



PR8941

14th April 09

SEGRO IS TENANT'S FLEXIBLE FRIEND

Europe's leading provider of flexible business space, SEGRO, has again demonstrated flexibility in its offering by successfully accommodating two tenants at Heywood Distribution Park (HDP).

Romac Technical Services, a specialist distribution company has taken Unit P1 (Bay 6) comprising 4,696 sq ft, at a headline rent of £5.50 per sq ft. The company specialises in the management of complicated delivery solutions and will be relocating its operations from Birchwood in Warrington to HDP. Romac was particularly keen to move to the Park after hearing of its excellent track record in security. An added bonus for the company was the extra parking provision for wagons that has been secured near the site, as well as the ability to extend the offering in the near future.

Unit B2, comprising 41,360 sq ft has been occupied by Bibby Distribution, which is consolidating its operations and moving into more suitable space for its changing requirements. The company has taken the unit on a 5-year term at a headline rent of £4.25 per sq ft. Bibby has established a solid relationship with HDP, over the last 10 years, following changes in the management of the site. As a loyal and valued occupier, SEGRO, which has managed the site for four years, has worked particularly hard when attempting to find new space for the company. Paul Reilly, Account Director, from Bibby described how the park had "played an important role in its North West operations and was a good location to do business from."

Jane Leedham, Senior Surveyor at SEGRO comments; "Both of these deals really emphasise the impact that flexible workspace and the ability to forge good relationships has on the success of an industrial park. SEGRO has evolved in these difficult times and adapted to the market by listening to what occupiers are looking for and providing the solutions. We think this showed not only in our client retention but also through attracting new tenants to the park."

King Sturge and Savills acted for SEGRO. SBH acted for Bibby Distribution.

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