M E M O

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From Steve Capper

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SOUTHMOOR PARK, WYTHENSHAWE, MANCHESTER M23 9XS

THE EFFECTS OF OPERATING HOUSE RESTRICTIONS ON THE MARKETING OF THE ESTATE

CBRE have been marketing the vacant units for several years with limited success in the disposal of the available units.

We have recently undertaken a revised marketing campaign including new brochures, new boards, mailing and advertising which has attracted interest from a number of prospective occupiers.

We have viewed the units with several parties who have stated that the accommodation and the location of the estate work well for their intended use. However, the restrictions on operating hours which have been enforced upon the estate limit their business operation and therefore make Southmoor Park an unviable location for them.

In respect of those companies which have viewed the units and which have been deterred by these restrictions I provide a brief summary below:-

GARVEY'S TRANSPORT

An enquiry from July 2011. A haulage and distribution company looking for warehouse accommodation in South Manchester with a budget suitable for Southmoor Park. They viewed Units B1, B2, B3 and B4 and requested lease terms in respect of their occupation. However, once they were made aware of the operational hour restrictions they stated straight away that they would not be able to occupy any of the units.

MANCHESTER AIRPORT GROUP

An enquiry from May 2011. Manchester Airport Group seeking to relocate from the Manchester Freight Terminal for their parcel scanning operation. Southmoor Park was shortlisted along with Ringway Trading Estate with the layout and size of Southmoor being the preferred option. However, once they were made aware of the restrictions to the operating hours the decision was made to take occupation at Ringway Trading Estate.

OHL LOGISTICS

An enquiry from March 2011. OHL Logistics, a freight forwarding company currently based in the Roundthorn Industrial area viewed Southmoor Park which again suited their requirement in terms of accommodation and location. However once they were made aware of the operating hour restrictions the premises were ruled out and they have subsequently taken a unit at Ennis Close on Roundthorn Industrial Estate. Occupation of the new unit was June 2011.

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GATE GOURMET

An enquiry from June 2011. An airport associated business who viewed the available units at Southmoor Park. The units were suitable for their requirement however again the restrictions on operating hours made the location and premises unviable for them. They have subsequently decided to look elsewhere for their occupation.

We have also been made aware by other prospective occupiers who have viewed the estate that the restrictions on operating hours are well known within the logistics market and also amongst local occupiers on the wider Roundthorn Industrial area. There is no doubt that this will have deterred prospective occupiers/employers from locating to Southmoor Park.

Whilst ideally we would require the complete removal of any restrictions on the units, if this is not possible then in order to attract potential employers to the estate we need to reduce these restrictions as far as possible.

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