as a location, is one where we have been keen to gain representation for some time."

Barry Nelson, Regional Property Manager for Whittle Jones, managing agents acting on behalf of Northern Trust, said about the letting "To secure the letting to Howden Joinery is testament to the quality of the product on offer and the prominent location of Linden Park within an already established business location."

Linden Park complements Northern Trust's existing 684,000 sq ft of factory space on the Number One Industrial Estate and occupies a prominent location fronting onto Werdohl Way.

Other recent companies to the estate have included Chris Cousin Interiors Ltd and Spartan Performance, who both completed 3 year lease deals.

Chris Cousin Interiors Limited is an established family run business, offering expertise in the manufacturing of kitchens, bedrooms and bathroom furniture. Coupled with a professional fitting service, the majority of the company's work comes from recommendations.



Jack Lovett, owner of Spartan Performance (www.spartanperformance.co.uk), has acquired Unit 2A. An ambitious and custom designed performance enhancement facility, Spartan Performance is a unique addition to North East England. Assisted by a dedicated team of professionals, Lovett's aim is to enhance the function, health and performance of all clients. Spartan Performance offers the following programmes for individuals and teams:

- Upper Body Strength Training
- Lower Body Strength Training
- Strongman Training
- Plyometric Training
- MMA Fight Preparation
- In Season Training For All Athletes/Teams
- Pre-Season Preparation For All Athletes/Teams
- Police/Fire Service Prison Service/Military Physical Conditioning
- Kettlebell and TRX Courses
- Self Defence and Personal Protection
- Spartan 'Boot Camp'
- Corporate Training Packages Also Available.

Spartan Performance also operates a physiotherapy & sports massage practice and a full timetable of high energy group fitness coaching sessions.

Mr Lovett said of his move "I have developed from training clients out of the back of my truck in car parks, to a purpose built facility catering to all. Linden Park has provided the perfect location to expand the business and offers first class premises for the training techniques."

For further information or to arrange a viewing please contact one of the joint agents: **Whittle Jones (0191 221 1999)**, **Knight Frank (0191 221 2211)** or **DTZ (0191 223 5700)** or visit the dedicated website at www.numberoneindustrialestate.co.uk



As well as acquiring and developing new commercial premises, Northern Trust is committed to re-investing in its current portfolio. A recent example of this is their six storey office building in Old Trafford, Manchester, which has recently undergone an extensive refurbishment programme. Warwick House is ideally located opposite Lancashire County Cricket Ground and provides a range of high quality office accommodation from 4 person (447 sq ft) suites up to 30 person (2,285 sq ft) suites on flexible terms at competitive rents.

For further details please contact Whittle Jones on 01257 238666 or visit www.warwickhouse-manchester.co.uk.

FULL HOUSE AT ASPEN COURT

Northern Trust is pleased to announce that their 95,000 sq ft industrial scheme at Aspen Court, Rotherham is now fully occupied.

The announcement comes following the latest letting of Unit 12 to Skylite Packaging Ltd, who has taken a 3 year lease on the 1,588 sq ft unit. Three other companies' have recently expanded their businesses and taken additional space on the estate. These have included:

- Bereco Ltd who have taken an additional lease of Unit 4 taking their total occupancy to 9,656 sq ft
- EMSC UK who originally occupied 4,149 sq ft have taken an additional 540 sq ft
- APC Industrial Services Limited has leased an additional unit and has increased their occupancy from 3,535 sq ft to 5,454 sq ft

The high quality industrial estate split into 23 industrial/warehouse units is now home to 19 companies.

David Lee, Regional Property Manager for Whittle Jones, managing agents acting on behalf of Northern Trust commented "Aspen Court occupies a strategic location at Centurion Business Park, with excellent transport links. With high quality units and the ability to offer flexible tenancy agreements, the estate has attracted a range of new and existing businesses. We are pleased to have been able to accommodate a number of current occupiers in their business expansions by offering additional space.

Aspen Court has proved a huge success and we are delighted to announce it being 100% let."

WELCOME TO THE TEAM

Debbie Cowgill has recently joined the Whittle Jones North East team as Lettings Officer. She will be covering the County Durham and Teesside regions; whilst Anne Campbell will be transferred to cover the Northumberland, Tyne & Wear regions.



Debbie Cowgill



Anne Campbell

SUPPORTING THE LOCAL COMMUNITY

Whittle Jones is committed to supporting local community events and has sponsored the Ecclestone Bowling Club Competition since 1997. John Marrow Regional Property Manager for Whittle Jones North West was on hand to present the trophy at the one day event.

Northern Trust win Estates Gazette North West Property Company of the Year



Northern Trust is pleased to have been presented with the Estates Gazette North West Property Company of the Year Award at the RICS North West Dinner on Thursday 6th May.

Northern Trust established in 1962, is a UK focused privately owned property investment, development and land & regeneration Company. Directors, Mike Grindrod, Tom Parkinson and Mike Riding were in attendance at the awards ceremony to collect the award on behalf of the Company.

Northern Trust would like to take this opportunity to thank everyone who voted.

Over 200 locations throughout the Midlands and the North

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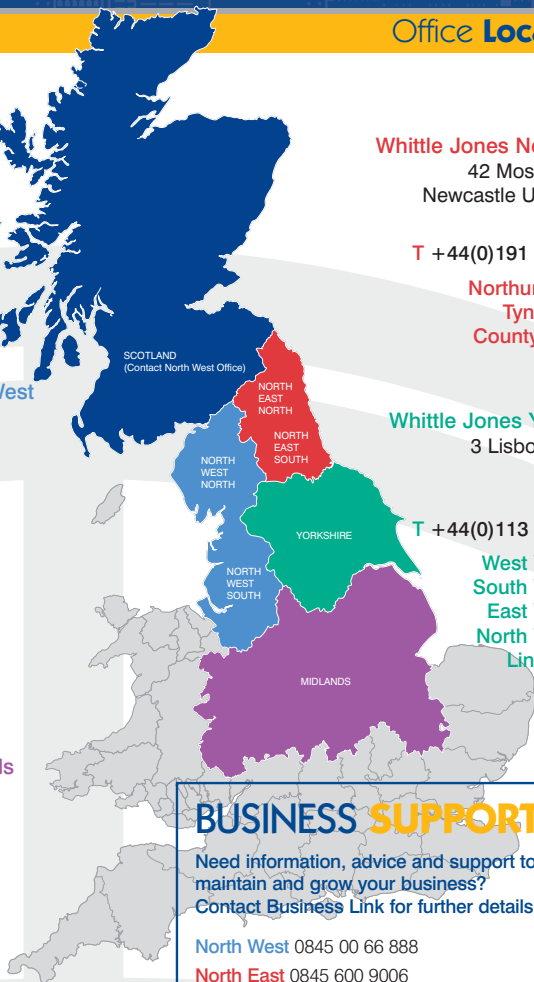
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South Yorkshire
East Yorkshire
North Yorkshire
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BUSINESS SUPPORT

Need information, advice and support to start, maintain and grow your business?

Contact Business Link for further details:

North West 0845 00 66 888

North East 0845 600 9006

Yorkshire 0845 604 8048

East Midlands 0845 058 6644

West Midlands 0845 113 1234

www.businesslink.gov.uk

£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 North East 0191 221 1999

Yorkshire 0113 245 6787 Midlands 0121 523 2929

Managing property portfolio on behalf of Northern Trust



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WHITTLE JONES
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