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# Proof of Evidence of STEVEN JOHNSON (for the Applicants) on DEMAND FOR EMPLOYMENT LAND AND PREMISES

Call-in by the Secretary of State of an application made by LANGTREE PROPERTY PARTNERS LLP

LOCAL PLANNING AUTHORITY – WARRINGTON BOROUGH COUNCIL REFERENCE 2019/34799

PLANNING INSPECTORATE REFERENCE APP/M0655/V/22/331187

RELATING TO: Land to the west of junction 20 of the M6 motorway and junction 9 of the M56 motorway and to the south of Grappenhall Lane and Cliff Lane, Grappenhall, Warrington – known as Six:56

**13 December 2023**

Contents

## 1 Qualifications and Experience

I am Steven Johnson. I hold a BSc Honors Degree in Urban Estate Management from Liverpool John Moores University and am a Member of the Royal Institution of Chartered Surveyors. I commenced working in the profession in 1994.

I have worked in the Industrial Agency and Development sector since 1994. I have acted for occupiers, investors and developers advising on aspects of industrial development and agency.

I am a founding Director of B8 Real Estate, a niche consultancy dealing with logistics and industrial property throughout the North West of England. The B8 Real Estate industrial and logistics team currently advise on over 492,000 sq m stock and over 260 ha of development land. Examples of my work include:

- Development advice to Langtree on Parkside, Newton-le-Willows. Phase I marketing about to commence comprising 3 units totalling 73,688 sq m
- Development and letting advice to Harworth at Logistics North, Bolton on a 101 ha development site with over 278,700 sq m built out
- Development and letting advice to Monte Blackburn on a 36 ha site at Frontier Park, Blackburn with over 80,823 sq m built out
- Development and letting advice to Canmoor on a 15,622 sq m speculative logistics unit at Lingley Mere, Warrington
- Development and letting advice to Marshall CDP on a 16,536 sq m speculative logistics unit in Irlam
- Letting advice to M&G on a 35,204 sq m unit at Dallam Lane, Warrington
- Letting advice to Oxenwood on a 30,989 sq m unit in Trafford Park
- Letting advice to M&G on a 15,580 sq m unit in Trafford Park
- Advice to Jet2.com on the acquisition of 14,139 sq m in Middlewich

I was approached by the Applicant in October 2023 and asked whether I could provide evidence to support the enquiry. I have read the evidence put forward by Andrew Pexton dated 6 April 2023 and agree with its findings.

I confirm that my report has drawn attention to all material facts which are relevant and have affected my professional opinion.

I confirm that I understand and have complied with my duty as an expert witness which overrides any duty to those instructing or paying me, that I have given my evidence impartially and objectively, and that I will continue to comply with that duty as required.

I confirm that I am not instructed under any conditional or other success-based fee arrangement.

I confirm that I have no conflicts of interest.

I confirm that I am aware of and have complied with the requirements of the rules, protocols and directions of the appeal.

I confirm that my report complies with the requirements of RICS – Royal Institution of Chartered Surveyors, as set down in the RICS practice statement 'Surveyors acting as expert witnesses'.

Signed 

Date 13 December 2023

## 2 Introduction

2.1 I am instructed by Langtree Property Partners LLP to provide expert witness evidence in relation to employment land and market need for the development of land to the land to the west of junction 20 of the M6 motorway and junction 9 of the M56 motorway and to the south of Grappenhall Lane and Cliff Lane, Grappenhall, Warrington – known as Six:56 as identified in planning application reference P/2019/34799.

2.2 The application is an outline planning application with all matters reserved apart from access for:

> "Construction of up to 287,909 sq. m (gross internal area) of employment floor space (Use Class B8 and ancillary B1(a) offices), demolition of existing agricultural outbuildings and associated servicing and infrastructure, including car parking and vehicle and pedestrian circulation, alteration of existing access road into the site including works to the M6 junction 20 dumbbell roundabout and realignment of the existing A50 junction, noise mitigation, earthworks to create development platforms and bunds, landscaping including buffers, creation of drainage features, electrical substation, pumping station and ecological works".

2.3 The Application Site is 98.09 ha and includes land within the administrative boundaries of Warrington Borough Council and Cheshire East Council. 92.16ha of the site lies within the Borough of Warrington, with the remaining 5.93ha in Cheshire East.

## 3 The Appeal Site

3.1 The site is located to the north west of the intersection of the M6 and M56 motorways, to the south east of Warrington.

3.2 The development site is irregular in shape and is bounded by Cliff Lane and Grappenhall Lane to the north and the slip road connecting the M6 and M56 motorways to the east. The land is predominantly in arable agriculture use. It is generally level.

3.3 The employment sites of Appleton Thorn Trading Estate, Barleycastle Trading Estate and Stretton Green Distribution Park lie to the west.

3.4 The proposal is to create up to 287,909 sq. m gross internal area floorspace falling within employment Use Class B8 Storage and Distribution. There will be ancillary E(g)(i) offices.

3.5 The site benefits from immediate motorway access at Junction 20 of the M6. This is accessed off Cliff Lane and the Lymm Interchange.

3.6 The site is within 6 miles of the M6/M62 intersection providing access to the regional and national motorway networks.

## 4 Market Overview

### National Overview

4.1 The impact of Covid 19 and Brexit has shown the importance of supply chains. This has emphasised the critical role that the logistics sector plays in facilitating the movement of goods within the UK and its importance in the import and export markets. Essentially, businesses need an established supply chain as a pre-requisite to enable the storage, sale and delivery of goods to their specific market.

4.2 The industrial and logistics market has also expanded and developed over the last 20 to 30 years due to the impact of a number of technological factors. This has included increasing volumetric capacity as technology/handling systems improved, larger buildings and more bespoke units to satisfy changing occupier needs. A significant proportion of this expansion has been as a result of the explosion in internet shopping which according to ONS has grown from 2.5% of total retail sales in 2006 to 26.3% in October 2023. I expect this organic growth to continue resulting in additional demand for Grade A logistics facilities.

4.3 Covid resulted in changes in shopping habits with the major expansion of internet shopping which peaked at 37.8% of total retail sales in January 2021, and onshoring of both finished goods and manufacturing materials to bring resilience to the sector. Storage of adequate supplies of goods became more important than the lean supply chain created by just- in-time procurement/delivery. This resulted in an increase in additional logistics facilities to store and distribute goods currently in transit and accommodate the change/demand for e- commerce fulfilment. The impact of Covid is a diminishing factor especially with the re-opening of China and immunisation.

4.4 Brexit has also impacted the sector with additional bureaucratic processes

resulting in more goods being stored to deal with potential shortages of materials and finished goods due to delays at customs borders.

4.5 The impact of the Environmental Social and Governance (ESG) agenda on occupiers, developers and investors has resulted in occupiers requiring sustainable low carbon or carbon neutral buildings and improved staff facilities. This combined with the imposition of minimum EPC ratings on building transactions with a minimum requirement in 2025 of 'C' and by 2030 of 'B' has a major impact on existing stock, occupier and investor perspectives and future development.

4.6 The impact of the war in Ukraine, inflation and the economic instability have resulted in a repricing across the property market with yields increasing and projected lower land values. This has stalled a number of speculative developments due to market conditions impacting viability. Some occupiers are also reconsidering their business plans due to the impact on the economy.

4.7 Changes in the market have resulted in an increase in the need for warehouse space including

- the change in shopping patterns with an increase in internet sales,
- home working has made home delivery more convenient,
- the increase in internet sales has also resulted in an increase in returns of unsuitable goods,
- supply chains are adapting to carry more stock to prevent future shortages for manufacturers and consumers
- manufacturers are re-shoring (i.e., returning to the UK) elements of production to ensure that they have resilience in their network
- diversification of production and storage to avoid over reliance on a single supplier is increasing manufacturing and storage requirements

- automation will place less reliance on the workforce in terms of the availability of indigenous and migrant labour (post Brexit). This will increase the resilience of the business.
- The sector has taken on board the issue of sustainability impacted by the ongoing need for net zero carbon in construction buildings by occupiers and investors.
- Occupiers looking to rationalise/consolidate existing buildings into larger, more modern efficient units.

4.8 The main sectors for demand have been from e-commerce, retailers and third-party logistics providers. The requirements are mainly to enable the occupier to operate an automated/part automated facility and for taller buildings with larger floorplates to give economies of scale that are necessary for the level of investment required in the handling systems.

4.9 Over the last two years Environment Social and Governance (ESG) has become a major requirement from corporate governance, funders and customers. This is now a major issue in all new and second-hand buildings as investors and occupiers require ESG compliant property. This will mean that poorer quality stock could be viewed as obsolete or unlettable. There is a circle of commitment as occupiers need compliant buildings from which to run contracts and attract the labour force to a pleasant working environment; investors need compliant buildings to attract tenants to and provide liquidity of product in the market and developers require a property which will attract a tenant and achieve the best market value.

4.10 Behind the changing demand from the above there are the ongoing requirements from occupiers which are driven by lease events and structural changes within the business. The lease event could be an expiry or break clause. This enables the business to adapt their occupational strategy in line with the business plan.

4.11 The market recovered from the initial impact of Covid in the second half of 2020 and grew in 2021 and 2022. Companies were able to focus on both operational and strategic requirements rather than the short-term operational needs created in Q1 and Q2 2020. The market is now frustrated by a lack of supply of available buildings against the high levels of take up and ongoing demand.

4.12 To deliver the goods the UK's logistics industry has geared up to become one of the nations biggest employers. Job numbers in the industry have doubled since 2012 and is on track to overtake the size of NHS England, the UK's largest employer early next year.

4.13 Figures from Frontier Economics and Logistics UK suggest that the sector has expanded by 190,000 employees since 2019 and has driven the creation of 125,000 further support positions in local communities, with the majority of jobs created outside of London and the South East

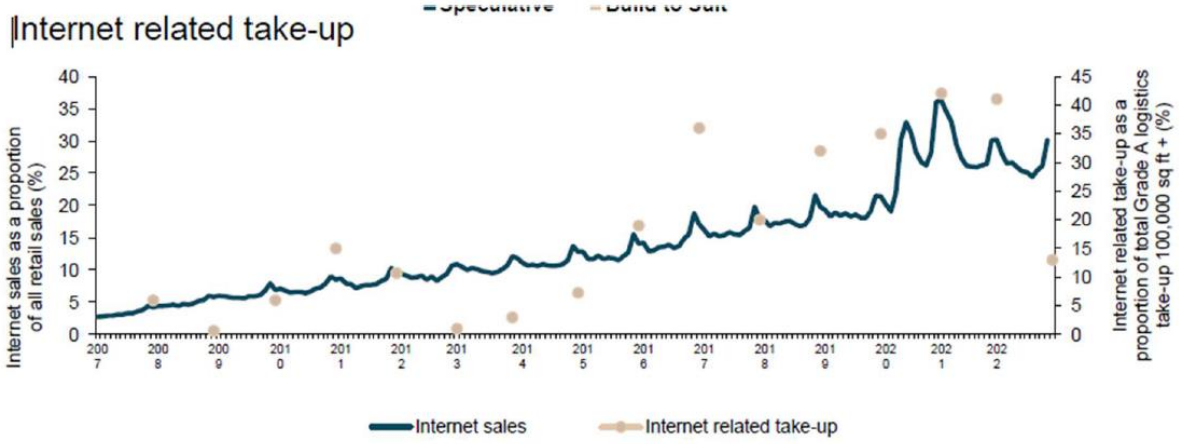
4.14 While warehouse operatives and HGV drivers comprise a quarter of the 1.8M employees in logistics, there is rapidly increasing demand for highly skilled and highly paid senior management roles including operational positions in HR, IT and Marketing. As well as staff employed directly by logistics businesses, there are also 890,000 people employed in logistics roles in non-logistics businesses such as retail, construction and manufacturing. In total this brings the total number to 2.7M logistics jobs across the UK accounting for approximately 8.2% of total UK employment.

**Demand**

4.15 The national industrial and logistics market had a strong performance in the full year to the end of 2022. Nationally take up of Grade A accommodation was 3.1M sq m. This was 6% lower than 2021 but higher than the five-year average of 2.8M sq. m. Total take-up for the five year

period 2018 – 2022 was over 14M sq m highlighting the consistent strong demand in the sector.

4.16 In 2022 logistics companies accounted for the largest amount of floorspace with 38% of the total. The retail sector acquired 29%, the lowest in the last five years. Manufacturing companies accounted for 16% of the take up. E-commerce only acquired 13%, reflecting a reduction in online spending as highlighted in the table below.




4.17 New floorspace contributed 2.58 m sq. m of the take up in 2022. 1.366m sq. m (53%) was speculative space with 1.22 m sq. m (47%) being build to suit.

4.18 Speculatively built units can satisfy some occupiers with conventional space needs, with an immediate requirement in a limited lead time. This has enabled the supply chain to react swiftly to the change in shopping habits and offer short term solutions to increase capacity to satisfy the increased demand for fulfilment and parcel delivery sortation centres. This created a new problem due to units being acquired whilst still under construction which has impacted the supply of units into the market given the period of time to secure planning and build a unit. The build to suit requirements reflect longer term more structural requirements for businesses.

4.19 A number of research publications have highlighted the expansion of the logistics sector by e-commerce.

4.20 Delivering the Goods in 2020 (Turley for the British Property Federation [BPF]) highlights that online sales are expected to grow from 11 pence in the retail pound to 19 pence by 2028. (Core Document Ref 4.158, page 5 para 8)

4.21 The BPF report What Warehousing Where 2018 concluded that the average household required 6.41 sq. m of warehouse space for its e- commerce requirements. (Core Document Ref 4.156 page 29). Based on the relationship between the government's target of 300,000 new homes per annum this creates an increased need of 1.95m sq. m of warehousing per annum. This would create the equivalent of 25,000 Full Time Equivalent jobs. The report acknowledges that the ratio of warehouse area to households has been increasing with the growth of e-commerce. The report also concludes that there will be market saturation for the online sector by 2035.

**Supply**

4.22 At the end of 2022 there was 2.57M sq. m of Grade A floorspace available nationally split 2.24M sq. m new build and 0.33M sq. m Grade A second-hand buildings.

4.23 The Grade A new build comprised 0.64M sq m of immediately available floorspace and 1.59M sq ft under construction

4.24 In summary Grade A take up was 3.1M sq. m – 10.7% higher than the five-year average. Supply at the end of 2022 was 2.57M sq. m, higher than the 2021 supply of 1.74M sq. m. Grade A supply at December 2022 equated to only 10 months demand. From 2018 – 2021 the Grade A supply at year end also averaged 10 months demand highlighting how supply has struggled to keep up with demand in the booming sector. The North West

accounted for 20% of the national take up.

**Regional Overview**

4.25 The North West market is an attractive location for the industrial and logistics sector. The area has excellent motorway access, demographics and catchment population to distribute to and provide a workforce. The North West industrial and logistics market is dominated by the M6 and M62 motorways and the conurbations of Greater Manchester and Liverpool. Warrington is at the epicenter of this location and is acknowledged to be the prime location for logistics in the North West region.

4.26 The effective market area is from Crewe in the south to Preston in the north, and from the west coast to the Pennines.

4.27 The sector has a number of submarkets. These can be broadly defined along the motorway corridors. Sites in close proximity to motorway intersections are usually the more favoured locations. There are a number of sub regional motorways which serve smaller market sectors, reflecting their geographic location such as the M58 (Liverpool to Wigan/Skelmersdale) and the M57 serving the Liverpool conurbation.

4.28 The impact on the regional market mirrors the points discussed paragraphs 4.1 – 4.14 in the national overview.

4.29 Regional take up from January to November 2023 was 125,300 sq. m. 2023 take up is substantially down on previous years partly due to the lack of Grade A supply but predominantly down to the political and economic instability experienced over the course of the year which has had an effect on both investor and occupier confidence.

4.30 The retail sector acquired 56,570 sq. m (45%) of the regional grade A take up. The e-commerce sector acquired 32,382 sq. m (26%) of the total take up with manufacturing 25,153 sq. m (20%) and logistics 11,195 sq. m (9%).

4.31 Take up over the year was split as shown in the table below.

| | |
|---|---|
| Q1 | 42,431 sq. m |
| Q2 | 37,944 sq. m |
| Q3 | 44,925 sq. m |
| Total | 125,300 sq. m |

4.32 New floorspace contributed 57% or 71,898 sq. m of the take up. 56,570 sq. m (45%) was speculatively built with 15,328 sq m (12%) being build to suit. 53,402 sq m (43%) was accounted for Grade A second-hand space.

**Take Up**

4.33 The average five- and ten-year annual take up of Grade A accommodation in the North West is 295,044 sq. m and 266,109 sq m respectively.

4.34 In 2022 the Grade A take up was 462,825 sq. m. In 2021 the Grade A take up was 416,766 sq m. Both these previous years were substantially in excess of the 5 and 10 year annual average.

4.35 There has been a dominance of transactions to logistics and e-commerce operators in the region as opposed to manufacturing.

4.36 Retail transactions in 2023 included:

TK Maxx – 42,430 sq m at Crewe Commercial Park

Jet2.com – 14,139 sq m at Ma6nitude, Middlewich

4.37 Major non-retail transactions in 2023 have included

Scientific Games – 8,477 sq m at Omega, Warrington – e-commerce

Glass Futures – 15,328 sq m at St Helens – manufacturing

JK Phillips – 11,195 sq m at Solar 120, Gemini, Warrington - logistics

4.38 There is a further 92,496 sq m of Grade A buildings currently under offer.

**Supply**

4.39 The availability of Grade A accommodation at November 2023 in the North West is 373,930 sq. m. in twenty one buildings. There are eight speculatively constructed buildings, seven units under construction and six existing building available. These are listed in Section 7 of the proof.

**Market Areas**

4.40 The North West regional market can be defined along the main motorway corridors of

M6 Crewe to Preston.

M62 Liverpool to Manchester and

M60 Manchester Orbital motorway

4.41 At Appendix 2 is a regional map highlighting the main market sectors

4.42 Within these three corridors there are more defined sub-regions/markets

**M6 -** This can be divided into three main sectors

J16 – 18 Crewe to Middlewich/Winsford

J19 – 21 Specific Warrington market

J20 – 25 The wider M6 corridor including Haydock, St. Helens and Wigan

J26 – 31 North Wigan/Chorley/Leyland and Preston

**M62 -** This can be divided into

J1 – J3/M57 corridor – the core Liverpool market

J8 – J11 – the main Warrington and surrounding area market

J12 – J21 – the west/north Manchester market

**M60 -** This can be divided into

J12 – 15 **-** M60(W)/M61Salford/Bolton

J17 – 21 – North/NE Manchester – Bury/Oldham/Rochdale

J23 – 2 – East/SE **-** Stockport/Ashton

J4 – 10 – M56/ West Manchester/Trafford Park

**M6 j16 – j18 – Crewe to Middlewich.** This includes the three main employment towns/areas of Crewe, Middlewich and Winsford. All market locations are distant from the motorway intersections, and the appeal site. In the last five years 194,519 sq. m has been taken up in these locations in eleven buildings.

**M6 j20 – j25 - Warrington to Wigan -** The M6/M62 intersection is generally regarded as the prime location as it connects the two main motorway corridors. The surrounding area benefits from access to the motorways (M62 J8 – J11 and M6 J20 – 25) and A road network including the A580 (East Lancs. Road) and A49. J19 – 21 is the specific Warrington market/J20 – 25, the wider M6 corridor including Haydock, St. Helens and Wigan. Six 56 is located at the intersection of the M56 and M6 and is 3 miles from the M6/M62 intersection.

Within the last five years 440,090 sq. m has been taken up in 18 buildings.

**M6 j26 – j31 – North Wigan – Preston -** this sector serves a smaller population base and connects the M58, at junction 26 M6 to Liverpool on the M61 and M65 motorway at junction 30 and 29, respectively. The main population centre is the past Preston/ Central Lancashire including Chorley and Leyland. Over the last five years approximately 51,746 sq. m has been taken up in one building.

**M62 j4 – j6 and M57 corridor -** this area represents the core Liverpool market including the majority of the southern part of the conurbation. This

includes Knowsley, Speke, Huyton and Cronton. The area tends to attract local companies or national companies requiring a facility in the area. The area includes Gorsey Lane and the former Fiddlers Ferry power station. In the last five years 200,018 sq. m has been taken up in nine buildings.

**M62 – j8 – j11** - this is part of the main core area (Warrington market) discussed earlier and spans the intersection with the M6 (Croft Interchange).

**M62 – j12 - M60 j11** – the M60 connects to Trafford Park and Salford both of which are in the immediate vicinity and forms part of the Greater Manchester conurbation which is part of an identified separate market on a sub-regional level. Over the last five years there has been 171,811 sq. m has been taken up in nine buildings.

**M56 – j4 - j10 –** the M56 connects the southern part of Manchester with The Wirral and North Wales. The M56 at its intersection with the M60 adjoins a number of industrial estates and Manchester Airport and connect to the M6 at Stretton**.** Over the last five years 88,582 sq. m has been taken up in five buildings.

**M53/M60/M65 submarkets** - given their location I have discounted the M53, the M60 sub markets to the north and east and the M65 corridor as they compete in a different market with a focus on Greater Manchester/The Wirral/North Lancs. Within these locations a further fourteen deals of 328,453 sq m were recorded.

The table below summarises the take up in the last 5 years in these markets

| **Market Area** | **Take up (Sq. m)** | **Number of Units** |
|---|---|---|
| M6 j16 – j18 | 194,519 | 11 |
| M6 j20 – j25 | 440,090 | 18 |
| M6 j26 – j31 | 51,746 | 1 |
| M62 j4 – j7 | 200,018 | 9 |
| M62 – j8 – j11 | *SEE M6 j20 – j25* | *N/A* |
| M62 j12/M60 j11 | 171,811 | 9 |
| M56 j4 – j10 | 88,582 | 5 |

The above highlights the popularity of the Warrington sub market/subject sites market area with 18 transactions totalling 440,090 sq. m – more than double the nearest submarket in the region.

**Major Regional Development Sites**

4.43 The main development sites for major logistics development over the last 10 years have been Omega, Warrington; Logistics North, Bolton, and latterly M6 Major/North Florida Farm, Haydock and Kingsway, Rochdale. Omega and M6 Major/North Florida Farm are located in the market area that is relevant to Six 56.

4.44 Omega, Warrington has been developed out since 2012 with over 621,840 sq. m having been built out/ under construction. This equates to an average annual build out of 51,820 sq. m per annum. The site is located at junction 8 of the M62 and is to the east of the subject site. It has been developed by Omega Warrington Ltd. There are currently twenty one buildings over 9,290 sq. m that have been built out with a further two under construction. The Omega West extension granted consent for a further 213,755 sq. m – 128,459 sq. m is under construction.

4.45 **Logistics North, Bolton** was granted planning consent in 2014 and has subsequently built out over 185,800 sq. m with a site purchase for a plot for 90,577 sq. m distribution facility for Lidl. The development is located at Junction 4, M61 and was developed by Harworth Group. There are seven buildings over 9,292 sq. m. The average unit size is 27,664 sq. m. The completion of Lidl's unit will complete development at Logistics North.

4.46 **M6 Major/North Florida Farm, Haydock** was granted outline planning permission in April 2017 and received reserved matters consent in late 2018, part was pre let to Amazon 33,536 sq. m and a speculative unit of 48,884 sq. m was let within 8 months of practical completion to Kellogg's. The development was undertaken by Bericote Properties, the average unit size was 41,136 sq. m. The site was built out and occupied by April 2020 – three years after the grant of outline planning permission and 19 months from the grant of the reserved matters planning consent, showing the demand in the area.

4.47 **Kingsway, Rochdale**, the 170-hectare mixed use scheme is accessed off j21 M62. The main occupiers on the estate include JD Sports, ASD and Amazon. 316,000 sq. m has been built out. The main issue is that all plots capable of accommodating units of over 27,870 sq. m have now been built out.

4.48 All four sites have excellent access to a motorway junction. Omega, Logistics North and Kingsway are located adjacent to motorway junctions and M6 Major/North Florida Farm is within 1.5 miles of junction 23, M6.

**The Appeal Site Market**

4.49 The appeal site is located along the M6 corridor within the Warrington sub market area – the most popular market area in the North West. The Stretton industrial area is located to the south east of Warrington. It consists of a number of smaller industrial estates and has been expanded/redeveloped as buildings have become functionally obsolete. The major occupiers in the area

are Eddie Stobart and Farm Foods who occupy approximately 15,000 sq. m and 22,676 sq. m, respectively. There are a number of logistics/storage operators in the locality including DPD, DX and Iron Mountain.

4.50 Lack of development sites have stifled the expansion of the estate/area. Its popularity is confirmed by the recent redevelopment of the former Travis Perkins site for a single 22,676 sq. m distribution unit which was let pre practical completion to Farm Foods Ltd in late 2022.

**Warrington Industrial and Logistics Market**

4.51 The current Warrington market area was created with the construction of the M6 and M62 motorways and the designation of Warrington as a New Town. The Commission for the New Towns (CNT) designated three main employment areas.

4.52 These were Risley/Birchwood at j11, M62; The Grange at j21, M6 and Gemini at j8 M62. These were the main areas promoted for development within the borough and have been successfully built out.

4.53 Omega which is adjacent to Gemini on the M62 corridor was originally designated as a strategic site partially for inward investment with a focus on office campus development. After being marketed for this use it was accepted by Warrington Council that there was no market for the use and planning was submitted for a mixed use development of the site to include residential, manufacturing and logistics uses. This site has been built out with Omega West being within St. Helens administrative boundary.

4.54 The estates/employment areas are all located on the periphery of the town with good motorway access. They have proven popular and are regarded as prime market locations. Stretton has also been a popular location, but its expansion has been limited by the green belt designation of the surrounding area. The proximity to the M6 is also a significant advantage.

4.55 In summary there is a strong market for logistics in the North West. Over

681,230 sq. m of predominantly logistics floorspace has been developed in the Greater Warrington submarket area since 2012. Over the period 2018 – 2023 65% of this total floorspace (440,706 sq. m) has been developed showing the increasing demand from the sector in recent years. The redevelopment of the former Travis Perkins site at Stretton and the letting pre practical completion show the suitability of the site for logistics operators.

## 5 Market Trends

5.1 The logistics sector is adapting to the current requirements of both occupiers and customers. There have been a consistent number of requirements from companies needing to undertake structural relocations/consolidations for their businesses. These requirements are driven by lease events and operational changes. In contrast in response to the Covid 19 there have also been structural changes in the market which have resulted in the need for more warehouse space. These have been outlined in Paragraph 4.7 above.

5.2 The main trends are

- taller buildings - 15 m internal clear height from floor slab to the underside of the steel frame was regarded as the industry standard but this is increasing with the requirements of automation. Due to the bespoke nature of automation, it is likely that a greater number of units will be constructed on a build to suit basis. There is an increase in requirements for bespoke buildings of up to c.30m internal clear height (and in some cases higher) at large distribution centres. 15m – 18m internal clear height is now considered standard on buildings above 27,870 sq m which may render historic buildings between 10m and 12m functionally obsolete.

- larger building floorplates - these offer the economies of scale and enable centralisation of storage into regional or national distribution centres. Typical building sizes are increasing with the needs of automation. The average size of building has grown from 14,575 sq m in 2019 up to 28,927 sq m in 2022. The average building size over the past 5 years is now 20,675 sq m reinforcing the need for sites which can accommodate larger footprint buildings.

- sustainability – the ability for occupiers to occupy net zero carbon buildings with BREEAM Very Good/EPC A as a minimum is being

driven by their own and their customers Environmental Social and Governance (ESG) agenda. This is resulting in more companies requiring better quality buildings that they can operate as net zero carbon in operation. To put this in context 51% of logistics operators in the UK now have a positive ESG strategy, they occupy c 81% of the UK logistics buildings.

- electricity supply - warehouses which are automated require larger power requirements for both the handling systems and the IT needed to run the facility. Combined with the move to electric vehicles and the need for charging points, this increases the power requirements.

5.3 Development sites should satisfy the following criteria to enable large scale distribution development.

- Large footprint
- Physical Characteristics- flat, regular shaped serviced sites
- Motorway access
- Land Ownership
- Deliverability
- Labour Supply
- Access to Ports and Rail

5.4 Large footprint – the site should have the ability to offer a range of building sizes from 23,225 sq. m to 46,450 sq. m or larger with appropriate yard areas and parking facilities.

5.5 Physical Characteristics – there should be no site-specific barriers to development such as

- Topography/Shape of site – delivery of regular shaped plots capable of accommodating a range of building sizes

- Service provision – the availability of adequate utility services and drainage or ability to deliver within a reasonable timescale
- Environmental – no on-site constraints, flood risk, ecology, trees
- Proximity to sensitive uses- ensuring 24/7 operation.

5.6 Motorway/Strategic Road Access – the uses require access to motorway junctions and the strategic road network. This is supported in the latest NPPF at paragraph 82.

5.7 Land Ownership – sites should be optioned or in the control of a single party to ensure deliverability. Public rights of way should be capable of diversion.

5.8 Deliverability – sites should not be affected by issues outside the owners/developer's control.

5.9 Labour Supply – access to workforce, availability of public transport. Salaries for staff working in warehousing have had the perception of being low. By contrast the average salaries in the logistics sector are now higher than the average in all other sectors in the Northern Powerhouse - £30,500 per annum as opposed to £27,800 per annum for all sectors. (BPF Economic Contribution of Logistics in the Northern Powerhouse). (Core Document Ref. 4.157 Page 7)

5.10 Access to Ports and Rail – the ability to offer multi-modal transport is becoming an important factor for a number of logistics companies and their clients.

5.11 The impact of the Green Agenda and requirements for reduced emissions from vehicles by 2040 all add to the need for distribution centres to be in accessible locations.

5.12 The effect of the above on the sector will create further demand for warehousing and have a greater impact on those existing functionally obsolete buildings. Occupiers will need to relocate to more efficient facilities

for their own purposes or as part of a corporate or contractual requirement with the end user. Immediate requirements will focus on a speculative development whilst longer term requirements can consider units on a build to suit basis.

5.13 Six 56 will satisfy these criteria as it can offer large floorplates, is deliverable, has a large labour supply, excellent motorway access, proximity to both rail terminals and the Port of Liverpool/Liverpool 2 Container Terminal for both container and general port related cargo.

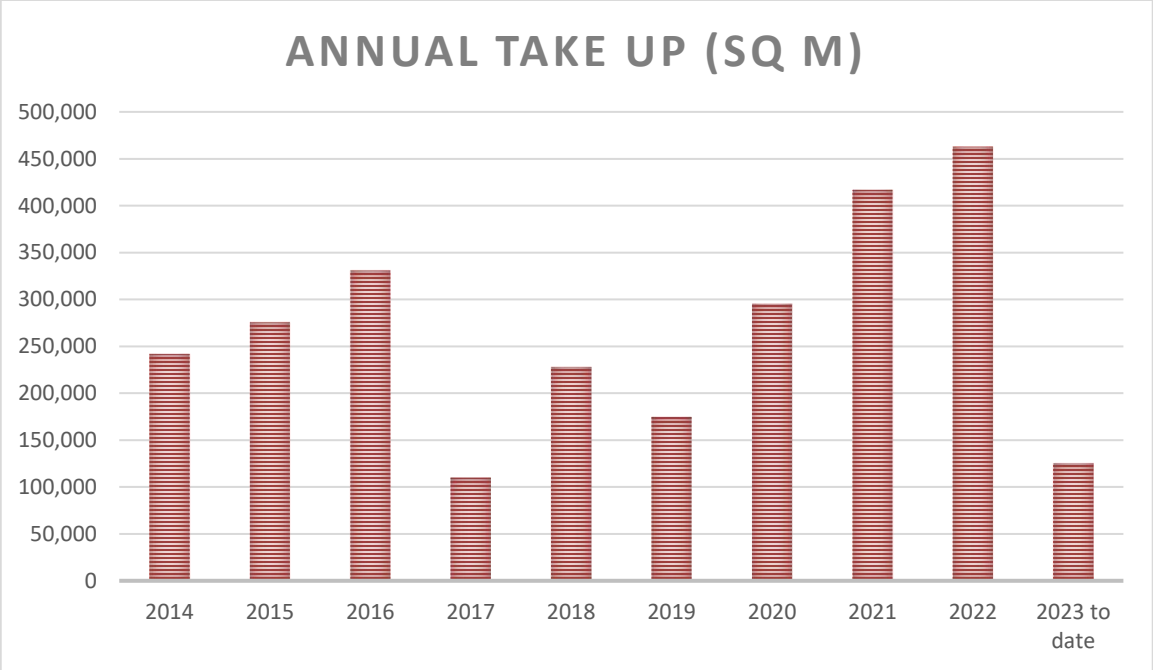
## 6 Demand

6.1 The average five- and ten-year annual take up of Grade A accommodation in the North West is 295,044 sq. m and 266,109 sq. m**,** respectively.

6.2 In 2022 the take up was 462,825 sq. m**.** This was substantially in excess of both the five- and ten-year average**.** 2023 take up to date is 125,300 sq m with a further 92,496 sq m under offer.

6.3 The last ten years take up is shown in the Table below

6.4




The annual take up for Grade A units in excess of 9,290 sq. m between 2014– 2023 is listed at Appendix 3.

6.5 The take up from 2014 to date has been analysed between existing, speculatively built and build to suit floor areas as shown in the table below

| **Year** | **Existing (Grade A)** | **Speculative Build** | **Build to Suit** |
|---|---|---|---|
| 2014 | 50% | 9% | 41% |
| 2015 | 24% | 30% | 46% |
| 2016 | 19% | 50% | 31% |
| 2017 | 36% | 29% | 35% |
| 2018 | 37% | 33% | 30% |
| 2019 | 40% | 35% | 25% |
| 2020 | 9% | 74% | 17% |
| 2021 | 17% | 49% | 34% |
| 2022 | 2% | 51% | 47% |
| 2023 (to date) | 43% | 45% | 12% |
| **Average** | ***27.78%*** | ***40.44%*** | ***31.78%*** |

6.6 Speculative build and build to suit have been the dominant sectors with existing/second-hand buildings having a lower take up. The existing stock will generally be older and of a poorer specification. This highlights the availability of types of stock, occupier requirements and timescales for occupation.

**Requirements**

6.7 B8RE keep a database of requirements across the region. I have analysed the requirements which are relevant to the Warrington area for the period January 2022 – November 2023. The total number of requirements with an upper search in excess of 9,290 sq. m is 169 with a total requirement of 3,466,677 sq. m

6.8 These requirements are on several levels and can be divided into the following – national/wide search area requirements; regional requirements within a specified search area and Warrington focussed requirements.

6.9 From an analysis of the data base there are eight national requirements, one hundred and forty nine regional/sub regional requirements and twelve Greater Warrington focussed requirements. This corresponds to approximately 158,864 sq. m with a focus on the Greater Warrington area, 2,982,652 sq. m of sub regional/regional requirements and 325,161 sq. m of national requirements.

6.10 In summary, 72% of the take up in the North West is new build highlighting occupiers' preference for new or bespoke buildings. The wider Warrington/M6 market is a strong location. The area has the largest take up in the last five years at 440,090 sq. m or 38% of the take up (Para 4.42). Regional demand and local demand are also strong. In terms of demand regionally there are one hundred and forty nine enquiries, with a further twelve enquiries with a specified search area of the wider Warrington area. This confirms the need for the subject site. A large proportion of the regional requirements are centered around Warrington but have to consider other locations due to the lack of opportunities.

6.11 Current active enquiries within the target market area include the following:

B&M – 46,450 to 60,385 sq m

Howdens – 46,450 sq m

DHL – two requirements – 32,515 and 46,450 sq m

JLR – 41,805 sq m

L’Oreal – 32,515 sq m

DSV – 27,870 sq m

Regency Glass – 27,870 sq m

Menzies Distribution – 18,480 sq m

Tesla – 13,935 sq m

BAE Systems – 13,935 sq m

Crest Medical – 9,290 sq m

Speedy Hire – 9,290 sq m

## 7 Supply

7.1 The availability of existing Grade A, speculative build and units under construction which are over 9,292 sq. m is 373,930 sq. m as at November 2023.

The map at Appendix 4 shows their locations. The supply is outlined below and at Appendix 5.

### Speculative build units under construction

7.2 There are seven units currently under construction totalling 87,899 sq. m.

| **Under Construction** | **Sq. m** |
|---|---|
| Botany Bay, Chorley | 14,712 |
| Frontier Park, Burnley | 14,654 |
| Trafford 150, Trafford Park | 13,772 |
| Skylink 147 | 13,691 |
| Image 3, Knowsley | 11,148 |
| Vortex Business Park, Ellesmere Port | 9,981 |
| Knowsley 107 | 9,941 |
| **Total** | **87,899** |

**Speculative Build**

7.3 There are eight speculative build units immediately available with a total floor area of 201,810 sq. m.

| **Existing Speculative Build** | **Sq. m** |
|---|---|
| Link Logistics Park, Ellesmere Port | 62,641 |
| Oldham 367, Chadderton | 34,304 |
| Omega Loop, Warrington | 28,768 |
| Viking Park, Widnes | 18,696 |
| Aviator Park, Ellesmere Port | 18,475 |
| Imperial 165, Kingsway, Rochdale | 15,394 |
| Unit 2 PLP Ellesmere Port | 12,877 |
| 1B Link Logistics Park, Ellesmere Port | 10,655 |
| **Total** | **201,810** |

**Existing Buildings**

7.4 The supply of Grade A existing stock is limited there are six buildings available totalling 84,220 sq. m.

| **Unit** | **Size sq. m** |
|---|---|
| Bolton 280, Wingates | 26,077 |
| L175, Speke | 16,358 |
| Icon 3, Manchester | 12,855 |

| | |
|---|---|
| M2, Heywood | 9,755 |
| Deva 100, Chester | 9,607 |
| Icon 4, Manchester | 9,569 |
| **Total** | **84,221** |

7.5 The total available supply is summarised in the table below.

| **Type** | **No. of Units** | |
|---|---|---|
| Units under construction | 7 | 87,899 sq. m. |
| New speculative build | 8 | 201,810 sq. m. |
| Existing Grade A units | 6 | 84,221 sq. m |
| **Total** | **21** | **373,930 sq. m** |

7.6 If the supply is analysed by size

54% (16 units) of the stock is within the 9,290 – 18,580 sq. m size range,
12% (2 units) are within the 18,580 – 27,870 sq m size range

17% (2 units) are within the 27,870 – 37,160 sq. m size range

17% (1 unit) is above 37,160 sq. m size range

7.7 Based on current supply of 373,930 sq. m, the 5-year average annual take up of 295,044 sq. m there is 15.2 months' supply.

7.8 Based on the 10-year average annual take up of 266,109 sq. m there is 16.8 months' supply.

7.9 This shows a limited supply against the continued level of demand. Historically, there has been c 12 – 18 months' supply available to the market, which has enabled a steady throughput of development to capture occupier requirements. The gradual rise in interest rates over the last 12 months has led to a significant reduction in the supply of speculative build units. Given the timescale to obtain planning consent and construct a unit of 15 – 24 months, this highlights that the market is currently failing and will be unable to provide the required supply to the extent that by Q2 2025 availability could be at a record low and not be able to satisfy occupier demand.

7.10 There are only three units (34%) in excess of 27,870 sq. m available, with no units in this size range under construction.

7.11 Omega Loop 308 is located on Omega, junction 8 M62 within St. Helens administrative boundary. The unit is within the Warrington market area.

7.12 Link Logistics Park is located in Ellesmere Port, a secondary location. The unit is in an inferior location to Six 56, with good motorway access to the M53 but is distant from the M6/M56 intersection.

7.13 Ergo 367 is located in Oldham and focussed on the North Manchester/M62 market

7.14 In summary, the North West distribution market has a limited supply of buildings, providing 15 - 16 months' supply based on the 5 and 10 year average take up in twenty one units. There are only three buildings in excess of 27,870 sq. m immediately available, one is in a substantially inferior location to Six 56. There are no buildings over 9,290 sq. m available or under construction within Warrington Borough Councils administrative area.

## 8 Employment Land – Regional Sites

8.1 Sites across the North West within the main motorway corridors have been considered based on their ability to accommodate a single unit of 9,290 sq. m. This assumes a minimum site area of 2 hectares. There is approximately 1,694,474 sq. m of sites with outline or detailed planning consent in the North West for units over 9,290 sq. m. these are located over 23 locations. A map highlighting the locations is attached at Appendix 6, a table listing the sites is at Appendix 7.

8.2 The table has been broken down by size range with a number of miscellaneous sites listed with the developable floor areas where there is an outline consent and limited information on the eventual unit sizes.

8.3 There are 55 sites in total. No sites are within the Warrington borough area.

8.4 There are 26 sites that can accommodate/have consent for units of between 9,290– 18,580 sq. m totalling 321,384 sq. m.

8.5 There are 10 sites that have consent for units between 18,580 sq. m to 27,870 sq. m totalling 212,239 sq. m

8.6 There are 6 sites that have consent for units between 27,870 sq. m to 37,160sq. m totalling 189,895 sq. m.

8.7 There are 3 sites that have consent for units between 37,160 – 46,450 sq. m totaling 126,222 sq. m

8.8 There are 2 sites that have consent for units between 46,450 - 55,740 sq. m totalling 99,813 sq. m

8.9 There are 2 sites with planning consent for units of over 55,740, totalling 122,007 sq m.

8.10 There are 6 sites with planning consent over 74,320 sq m totalling 622,914 sq m.

8.11 There are no consented sites in Warrington, and one site with consent at Omega West, St. Helens

8.12 The table highlights the limited availability of sites capable of accommodating larger requirements of over 27,870 sq. m with only 19 of the 55 sites being able to accommodate this size requirement one of which is under offer.

8.13 The sites located within the subject site market area can offer approximately 341,897 sq. m of buildings, including 5 sites at Wigan totalling 202,511 sq m; Omega 400, Warrington; 3 plots at Parkside and 2 plots at Haydock. Based on the 5 year total take up in the market area of 440,090 sq. m (at Para 4.42) this would equate to an annual take up of 88,018 sq. m per annum. This would provide 3.8 years supply.

8.14 However, the Wigan sites are accessed from j25 M6 and in my opinion do not compete with Six 56 as this is on the periphery of the sub-region and is restricted by j25 M6 being a North in/South out junction. Furthermore of the 44,090 take-up in the last 5 years, 89% (392,570 sq m) of take-up was in the immediate Warrington to j23 M6 area. The remaining plots between Warrington and j23 M6 can offer 139,386 sq m of buildings which would equate to only 1.58 years supply. This does not offer a wide choice of sites as they are focussed in three locations along the corridor.

8.15 The sites do not offer direct competition to Six56 as they will cater for a different market in locational terms. The available sites are clustered around Merseyside, North/West Manchester, South Cheshire, Deeside and the Central Lancashire conurbation. The main competing site within the

Warrington market area at Parkside is likely to be built out in three units totalling 73,688 sq m. Given the current take up rate in the Warrington market area (88,018 sq. m per annum***)*** Parkside can provide less than 12 months' supply for the Warrington market area and significant interest is already being shown in the 3 plots being marketed.

8.16 In summary the table shows that whilst there are a number of sites that can accommodate a range of unit sizes across the North West, no sites/plots are available within the Warrington administrative boundary. There are a limited number of deliverable sites across the North West that can accommodate units in excess of 27,870 sq. m. There is a limited supply within the Warrington market area. The sites are in geographically diverse locations and offer limited competition within the core market area for Six 56.

## 9 Warrington Borough Council Employment Land – Qualitative and Quantitative Assessment

9.1 Within the Warrington Borough administrative area the only available site with an allocation capable of accommodating a unit in excess of 9,290 sq. m. is Fiddlers Ferry.

9.2 The table below lists the Omega West site which is allocated within St. Helens. Approximately 8.4 ha of this allocation remain available the remainder of the site is currently under construction with one completed building. The table also lists the former Fiddlers Ferry power station site.

| | **Site Name*** | **Indicative Site area (hectares)*** | **Remaining Area (hectares)** | **Status / Comments** |
|---|---|---|---|---|
| St. Helens Draft Local Plan Ref:1EA | Omega South Western Extension, (to meet employment land needs arising in Warrington) | 31.22 | 8.44 | The allocated site is regarded as meeting Warrington BC's employment needs. |
| Warrington | The former Fiddlers Ferry Power Station site | 330 | 330 | Located at the western extreme of the borough with poor motorway access approximately 5.5 |

| | Site Name* | Indicative Site area (hectares)* | Remaining Area (hectares) | Status / Comments |
|---|---|---|---|---|
| | | | | miles away. The site requires demolition and remediating prior to being redeveloped. Road access will require improvement. |

**Qualitative Assessment**

9.3 Warrington BC are relying on a single large allocation to the west of the borough with poor local and regional access. Given the boroughs location and access to the M62 and M6, the Fiddlers Ferry site does not have any locational benefits as compared to Omega which has a direct access to j8, M62.

9.4 Of the other main logistics development sites brought forward over the last 10 years, Logistics North Bolton, Kingsway Rochdale and M6 Major/North Florida Farm, two where located adjacent to a motorway junction and one within 1.5 miles highlighting the importance of proximity to the success of the scheme. Fiddlers Ferry is 5.5 miles from j7 of the M62 and a further 8 miles to the M6/M62 interchange. This additional distance to the M6 results in additional trunking time/costs and will be less attractive compared to sites closer to a motorway junction. Six 56 offers direct motorway access to the M6/M56.

9.5 Omega West provided 75.43 ha of employment land. 31.22 ha of the allocation has counted towards the Warrington land supply.

9.6 The Omega West site has been developed with work starting on site upon receipt of the Secretary of State's decision after the Called In Inquiry. This confirms the demand for the area with Home Bargains and Iceland committing to two units totalling 128,481 sq m.

## 10 Subject Site

10.1 Six 56 has been assessed on the criteria for large scale development discussed in Section 4. The site satisfies the criteria which are discussed below.

10.2 **Large footprint** – Six 56 can offer a number of development plots capable of accommodating units of 9,290 sq. m up to a maximum of 80,454 sq m. The indicative masterplan identifies the plots.

10.3 **Physical characteristics** –

- the topography/shape of the site does not prevent its development – the site does have a slight rise and fall but this does not inhibit development. The masterplan identifies how the larger buildings 'fit' on the site.
- there is an adequate timescale to provide utility/service provision to the site
- the site is greenfield and has no physical barriers to development.
- the site can be operated on a 24/7 basis – there are no residential properties in close proximity to be affected by 24/7 operations on the site. The site is accessed directly from Junction 20 of the M6/Junction 9 of the M56.

10.4 **Motorway/strategic road access** – Six 56 has direct access to Lymm Interchange j9, M56/j20, M6. The site has excellent access to the region's motorway network. The M6 and M62 are the main trunking motorways in the north west for logistics with the M56 providing a route to North Wales, the Wirral peninsular and access to Manchester. The site's location provides access to the Liverpool City Region, Liverpool 2, Warrington and the Greater Manchester conurbation. This is supported by the Model Logic Logistics Study.

10.5 **Land ownership** – the site is in the control of the developer.

10.6 **Deliverability** – the site has no impediments on delivering distribution units to the market.

10.7 **Labour supply** – the area's demographics provide a large catchment area.

10.8 **Location** – Warrington is regarded as the regions prime location for logistics.

10.9 In summary, Six 56 satisfies all the relevant criteria for large scale floorplate development. The site can be brought forward subject to receipt of an implementable planning consent.

## 11 Fiddlers Ferry

11.1 Fiddlers Ferry will provide 101 ha of employment land as part of a wider mixed use scheme including residential and associated amenities. The first phase of employment on the former coal stock yard will comprise 4 buildings totalling c.128,388 sq m. Future phases will provide plots able to accommodate 92,900 sq m and 139,350 sq m however the procurement of Phase 2 and 3 is understood to be at least 5 years away. As such Phase 1 will only provide a relatively small proportion of anticipated future take-up in the region/sub-region. Para 5.24 of Mr Rolinsons Proof highlights the timing and procurement of the employment phases.

11.2 In my opinion the location of Fiddlers Ferry will not appeal to a significant proportion of logistics, e-commerce and retail occupiers who accounted for an average 5 year take-up of 90% of all transactions. These occupiers typically prefer to be located closer to the main motorway network nearer to the M6/M62 epicentre. Fiddlers Ferry is 5.5 miles from j7 of the M62 via the A562 and A557 and a further 8 miles to the M6/M62 interchange which will be less attractive compared to alternative sites located nearer motorway junctions such as Six 56. The additional distance to the motorway junctions will result in increased trunking time and costs for operators.

11.3 Whilst the nearby Gorsey Point Scheme has been a success the largest letting on the scheme of 36,519 sq m was to a local occupier who relocated from nearby Runcorn.

11.4 I believe that Fiddlers Ferry could be best suited to serve a regional manufacturing and local market as it will be less attractive to logistics operators on a regional basis compared to alternatives sites. The availability of a substantial power supply is an advantage and therefore the site could

potentially appeal to bespoke manufacturers who are less locationally sensitive and cannot be accommodated on better located logistics sites. We are seeing an increased number of manufacturing requirements due to changes in market conditions detailed previously, however, over the past 5 years this represented only 10% of overall take-up in the region.

11.5 Fiddlers Ferry is located in the sub region market covered by the M62 J4-6 and the M57 corridor which has seen take-up of 200,018 sq m in 9 buildings over the past 5 years compared to the wider Warrington area which has seen double the take-up of 440,090 sq m in 18 buildings reinforcing the occupier preference for the wider M6 location where Six 56 is situated.

## 12 Call In Sites

12.1 There were five sites that were ‘called in ‘ and determined in the North West. The sites were

- Parkside, St. Helens – 92,900 sq. m
- Wingates, Bolton – 92,900 sq. m
- J25, Wigan – 133,966 sq. m
- Omega West, St. Helens – 205,500 sq. m
- Haydock Point, St. Helens – 167,225 sq. m

These are shown in Appendix 8

12.2 The top four sites were all granted consent in 2021, providing approximately 525,266 sq. m of hybrid planning consent.

12.3 At Omega West, 157,156 sq. m (76%) of the consented floor area has already been committed and is in development. The take up at Omega West comprises a land sale and a pre let development to TJ Morris and Iceland, respectively. The third building is a speculatively developed warehouse which was completed in October 2023. A final plot to accommodate up to 39,100 sq m is available.

12.4 The three other sites that were granted consent are all working towards being able to offer plots available for development in the next 12 - 36 months. This involves dealing with pre development planning conditions, site preparation such as plateauing and provision of utilities/services to the sites.

12.5 The lack of development on the other sites reflects the complexity of some sites and the timescale needed to deliver a serviced site capable of development rather than a lack of demand in the market. With the exception of j25 Wigan (Symmetry Park, Wigan), the sites have not been actively promoted for marketing purposes.

12.6 At para 5.78 of Mr Rolinson's proof he details the Secretary of States decisions regarding the five Called In cases for large scale employment schemes in the North West. Mr Rolinson summarises the SoS conclusions where there was an "*evident and compelling planning policy imperative for high-quality logistics floorspace regionally, sub- regionally and locally"; that employment land supply in the M6 corridor is "critically low"; that the evidence base underpinning the emerging Local Plans should be afforded "significant weight"; that the need for new employment land carried "very significant weight"; that the "locational benefits carry further significant weight"; and that the "socio-economic benefits carry further significant weight".* The comments are applicable to the Six 56 site.

12.7 In summary the take up of buildings/land at Omega West has removed a large amount of supply out of the market place in the subject market area. From the list of sites which were granted consent only Parkside, St. Helens can be considered as being able to compete with Six 56 along the Warrington/M6 market area. The remaining consented sites are too distant to be considered as competition. Given the size of Parkside (9,290 sq. m) consented it can only offer three relatively fixed plot sizes of 34,160 sq m, 18,405 sq m and 21,123 sq m which will not offer the variety and scale of unit sizes that could be offered at Six 56.

13.1 Model Logic have prepared an updated logistics study dated March 2023. The study assesses the locational characteristics of the site based on operator and end user requirements. The report is attached at Appendix 9

13.2 The report compares in the Competitor Site Comparison (page 14) a range of alternative sites in the North West against drive time comparisons of between 60 – 240 minutes. The report ranks Six 56 as the fourth for the various individual drive time scenarios but the best location overall.

13.3 The report concludes the following points regarding the subject site.

- It is located near the centre of the high population belt of Manchester, Warrington and Liverpool, giving an extensive population base being capable located within a 60-minute drive time – the typical drive time for electric vehicle deliveries.
- Six 56 is an ideal site for a logistics network with multiple sites being as good as or within 2% of the transport performance of the ideal network
- Six 56 is a prime location to act as an Import Centre linked to Liverpool 2 docks
- Six 56 is an excellent location to operate a local or last mile distribution centre and is capable of utilising electric vehicles
- Six 56 has an excellent catchment area for staff recruitment

13.4 In summary the logistics report confirms the location as being in the top four locations for all drive times between 60 – to 240 minutes and overall, as the best location for a distribution network. This supports the suitability of the location for distribution uses.

## 14 Economic Issues

14.1 The limited supply of existing buildings across the North West and specifically in the Warrington sub region creates issues for businesses in locating to their preferred location. This also has an economic impact on the business in increasing relocation, transport and labour costs.

14.2 This situation will cause market failure. Market failure is when the market cannot satisfy the needs of occupiers due to a lack of supply of built product or additionally in this instance a lack of built product and the supply of land to be able to construct the required distribution facilities. Occupiers are having to consider short term solutions or alter their supply chain strategy due to a lack of stock. By way of an example, TK Maxx were searching for a building in the Midlands and took a unit at Crewe – this removes stock from the market, reducing the options for other companies who may then need to locate outside their preferred area, potentially creating a domino effect.

14.3 The current situation has been brought about by a number of factors which include – a step change in the market, local authorities not being able to bring sites through the employment allocation/ local plan process quickly enough in relation to (1) employment land take up, (2) the change in market requirements outpacing local plans and (3) a reliance on older employment sites which could never satisfy modern occupier requirements or are poorly located. This is the situation in Warrington. The Council are relying on a former power station site which needs to be demolished and remediated with timing implications. The site is located at the most western extremity of the borough and is approximately 5.5 miles from junction 7 of the M62. Companies relocating within or to the borough are more likely to prefer to be in a more central location closer to the M6 intersection.

14.4 To prevent market failure the market should provide up to 24 months' supply of units under construction or available to provide a suitable choice for occupiers. There should be a range of sites in various suitable locations that occupiers and developers can consider for build to suit requirements.

## 15 Conclusions

15.1 Six 56 is located in a prime location with immediate access to the M6/M56 and adjoins an existing industrial estate. Occupiers include Eddie Stobart, Kammac, Farm Foods and DPD. It is an established distribution location.

15.2 As a result of Covid 19, Brexit and the increase in internet shopping there has been a change in consumer habits, increased inventory and reshoring of business. This has resulted in the logistics/warehousing sector expanding its property footprint creating an increased need for larger buildings.

15.3 Occupiers, investors and developers all require buildings to be built to a more sustainable quality to comply with the Environmental, Social and Governance requirements of most businesses.

15.4 Specifications are being driven by automation/technology, sustainability of the built product both in construction and operation. Government regulations require minimum EPC ratings of C in 2025 and B in 2030 which will impact the availability of existing stock by reducing it and putting more pressure on the supply of new buildings.

15.5 The current supply of Grade A buildings in the North West is 373,390 sq. m in 21 units. This represents only 15 - 16 months' supply based on the five- and ten-year average take up, respectively.

15.6 Take up for 2022 was 462,825 sq. m – it was an exceptional level of take up, and significantly above the ten-year average of 266,109 sq. m. This confirms the imbalance between supply and demand. Take up has historically been led by new speculative build units or buildings being built on a build to suit basis. These account for 72% of the market over the last ten years. This shows the need for more land to enable development.

15.7 The Warrington market area has 38% of the take up when compared against the seven sub markets. The Warrington sub market is the most successful location with more than double the take up of the nearest sub-market.

15.8 If all the sites in the immediate Warrington market area are included they will only provide 1.58 years supply based on the five year average take up in this market area.

15.9 There is a shortage of deliverable sites in the North West and there are no sites available within Warrington Borough Councils administrative area. This is having an adverse effect on occupiers who are now in the situation where the available supply of buildings and pipeline are severely restricted. Warrington is considered to be a prime logistics location for the North West region given its central location and access to the regional motorway network of the M6, M62 and M56.

15.10 Market failure will occur in the region as companies will have a limited choice of sites and locations. The locations or sites may not be suitable for their business needs. The companies will either locate elsewhere either in or outside of the borough or region.

15.11 The current situation has been brought about by a number of factors which include – a step change in the market, local authorities not being able to bring sites through the employment allocation/ local plan process quickly enough in relation to (1) employment land take up, (2) the change in market requirements outpacing local plans and (3) a reliance on older employment sites which could never satisfy modern occupier requirements or are poorly located. This is precisely the issue that Warrington BC are creating by relying on the former Fiddlers Ferry power station site.

15.12 The Fiddlers Ferry site is approximately 5.5 miles from j7 of the M62. It is 8.5 or 12 miles from the M6/M62 intersection. Six 56 is located at a motorway intersection. The market for the subject site is focussed on the wider Warrington market predominantly along the M62 (j8 - j11), M56 (j9 – j11) and M6(j20 – j25) corridors. Six 56 can offer a deliverable site with direct motorway access

15.13 There are a 161 (3,141,516 sq m) enquiries that will consider the subject location within their search area. (12) 158,864 sq. m of requirements are focused on the Greater Warrington area, (149) 2,982,652 sq. m of sub regional /regional requirements will consider the market area. This confirms the demand within the market area where Six 56 is located.

15.14 The changing logistics requirements are driving a need for larger, taller distribution units to enable automation. The size and height of the buildings is determined by the automation system. This requires larger regular shaped sites with good motorway access capable of accommodating large unit sizes. Six 56 can offer plots to satisfy these requirements. There are no other sites within Warrington BC administrative area that can do this.

15.15 The logistics study undertaken by Model Logic confirms that the site has an overall ranking of being the best site against the comparisons for logistics use in the North West. The report also confirms that there is a plentiful labour supply for the location.

15.16 In summary, the North West has an extremely limited supply of available buildings and land capable of delivering modern logistics facilities with motorway access. More specifically Warrington does not have a deliverable land supply, has relied on 'the duty to cooperate' with St. Helens Council to provide Omega West which is 76% built out Six 56 can satisfy the borough's need.

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[i] (Grade A floorspace is defined as being up to c 20 years old with a minimum 10m to eaves and a 50m deep yard area)

**B8RE Limited**

# Appendix 1 – Summary Proof

Call-in by the Secretary of State of an application made by LANGTREE PROPERTY PARTNERS LLP

LOCAL PLANNING AUTHORITY – WARRINGTON BOROUGH COUNCIL REFERENCE 2019/34799

PLANNING INSPECTORATE REFERENCE APP/M0655/V/22/331187

RELATING TO: Land to the west of junction 20 of the M6 motorway and junction 9 of the M56 motorway and to the south of Grappenhall Lane and Cliff Lane, Grappenhall, Warrington – known as Six:56

**13 December 2023**

## Appendix 1 – Summary Proof

1. Changes to the market have resulted in an increased demand for warehouse accommodation. These have included the growth in internet shopping, onshoring of goods and raw materials, the requirement of occupiers to have more sustainable properties due to environmental, social and government (ESG) strategies and the impact on companies requiring taller and bigger buildings which offer economies of scale.

**Market Area**

2. The north west market is an attractive location with extensive motorway network focussed on the M6 and M62 corridors serving the Liverpool, Greater Manchester and Central Lancashire conurbations.

3. The suggested market areas are highlighted at Appendix 2. The subject site is in the J19 to J25 M6 Warrington/wider M6 market area. The specific Warrington market area includes J11 to J8 of the M62 and J19 to J21 of the M6. This overall area has had the highest level of take-up in the north west highlighting its popularity.

4. Regional take up in 2022 was 462,825 sq. m. 98% of the take up was in new build floor space. The average five year take up is 295,044 sq. m, the average 10 year take up is 266,109 sq. m. Take up in 2022 was significantly in excess of the five- and ten-year average. 2023 take up to date is 125,300 sq m with the reduction partly down to lack of Grade A supply but predominately down to the political and economical instability experienced over the course of the year. A further 92,496 sq m is currently under offer.

5. The regional supply is 373,930 sq. m in 18 buildings. There are 7 units under construction, 8 units speculatively built and 6 existing buildings.

**Market Trends**

6. The sector has a number of trends. These include requirements for taller buildings, with larger floor plates and with sustainable construction to enable the buildings to be net zero carbon in construction and operation. The buildings now have substantially higher power requirements to reflect the needs of EV charging, automation and IT systems.

7. Developments sites need to satisfy a range of criteria to enable this development. These include capacity for large building footprints, regular shaped plots, motorway access, availability of labour, deliverability and access to ports and rail. Six 56 can satisfy all these criteria.

**Demand/Take Up**

8. An analysis of take up from 2014 to 2023 highlights that 72% of take up since 2014 of Grade A units has been new build stock either on a build to suit or speculative basis.

9. B8RE's enquiry database has highlighted that there are 169 requirements between January 2022 to November 2023 inclusive. These requirements total 3.47M sq ft. These are divided between 8 national requirements, 149 regional requirements (2.98M sq. m) and 12 Greater Warrington specific requirements (158,864 sq. m). This confirms the strength of the market in the Warrington area and the need for this subject site. A large proportion of the regional requirements are centered around Warrington but have to consider other locations due to the lack of opportunities.

**Supply**

10. Of the 21 units that are available in the market place, only 1 unit is within the Warrington market area.

11. No buildings are available within Warrington BC's administrative area or are under construction. Based on the regional market area and take up, there is approximately 15 to 16 months' supply of buildings based on a 5 and 10 year average take up.

**Employment Sites**

12. A list of sites with planning consent are listed at Appendix 6. Whilst there are a number of plots available, the total number of locations are 23. This reflects the size of some of the larger plots. The total potential floor area is 1,694,474 sq. m. However, one plot of 48,772 sq. m is currently under offer at Deeside. Likewise, whilst the other plots at Deeside are included, this market is somewhat distant from the M6 market place. None of these sites are in the Warrington area. Within the immediate M6 market/Warrington area there is approximately 139,386 sq. m. Based on the five year average take up within this area of 88,018 sq. m this equates to 1.58 years supply in three locations.

13. The quantitative/quality of land supply in the Warrington BC area is mainly proposed with the site of Fiddlers Ferry Power Station. The quantitative need is addressed in Mr Rowlinson and Mr Kinghan's Proof's.

14. Qualitatively the site is located in the most westerly section of the Borough with poor motorway access and is distant from the M6/M62 intersection. By comparison, the Omega West site has been substantially built out (76%) and is a superior location with direct motorway access.

**Suitability of Six 56 for Large Scale Development**

15. The subject site has been assessed against all the criteria for being suitable for large scale development discussed in Section 4 of the main Proof. The site can offer large development plots, is in the control of a single developer with excellent motorway access and is deliverable within a realistic timescale.

16. Six 56 therefore satisfies all the criteria for being able to undertake large scale development.

**Called In Sites**

17. Three of the 4 Called In sites which secured consent are currently being prepared for development. Omega West is 76% committed, with the other three sites have varying timescales for delivery. I understand that Parkside will be approximately 18 - 24 months before completed units can be made available, and there is already significant interest being shown in the plots available. Wingates, Bolton does not offer competition due to its location. Symmetry Park, Wigan has an uncertain timescale, and again is to the northern extremity of the wider Warrington market area.

**Model Logic Logistics Report**

18. The model logic logistics report addresses the suitability of the site as a logistics location when compared against competing sites/locations. The report rates the site fourth in a number of various drive time scenarios between 60 and 240 minutes.

19. The report confirms the site is the best overall location for a logistics facility. This supports the sites suitability for distribution uses.

**Economic Issues**

20. The limited supply of existing buildings and sites limits opportunities for business to relocate. Warrington BC are relying on the former Fiddlers Ferry power station site - a single large site located in a poorly located approximately 5.5 miles from j7 of the M62. Occupiers will consider other more accessible locations on the main motorway network which could result in loss of businesses from the borough.

21. At present the borough has no land or Grade A buildings over 9,290 sq. m within the borough to satisfy this demand.

**Conclusions**

22. Six 56 is in a prime location with immediate access to the M6/M56, in an established distribution location.

23. Occupiers require modern buildings to offer economies of scale and satisfy their ESG credentials. Over 72% of the last 10 years take up has been new build and was at a figure of 98% in 2022.

24. We have shown that there is a limited supply of buildings available or under construction. This equates to between 15 and 16 months' supply based on the five and ten year take up rates.

25. There are no deliverable sites in Warrington Councils administrative area, and a limited number of sites in the wider Warrington market area.

26. The proposed land supply at Fiddlers Ferry is at the western extremity of the borough and is 8.5 miles or 12 miles from the M6/M62 intersection. Six56 has direct access to the M6.

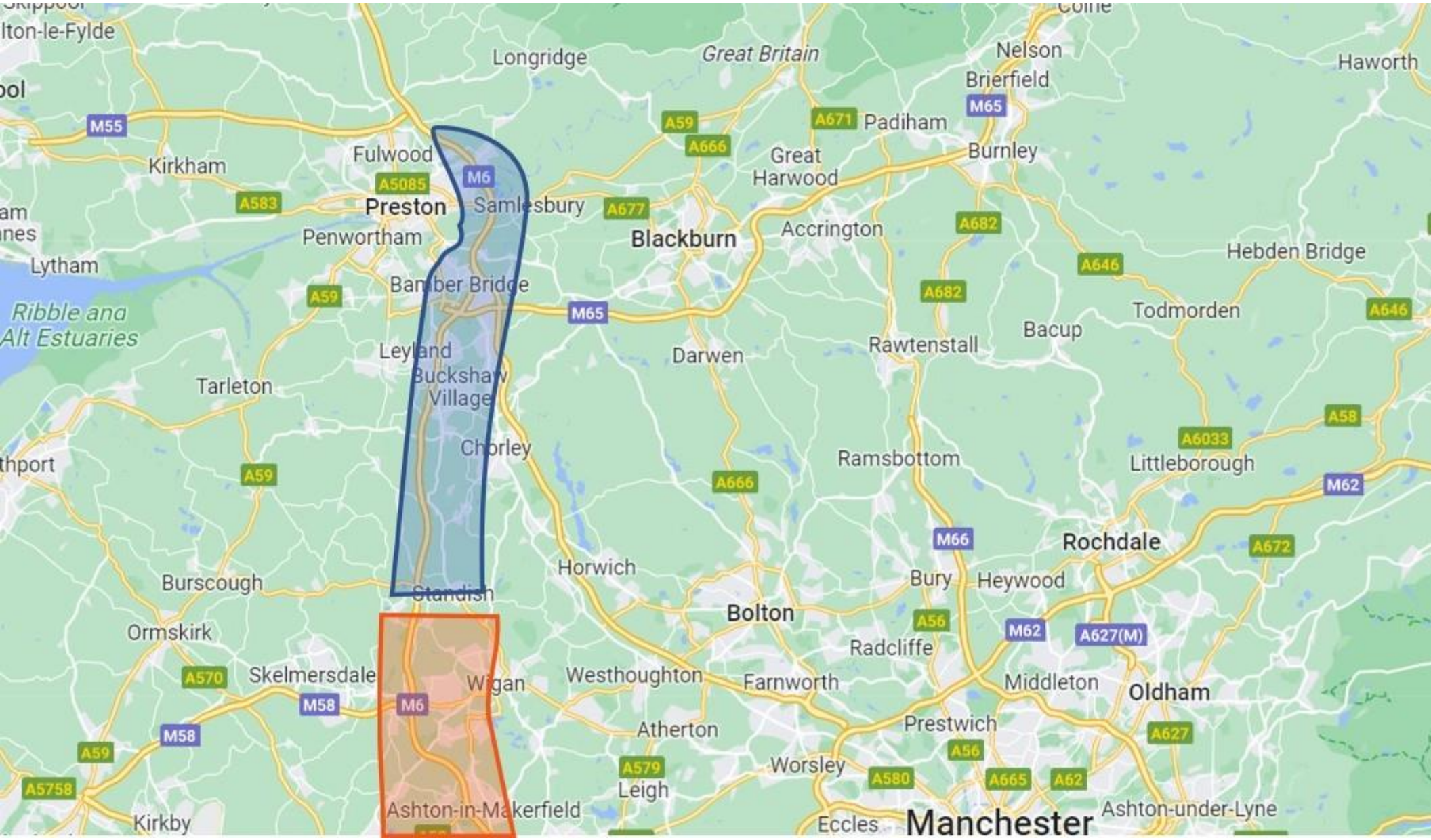
27. The changing needs of the market require larger, taller buildings creating larger floorplates to enable economies of scale and automation. Six 56 can offer suitable sites to satisfy these needs.

28. Model Logic' logistics report reinforces the suitability of the site as the best all round location to locate a logistics hub.

29. The strength of the Warrington market is reinforced by the fact that the Omega West site is being developed at present with 76% of the site under construction within 12 months of securing planning consent.

30. Six 56 can satisfy the boroughs ongoing need for logistics development, the above and its proximity to the M6, M56 and M62 make it suitable to satisfy the boroughs need.

# Appendix 2 – Regional Maps of Market Areas


Longridge
Great Britain
Nelson
Brierfield
Haworth
Padiham
Burnley
Great Harwood
Fulwood
Kirkham
Preston
Samlesbury
Penwortham
Blackburn
Accrington
Lytham
Hebden Bridge
Bamber Bridge
Ribble and Alt Estuaries
Todmorden
Bacup
Rawtenstall
Darwen
Leyland
Buckshaw Village
Tarleton
Chorley
Littleborough
Ramsbottom
Rochdale
Horwich
Burscough
Bury
Heywood
Standish
Bolton
Ormskirk
Radcliffe
Skelmersdale
Wigan
Westhoughton
Farnworth
Middleton
Oldham
Atherton
Prestwich
Worsley
Leigh
Ashton-in-Makerfield
Kirkby
Eccles
Manchester
Ashton-under-Lyne
M55
M6
M65
M66
M62
M58
A59
A666
A671
A5085
A583
A677
A682
A646
A6033
A58
A672
A627(M)
A627
A56
A570
A5758
A579
A580
A665
A62


Crosby
Litherland
Kirkby
Knowsley
St Helens
Ashton-in-Makerfield
Leigh
Eccles
Manchester
Ashton-under-Lyne
Bootle
Wallasey
Prescot
Huyton
Rainhill
Liverpool
Birkenhead
Hoylake
Kirby
Bebington
Heswall
Neston
Ellesmere Port
Flint
Connah's Quay
Deeside
Mold
Broughton
Saltney
Chester
Upton
Widnes
Runcorn
Spake
River Mersey
Frodsham
Birchwood
Warrington
Lymm
Stretford
Sale
Altrincham
Wythenshawe
Stockport
Cheadle
Hulme
Marple
Hyde
Glossop
Wilmslow
Knutsford
Alderley Edge
Bollington
Chapel-en-le-Frith
Macclesfield
Buxton
Northwich
Hartford
Delamere
Winsford
Little
Budworth
Tarporley
Tattenhall
Sandbach
Congleton
Biddulph
Leek
Crewe
Alsager
Llay
Gwersyllt
M62
M6
M56
M53
M60
A580
A570
A5058
A562
A561
A5300
A557
A50
A49
A56
A556
A555
A6
A34
A537
A533
A530
A54
A534
A536
A523
A53
A55
A550
A41
A51
A5103
A6018
A628

# Appendix 3 – Annual Take Up

**Appendix 3**

**Ten Year Annual Take Up**

| **Year** | **Take Up (sq.m)** |
|---|---|
| 2014 | 241,743 |
| 2015 | 275,427 |
| 2016 | 330,788 |
| 2017 | 109,865 |
| 2018 | 228,044 |
| 2019 | 174,903 |
| 2020 | 295,426 |
| 2021 | 416,766 |
| 2022 | 462,825 |
| 2023 to date | 125,300 |
| **Total** | **2,661,087** |
| Ten Year Average | 266,109 sq.m |
| Five Year Average | 295,044 sq m |

# Appendix 4 – Location Map – Building Supply

**Under Construction**
1 Botany Bay, Chorley
2 Frontier Park, Burnley
3 Trafford 150, Trafford Park
4 Skylink 147
5 Image 3, Knowsley
6 Vortex Business Park, Ellesmere Port
7 Knowsley 107

**Speculative Build**
8 Link Logistics Park, Ellesmere Port
9 Oldham 367, Oldham
10 Omega Loop, Warrington
11 Viking Park, Widnes
12 Aviator Park, Ellesmere Port
13 Imperial 165, Kingsway, Rochdale
14 41 Link Logistics Park, Ellesmere Port
15 Unit 2 PLP, Ellesmere Port

**Existing Building**
16 Bolton 280, Wingates
17 L175, Speke
18 Icon 3, Manchester
19 M2, Heywood
20 Deva 100, Chester
21 Icon 4, Manchester

**Warrington Sites**
A Subject Site – Six 56
B Fiddlers Ferry

# Appendix 5 – Table of Available Units

Appendix 5

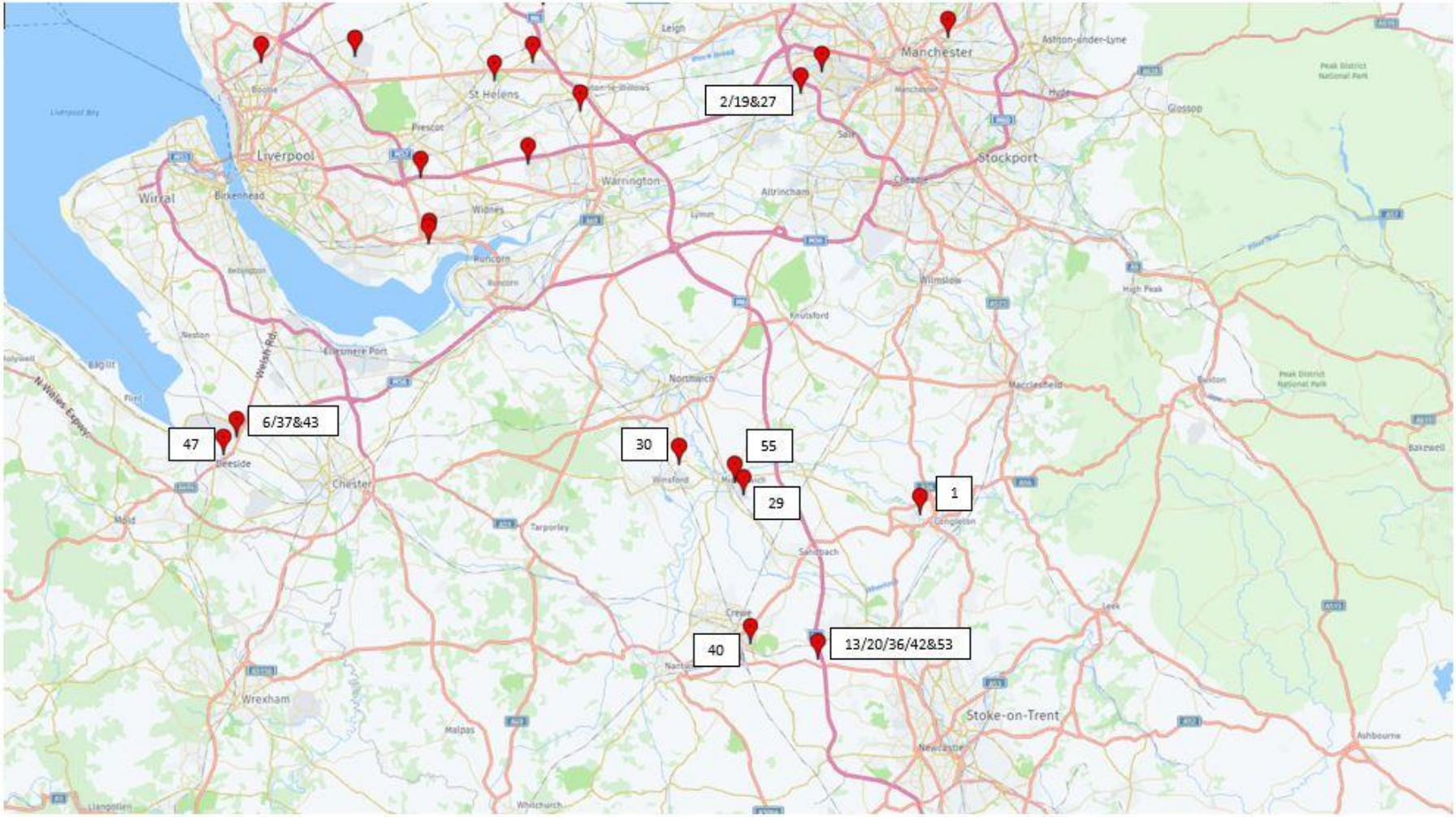
| **Under Construction** | **Sq. m** |
|---|---|
| Botany Bay, Chorley | 14,712 |
| Frontier Park, Burnley | 14,654 |
| Trafford 150, Trafford Park | 13,772 |
| Skylink 147 | 13,691 |
| Image 3, Knowsley | 11,148 |
| Vortex Business Park, Ellesmere Port | 9,981 |
| Knowsley 107 | 9,941 |
| **Total** | **87,899** |

| **Existing Speculative Build** | **Sq. m** |
|---|---|
| Link Logistics Park, Ellesmere Port | 62,641 |
| Oldham 367, Chadderton | 34,304 |
| Omega Loop, Warrington | 28,768 |
| Viking Park, Widnes | 18,696 |
| Aviator Park, Ellesmere Port | 18,475 |
| Imperial 165, Kingsway, Rochdale | 15,394 |
| 1B Link Logistics Park, Ellesmere Port | 10,655 |
| Unit 2 PLP Ellesmere Port | 12,877 |
| **Total** | **201,810** |

| **Existing Building** | **Size sq. m** |
|---|---|
| Bolton 280, Wingates | 26,077 |
| L175, Speke | 16,358 |
| Icon 3, Manchester | 12,855 |
| M2, Heywood | 9,755 |
| Deva 100, Chester | 9,607 |
| Icon 4, Manchester | 9,569 |
| **Total** | **84,221** |

# Appendix 6 – Location Map – Regional Sites


24
50
21
11/12&18
8&15
14/39/44&48
7/28&31
5
52
49
3/26&51
10&23
4
9/17/25&33
32
16
22
54
45
34/35&41
46&38
Blackpool
Preston
Blackburn
Accrington
Rossendale
Darwen
Chorley
Southport
Rochdale
Bolton
Wigan
Oldham
Leigh
Manchester
Ashton-under-Lyne
St Helens
Prescot
Liverpool
Wirral
Warrington
Altrincham
Stockport
Halifax
Keighley
Hebden Bridge
Todmorden
Sowerby Bridge
Littleborough
Skelmersdale
Ormskirk
Lytham St Annes
Clevelys


2/19&27
6/37&43
47
30
55
29
1
40
13/20/36/42&53
Manchester
Liverpool
Stockport
Warrington
Chester
Wrexham
Stoke-on-Trent
St Helens
Wirral
Birkenhead
Ellesmere Port
Northwich
Macclesfield
Leek
Sandbach
Crewe
Nantwich
Congleton
Tarporley
Mold
Malpas
Whitchurch
Llangollen
Leigh
Ashton-under-Lyme
Glossop
Altrincham
Knutsford
Wilmslow
Prescot
Widnes
Runcorn
Neston
Bagillt
Flint
Bidston
Bakewell
Ashbourne
Newcastle

# Appendix 7 – Regional Sites – Commentary

Appendix 7

| No | Property/Site by Unit Size | Authority | Unit Size (sq. m) | |
|---|---|---|---|---|
| | **9,290– 18,580 sq. m** | | | |
| 1 | Viking Park, Congleton | Cheshire East | 9,590 | Located in Congleton, 8.5 miles from j17, M6. This is a secondary location and does not compete with Six 56 |
| 2 | V1, Voltage Park, Carrington | Trafford | 9,885 | Serves the Greater Manchester conurbation. Road access will improve, it is c 22 miles from Six 56. |
| 3 | Unit 2, Symmetry Park Wigan, | Wigan | 10,219 | Accessed off j25, M6 – a north off /south on junction. The site is 14 miles north of Six 56 and does not compete. |
| 4 | Academy 2<br>Knowsley | Knowsley | 10,219 | Located off j4, M57 the site serves the local conurbation and is 25 miles from Six 56. The site is not competition. |
| 5 | Martland Park<br>Wigan | Wigan | 10,486 | Accessed off j25, M6 – a north off /south on junction. The site is 14 miles north of Six 56 and does not compete. |
| 6 | Unit 2B, Gateway Deeside | Flintshire | 10,512 | Located c 26 miles from Six 56, the site is focussed on the local North Wales market. The site does not compete with Six 56. |
| 7 | Unit 2, G-Park Skelmersdale, | West Lancs | 10,540 | Accessed of j4, M58, the site serves the West/Central Lancashire area. It is 23 miles from Six 56 and does not compete |
| 8 | Plot J2, Kingsway Business Park, Rochdale | Rochdale | 10,824 | Located 31 miles from Six 56, the location serves Greater Manchester and the M62 corridor. The site does not compete. |
| 9 | Unit 4 Atlantic Park<br>Bootle | Sefton | 10,985 | Located in North Liverpool serving the north Merseyside and Port of Liverpool market. It is 29 miles from Six 56 and does not compete. |
| 10 | Unit 5, Lowry Park, Manchester | Manchester | 11,482 | Located in Manchester close to the city centre, the focus is last mile delivery. The site is 22 miles from Six 56 and does not compete. |
| 11 | Unit 7 APTUS<br>Preston | Central Lancashire | 11,584 | Located north of Preston off j31A servicing the central Lancashire market. The site is 37 miles from Six 56 and does not compete. |

| No | Property/Site by Unit Size | Authority | Unit Size (sq. m) | |
|---|---|---|---|---|
| 12 | Unit 9 APTUS<br>Preston | Central Lancashire | 11,584 | Located north of Preston off j31A servicing the central Lancashire market. The site is 37 miles from Six 56 and does not compete. |
| 13 | Panattoni Park, Crewe | Cheshire East | 11,613 | Located off j16, M6 25 miles south of Six 56. The location serves the south Cheshire/Potteries area. The site is not competition to Six 56. |
| 14 | H Park, Heywood | Rochdale | 11,761 | Located off j3, M66 and j19, M62. The site requires infrastructure provision. The site is not competition and is<br>located in North Manchester. |
| 15 | Plot L, Kingsway Business Park,<br>Rochdale | Rochdale | 12,077 | Located 31 miles from Six 56, the location serves Greater Manchester and the M62 corridor. The site does not compete. |
| 16 | Haydock 134, Penny Lane, Haydock | St. Helens | 12,453 | Located at j23,M6, the site is within the wider Warrington market area. |
| 17 | Unit 3 Atlantic Park<br>Bootle | Sefton | 12,483 | Located in North Liverpool serving the north Merseyside and Port of Liverpool market. It is 29 miles from Six 56 and does not compete. |
| 18 | Unit 8 APTUS<br>Preston | Central Lancashire | 13,656 | Located north of Preston off j31A servicing the central Lancashire market. The site is 37 miles from Six 56 and does not compete. |
| 19 | V4, Voltage Park, Carrington | Trafford | 13,020 | Serves the Greater Manchester conurbation. Road access will improve, it is c 22 miles from Six 56. |
| 20 | Panattoni Park, Crewe | Cheshire East | 13,285 | Located off j16, M6 25 miles south of Six 56. The location serves the south Cheshire/Potteries area. The site is not competition to Six 56. |
| 21 | FP3 Frontier Park<br>Burnley | Hyndburn | 14,753 | Located off j9, M65 – not competition and in North Lancashire. |
| 22 | Link 23<br>Haydock | St Helens | 14,491 | Located at j23, M6 the site is in the wider Warrington market area. |
| 23 | Unit 4, Lowry Park, Grimshaw Lane | Manchester | 14,214 | Located in Manchester close to the city centre, the focus is last mile delivery. The site is 22 miles from Six 56 and does not compete |

| No | Property/Site by Unit Size | Authority | Unit Size (sq. m) | |
|---|---|---|---|---|
| 24 | Unit 8, Phase 2, Pendle Park, Nelson | Pendle | 15,434 | Pendle Park is 53 miles from Six 56 along the M65 corridor. It is remote and serves a local market. |
| 25 | Unit 5 Atlantic Park<br>Bootle | Sefton | 16,583 | Located in North Liverpool serving the north Merseyside and Port of Liverpool market. It is 29 miles from Six 56 and does not compete. |
| 26 | Unit 1, Symmetry Park<br>Wigan | Wigan | 17,651 | Accessed off j25, M6 – a north off /south on junction. The site is 14 miles north of Six 56 and does not compete. |
| | **Sub Total – 26 sites** | | **321,384** | |

| No | 18,580 – 27,870 sq. m | | | |
|---|---|---|---|---|
| | **Property/Site by Unit Size** | **Authority** | **Unit Size (sq. m)** | |
| 27 | V5, Voltage Park, Carrington | Trafford | 26,381 | Serves the Greater Manchester conurbation. Road access will improve, it is c 22 miles from Six 56. |
| 28 | Unit 3, G-Park Skelmersdale, | West Lancs | 23,890 | Accessed of j4, M58, the site serves the West/Central Lancashire area. It is 23 miles from Six 56 and does not compete. |
| 29 | Ma6nitude,<br>Middlewich | Cheshire West & Chester | 22,110 | Located off j18, M6, the site is16 miles south of Six 56. The location caters for the local/South Cheshire market |
| 30 | Winsford Gateway<br>Winsford | Cheshire West & Cheshire | 20902 | The site will serve the local Cheshire market accessed from j17/18 and is 16/19 miles from Six 56. The site does not compete. |
| 31 | Unit 1, G-Park Skelmersdale, | West Lancs | 20,746 | Accessed of j4, M58, the site serves the West/Central Lancashire area. It is 23 miles from Six 56 and does not compete. |
| 32 | GPark<br>Trafford Park | Trafford | 20,066 | Serves the Greater Manchester conurbation located in Trafford Park j9, M60. The site is not competition. |
| 33 | Unit 6 Atlantic Park<br>Bootle | Sefton | 19,505 | Located in North Liverpool serving the north Merseyside and Port of Liverpool market. It is 29 miles from Six 56 and does not compete. |
| 34 | Unit 3, Phase 2, Symmetry Park<br>Huyton | Knowsley | 19,971 | Located off j6 M62/M57 intersection, the site serves the Liverpool conurbation and is 17 miles from Six 56. The site is not competition. |
| 35 | Unit 2, Phase 2, Symmetry Park,<br>Huyton | Knowsley | 19,344 | Located off j6 M62/M57 intersection, the site serves the Liverpool conurbation and is 17 miles from Six 56. The site is not competition. |
| 36 | Crewe 210, Panattoni Park Crewe, | Cheshire East | 19,324 | Located off j16, M6 25 miles south of Six 56. The location serves the south Cheshire/Potteries area. The site is not competition to Six 56. |
| | **Subtotal 10 sites** | | **212,239** | |

| No | 27,870– 37,160 sq. m | | | |
|---|---|---|---|---|
| | **Property/Site by Unit Size** | **Authority** | **Unit Size (sq. m)** | |
| 37 | 1 Gateway Deeside | Flintshire | 36,031 | Located c 26 miles from Six 56, the site is focussed on the local North Wales market. The site does not compete with Six 56. |
| 38 | Widnes 360, Liberty Park, Widnes | Halton | 33,518 | Located off j6, M62 the site serves the local Merseyside market. The site is not competition to Six 56. |
| 39 | H-346, H Park, Heywood | Rochdale | 32,518 | Located off j3, M66 and j19, M62. The site requires infrastructure provision. The site is not competition and is located in North Manchester. |
| 40 | Weston Road Crewe | Cheshire East | 30,471 | Located off j16, M6 25 miles south of Six 56. The location serves the south Cheshire/Potteries area. The site is not competition to Six 56. |
| 41 | Unit 4, Phase 2, Symmetry Park Huyton | Knowsley | 29,022 | Located off j6 M62/M57 intersection, the site serves the Liverpool conurbation and is 17 miles from Six 56. The site is not competition. |
| 42 | Panattoni Park, Crewe | Cheshire East | 28,335 | Located off j16, M6 25 miles south of Six 56. The location serves the south Cheshire/Potteries area. The site is not competition to Six 56. |
| | **Subtotal 6 sites** | | **189,895** | |

| No | 37,160 – 46,450 sq. m | | | |
|---|---|---|---|---|
| | **Property/Site by Unit Size** | **Authority** | **Unit Size (sq. m)** | |
| 43 | 4 Gateway Deeside | Flintshire | 45,639 | Located c 26 miles from Six 56, the site is focussed on the local North Wales market. The site does not compete with Six 56. |
| 44 | H-450, H Park, Hareshill Road, Heywood | Rochdale | 41,829 | Located off j3, M66 and j19, M62. The site requires infrastructure provision. The site is not competition and is in North Manchester. |
| 45 | Plot 400, Omega South, Warrington | Warrington /St. Helens | 38,754 | Located on Omega West, and accessed off j8, M62. The site is competition but is in St. Helens administrative area. The site will accommodate a single unit, a river needs diverting before the site can be developed. |
| | **Subtotal 3 sites** | | **126,222** | |
| | | | | |
| | **46,650 sq. m – 55,740 sq. m** | | | |
| 46 | X.Dock 549<br>Widnes | Halton | 51,041 | Located off j6, M62 the site serves the local Merseyside market – the site is not competition to Six 56. |
| 47 | Stealth, Deeside | Flintshire | 48,772 | Located on a former Airfield, c.26 miles from Six 56 is focused on the North Wales market. The site does not compete.Under offer |
| | **Subtotal - 2 sites** | | **99,813** | |
| | | | | |
| | **Over 55,740 sq. m** | | | |
| 48 | H-688, H Park, Hareshill Road, Heywood | Rochdale | 63,944 | Located off j3, M66 and j19, M62. The site requires infrastructure provision. The site is not competition and is in North Manchester. |
| 49 | Meridian Six<br>Wigan | Wigan | 58,063 | Located off j25, M6 – a north off /south on junction. The site is 14 miles north of Six 56 and does not compete. Maximum plot size can accommodate up to 37,192 sq m. |
| | **Subtotal – 2 sites** | | **122,007** | |
| | | | | |

| No | Property/Site by Unit Size | Authority | Unit Size (sq. m) | |
|---|---|---|---|---|
| 50 | Lancashire Central | Lancs CC | 148,640 | Located off j29, M6/j1, M65. Recently consented. Significant infrastructure works required. The site serves the North M6/M65 corridor it does not compete with Six 56. |
| 51 | Symmetry Park Wigan | Wigan | 106,092 | Located off j25, M6 – a north off /south on junction. The site is 14 miles north of Six 56 and does not compete. |
| 52 | Wingates, Manchester Road, Westhoughton | Bolton | 102,230 | A 'Called In' site, the site is currently being prepared for development the largest unit size that can be accommodated is 29,518 sq. m. The site is on a slope and will need plateauing. It is focussed on the Greater Manchester/M60/M61 market area and is 29 miles from Six 56. It does not compete with Six56. |
| 53 | Phase 2, Panattoni Park Crewe, | Cheshire East | 92,980 | Located off j16, M6 25 miles south of Six 56. The location serves the south Cheshire/Potteries area. The site can accommodate a requirement of up to 92,900 sq. m. |
| 54 | Units 1, 2 & 3 Parkside, Newton-le-Willows | St. Helens | 92,396 | A 'Called In' site, the site is currently being prepared for development. The site will benefit from a new link road to j21, M6. The site is in the wider Warrington market area, 3 plots sizes of 34,160 sq m, 18,405 sq m and 21,123 sq m can be provided. |
| 55 | Midpoint 18 Phase 3, Middlewich | Cheshire East | 80,576 | The phase cannot be brought forward until the Middlewich bypass has been constructed. The site should be discounted on timescale and location – 16 miles south of Six 56. |
| | **Subtotal 5 sites** | | **622,914** | |
| | **Total** | | **1,694,474** | |

# Appendix 8 – Location Map - Called In Sites


Consented Sites
1 Parkside, Newton-le-Willows
2 Wingates, Bolton
3 Symmetry Park, Wigan
4 Omega West, Warrington
5 Haydock Point, Haydock
Subject Site
1 Subject Site
Manchester
Warrington
Oldham
Aspull
Roby Mill
Up Holland
Orrell
Wigan
Ince-in-Makerfield
Hindley
Westhoughton
Platt Bridge
Atherton
Little Lever
Radcliffe
Farnworth
Little Hulton
Whitefield
Simister
Middleton
Royton
Prestwich
Tyldesley
Swinton
Pendlebury
Worsley
Astley
Leigh
Billinge
Ashton-in-Makerfield
Golborne
Haydock
Newton-le-Willows
St Helens
Culcheth
Eccles
Salford
Manchester Museum
OLD TRAFFORD
Droylsden
Audenshaw
Ashton-under-Lyne
Failsworth
Urmston
Irlam
Carrington
Stretford
Sale
Partington
Winwick
Burtonwood
Risley
Birchwood
Rainhill
Gulliver's World
Dunham Massey
Timperley
Wythenshawe
Altrincham
Bowdon
Hale
Hale Barns
Manchester Airport
Lymm
Little Bollington
Higher Walton
Widnes
Appleton Thorn
High Legh
Keckwick
Runcorn
Daresbury
Windmill Hill
Stretton
Styal
Google

# Appendix 9 – Logistics Report – Model Logic

# Model Logic Ltd

# Six 56

# Logistics Study

# Updated Report

March 2023

# Introduction to the Six 56 Logistics Study

**Background**

Model Logic has been instructed by Langtree PP and Panattoni to prepare an independent Logistics Study to support the outline planning application for a warehouse development (Use Class B8 with ancillary B1(a) offices) and associated infrastructure on land adjacent to Junction 20 of the M6 Motorway and Junction 9 of the M56 Motorway (referred to as Six 56 Warrington).

This Study will assess the locational characteristics of the Six 56 site and whether this would be an optimal location for a Logistics Park based on operator and end user requirements. In the absence of a named end user for this site at this stage in the planning process, this report has been undertaken to determine an identified need from large scale logistics and distribution end users to operate in this location within the Borough as well as the wider region.

This Study should also be read in conjunction with the Jones Lang LaSalle (JLL) Marketing Report (2020) which focuses on the current need and supply and provides an up-to-date market overview and assessment of alternative employment sites including those within Warrington and outside the Borough on a regional and sub-regional level, along principal motorway corridors, including sites to the west of Manchester along principal motorway corridors, the M6 corridor between junctions 23 and 16, which is approximately 36 miles, which covers the market areas of North to Mid Cheshire and South Cheshire respectively. The report considers the current market for logistics and industrial buildings in excess of 100,000 square feet.

**Model Logic** is a supply chain and logistics consultancy with a 30 year track record of delivering complex strategic supply chain projects to a wide range of Blue Chip organisations across numerous industry sectors – from grocery, food and drink, pharmaceuticals, media and entertainment, through to DIY, building and gardening supplies.

Model Logic offers extensive supply chain knowledge and experience, supported by a range of strategic and operational modelling tools and have worked with a number of Blue Chip Logistics Operators to provide a framework for evaluating optimum locations for their distribution hubs and warehouses.

# Notes on the Update to the 2023 Report

The initial Logistics Study for Six56 was undertaken in 2020. This report is an update for 2023 and reflects a number of changes since 2020, including:

**Population**

The population figures used within this updated report are based upon a combination of the 2021 Census and calculations made based upon 2020. The data used increases the population by 6% compared to the 2011 figures used in the previous report.

**Driving Speeds**

The updated report uses average driving speeds that are slightly lower than in the 2020 report. The speeds used are based upon statistics gathered for individual stretches of road. As a result, the average speed has reduced from 36mph to 35mph which is a 3.8% decrease.

**Drive Time Zones**

Due to the reduction in driving speed the area covered within the drive time zones is reduced, along with the number of households. The increase in population means that in many situations, although the area covered is reduced there is a net increase in population within the drive time zone.

**Supply Chain Considerations**

Since 2020 there have been numerous world events that have led companies operating in the UK to consider near-shoring and increasing their levels of stockholding. These events have included: Brexit; Covid; war in Ukraine; ocean and air freight price volatility; major disruptions due to the container ship Ever Given going aground in the Suez Canal and strikes at some major international ports.

# Definition of Terms (1)

A **Supply Chain Network** is a configuration of facilities arranged to allow the movement of materials from their source locations to their final customers. A network can take many different forms dependent upon the nature of the company's business, its role in the supply chain and its size. The diagrams below show three alternative networks for a retail company.

**Network Design** is the process of evaluating alternative configurations of facilities, in terms of their number, size and roles. The design process is usually supported by using computer models together with digital maps and road networks to evaluate a range of options. The objective of the modelling has historically been to identify the minimum cost network but can be extended to include other parameters including service level and carbon footprint.

**Central Warehouse with Direct Transport**

**Regional Warehouses**

**Hub and Spokes**

**Example Retail Network Configurations**

# Definition of Terms (2)

A transport route can be described as a combination of a **Stem** element and a series of **Calls** (petal element)**.** In the example, a vehicle is planned to travel from Six 56 to make five calls in the Stockport area. The distance from the start to the first call is described as the **Stem Distance** and the time to travel is the **Stem Time.** The distance between each of the calls is described as the **Inter-drop Distance** and the time between calls is the **Inter-drop Time**.

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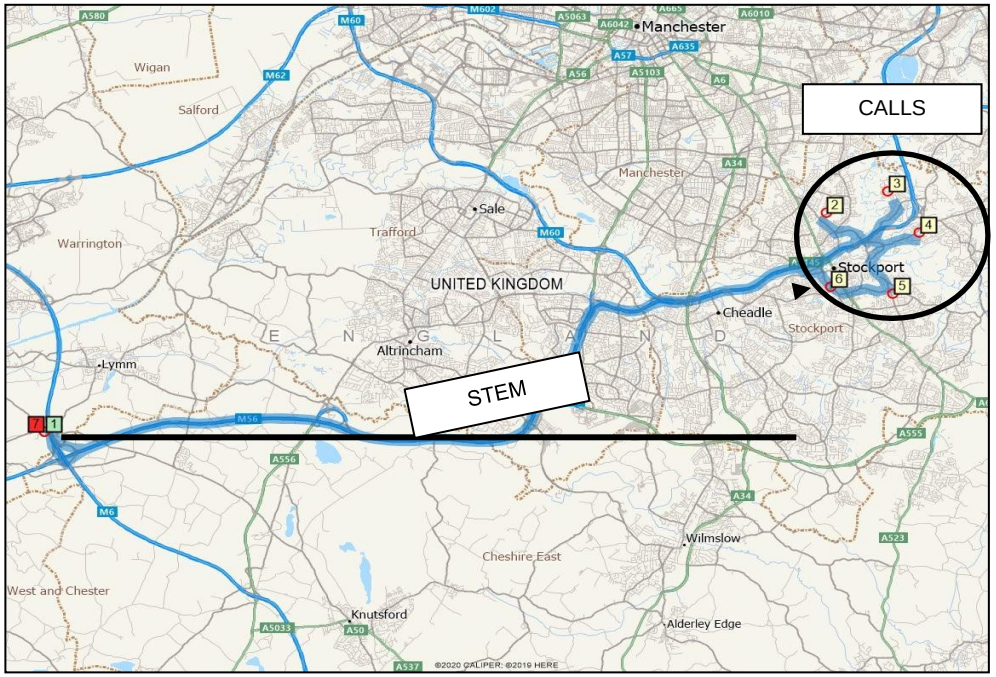



An **Import Centre** is a facility, usually a warehouse, where goods are received from a port or an airport. Goods are received in bulk form, typically by container or airline unit load device (ULD). The containers or ULDs are emptied (de-stuffed) and the products are either re-stacked onto pallets or fed into an automated storage system. The Import Centre either supplies directly to end customers or feeds a number of regional or local warehouses across the country. An **Export Centre** is a facility that prepares goods for export and involves filling (stuffing) containers or airline ULDs.

# Introduction to Network Design and Warehouse Location

This report has been prepared through the eyes of an end user or operator who may be a retailer, manufacturer, wholesaler or service provider and identifies the steps taken by these operators when undertaking a search to identify an optimum location. A third party logistics company may be contracted to operate a specific site; however the principles of network design will still apply. Designing an effective distribution network is one of the key elements of an end user's sustainability strategy. Configuring a network of warehouses of the correct size in their ideal locations determines the efficiency of transport routes both of a primary and secondary nature. Locating warehouses in the wrong configuration can lead to inefficient routes and incurring excess mileage and carbon usage.

Although the shape and size of an operator's network will vary dependent upon the nature and size of the business, the principles of network design remain the same. A range of parameters are included within an analysis, including:

- Location and demand of customers, either Business-to-Consumer (B2C) or Business-to-Business (B2B)
- Required service offering to customers in terms of supply lead time
- Source location of products together with their characteristics in terms of size, weight, stock levels and value
- Primary and secondary transport parameters, including vehicle capacities and operating costs
- Warehouse parameters, in terms of size, operating methods and costs, both development and operational
- Motorways, regional and local road network, including road speeds
- Availability of local labour and ease of travel to work

To evaluate the ideal network for an end user it is usual to construct a network computer model of the supply chain which takes into account all of the parameters described above. Where the location and sizing of new facilities is being evaluated the model will provide a ranking of possible locations based upon the required balance between service, cost and sustainability. The ranking can be categorised into gold, silver and bronze locations in order to provide a brief to commercial agents to undertake a search. Evaluating the potential of specific development sites in order to attract end users turns the objective of the exercise on its head. The question becomes how well suited is the location and size of the site to synchronise with the network strategies of a range of end users. The methodology used in this report is to analyse the theoretical performance of the Six 56 site against other locations using end user objectives as a guide.

# Six 56 Location

Six 56 is situated in a prime location to service the North West (NW) of England. Six 56 is located to the southeast of the town of Warrington (approximately 4 miles from the town centre) and between the cities of Liverpool and Manchester (approximately 24 miles and 21 miles respectively). It is also located approximately 10 miles from Manchester Airport.

The M56 Motorway and M6 Motorway interchange (Junction 20 and 20A of the M6 and Junction 9 of the M56 Motorways) is located adjacent to the south east of the Site, with the M56 Motorway running east-west to the south of the Site, providing links to Cheshire and Greater Manchester; and the M6 Motorway running north-south to the east of the Site, provide links to Lancashire, Staffordshire and Greater Manchester, as well as the M62 Motorway at Junction 22A of the M6 Motorway to the north, which provides links east-west to Liverpool, Greater Manchester and Yorkshire.

The Drive Time to Population Centres Table shows the population by postcode area (PCA), ranked by the closest PCA. This shows that within a 1 hour drive time a population of 8.1 million can be reached and within 2 hours the catchment is 22.4 million (based upon the latest 2021 census). The NW has a dense network of connected motorways which means that a high proportion of business journeys over 10 miles will involve using a motorway. This is reflected in the large area that can be covered within a drive time zone of one hour. Given the high population densities of Liverpool, Manchester and Warrington the drive time area yields an attractive local customer base for business development.

**Drive Time to Population Centres**

| Postcode Area (PCA) | Postcode Area Name | Population | Distance from Six56 (miles) | Time from Six56 (mins) | Cumulative Population |
|---|---|---|---|---|---|
| WA | Warrington | 649,000 | 7 | 13 | 649,000 |
| WN | Wigan | 325,000 | 15 | 20 | 974,000 |
| M | Manchester | 1,228,000 | 20 | 22 | 2,202,000 |
| CW | Crewe | 326,000 | 19 | 22 | 2,528,000 |
| SK | Stockport | 635,000 | 19 | 25 | 3,163,000 |
| BL | Bolton | 400,000 | 24 | 29 | 3,563,000 |
| CH | Chester | 694,000 | 27 | 30 | 4,257,000 |
| L | Liverpool | 901,000 | 24 | 31 | 5,158,000 |
| PR | Preston | 547,000 | 31 | 37 | 5,705,000 |
| OL | Oldham | 487,000 | 32 | 38 | 6,192,000 |
| ST | Stoke-on-Trent | 684,000 | 36 | 43 | 6,876,000 |
| BB | Blackburn | 514,000 | 41 | 44 | 7,390,000 |
| HX | Halifax | 166,000 | 45 | 53 | 7,556,000 |
| HD | Huddersfield | 273,000 | 47 | 58 | 7,829,000 |
| FY | Blackpool | 291,000 | 52 | 59 | 8,120,000 |
| TF | Telford | 226,000 | 56 | 64 | 8,346,000 |
| LL | Llandudno | 545,000 | 67 | 69 | 8,891,000 |
| BD | Bradford | 600,000 | 60 | 71 | 9,491,000 |
| LS | Leeds | 803,000 | 62 | 72 | 10,294,000 |
| WF | Wakefield | 532,000 | 64 | 72 | 10,826,000 |
| WS | Walsall | 478,000 | 66 | 72 | 11,304,000 |
| SY | Shrewsbury | 363,000 | 68 | 76 | 11,667,000 |
| DE | Derby | 786,000 | 67 | 78 | 12,453,000 |
| WV | Wolverhampton | 421,000 | 67 | 79 | 12,874,000 |
| S | Sheffield | 1,408,000 | 60 | 81 | 14,282,000 |
| LA | Lancaster | 346,000 | 82 | 87 | 14,628,000 |
| DY | Dudley | 436,000 | 79 | 87 | 15,064,000 |
| B | Birmingham | 2,022,000 | 77 | 89 | 17,086,000 |
| HG | Harrogate | 143,000 | 81 | 102 | 17,229,000 |
| WR | Worcester | 306,000 | 97 | 104 | 17,535,000 |
| NG | Nottingham | 1,253,000 | 82 | 105 | 18,788,000 |
| LE | Leicester | 1,061,000 | 93 | 107 | 19,849,000 |
| CV | Coventry | 872,000 | 96 | 107 | 20,721,000 |
| YO | York | 584,000 | 101 | 108 | 21,305,000 |
| DN | Doncaster | 784,000 | 106 | 116 | 22,089,000 |
| CA | Carlisle | 335,000 | 120 | 119 | 22,424,000 |

# Principles of Drive Time Analysis

**Digital Maps and the Road Network**

Digital maps, including the latest road network have been used to calculate the distances and travel times between selected points.

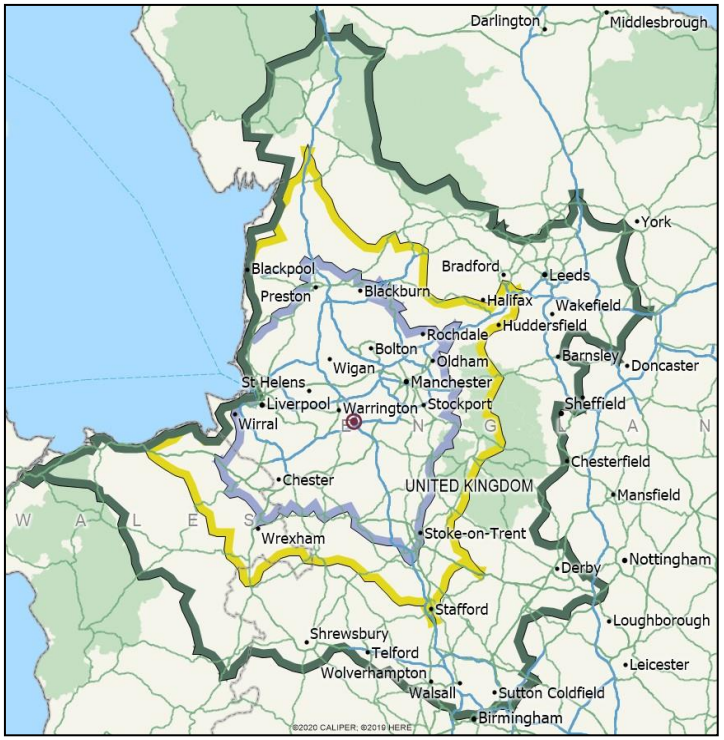
**Population Data**

Where information on specific end users' business is not available the most robust method of analysis is to use population as an indicator of consumer or customer demand. The last national census took place in 2021 and this information is used as the basis of analysis.
In addition to population the census data that has been used also includes the number of households and the weekly income per household.

**Drive Time Analysis**

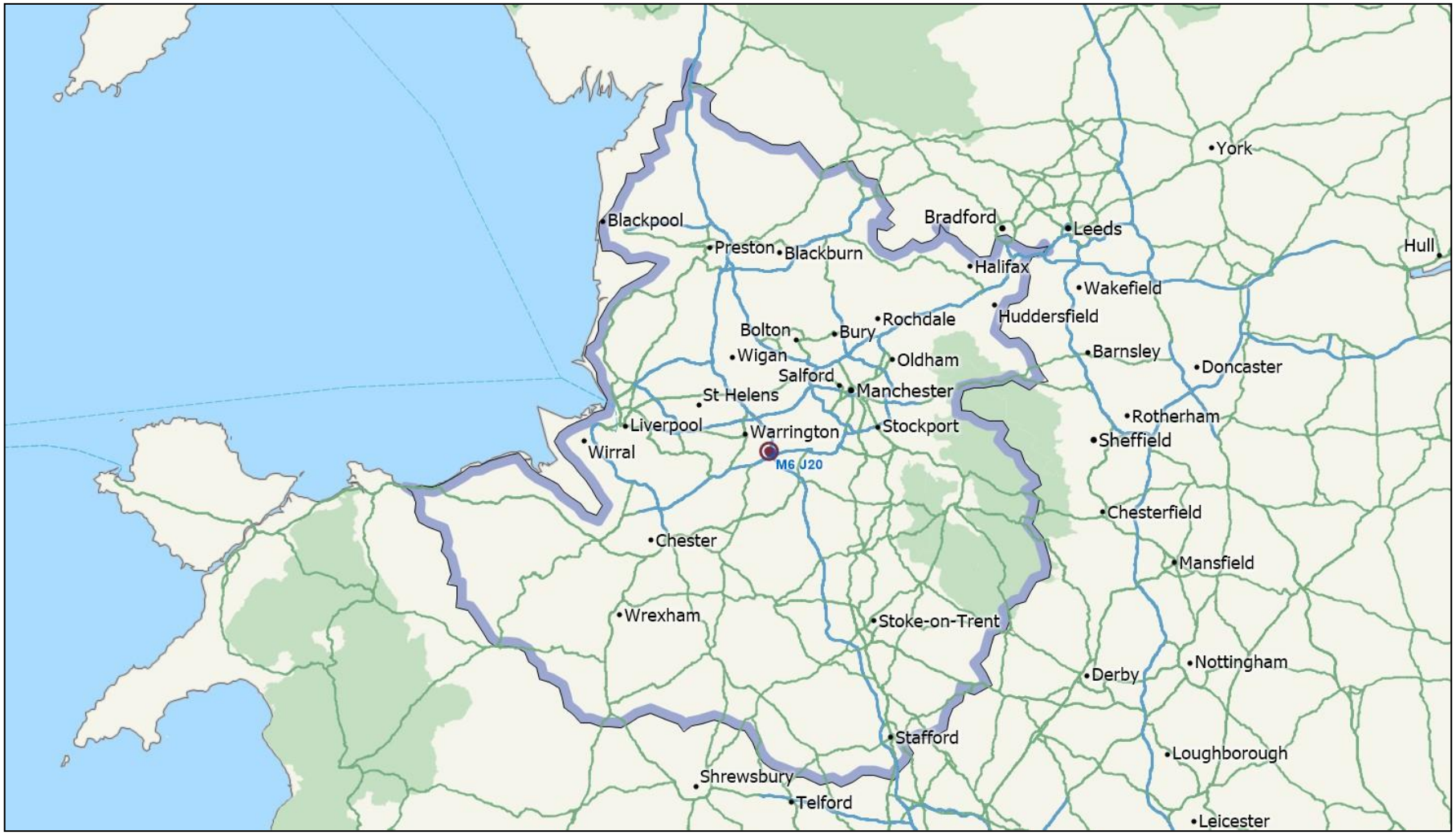
A key aspect of using digital maps is the ability to undertake drive time analysis which creates drive time zones from a selected start point. The shapes of the zones that are created depend upon where the roads are located and the driving speeds for the different road types. There can be a choice of whether the quickest or shortest route is taken. For this Study, the quickest route is used.

Once the drive time zone has been established it is then possible to summarise the population characteristics within it and also calculate its area, in square miles.




The map shows the boundaries of the zones that can be reached within 45, 60 and 90 minutes' drive from the Six 56 site. Based upon average drive speeds.

# M6 J20 – 60 mins Drive Time Zone – Local Delivery




The map shows the boundary of the zone that can be reached within 60 minutes' drive from the Six 56 site. Based upon average drive speeds.

# Why use 60 minutes for Drive Time for Local Analysis?

In order to emphasise the green credentials of the Six 56 site it is assumed that local deliveries are made using Electric Vehicles (EVs). EVs currently have a maximum driving distance of 150 miles, which could be less in cold weather. From a sample of routes the average speed for the stem element of the delivery route is approximately 48 mph (see table Sample Stem Journeys from Six 56).

Using the route parameters for a typical local delivery operation (eg grocery home delivery) the ideal stem time is 60 minutes (see table Typical Local Delivery Route), which provides a practical working day for the driver of 9.2 hours. Increasing the stem drive time to 90 minutes reduces the effective time for making deliveries and produces a working day of only 3.8 hours.

Based upon this high level analysis, the 60 minutes stem time is deemed as the best basis for comparing catchment areas for siting a local delivery facility within the vicinity of Six 56.

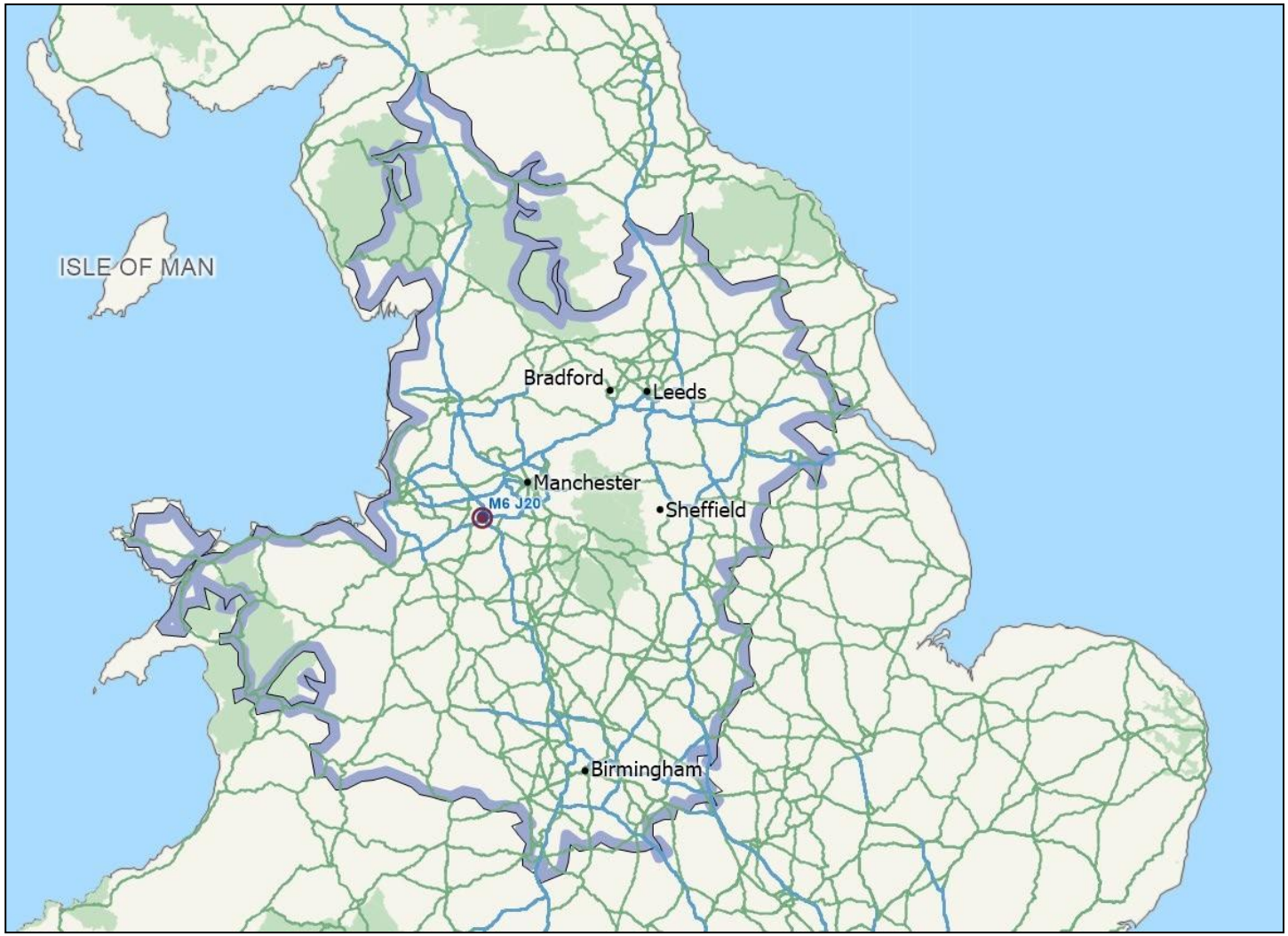
**Sample Stem Journeys from Six56**

| From | To | Distance (miles) | Time (mins) | Speed (mph) |
|---|---|---|---|---|
| M6 J20 | Stockport | 20 | 28 | 43 |
| M6 J20 | Oldham | 32 | 42 | 45 |
| M6 J20 | Stoke-on-Trent | 33 | 40 | 49 |
| M6 J20 | Wrexham | 40 | 45 | 53 |
| M6 J20 | Flint | 31 | 35 | 53 |
| M6 J20 | Wallasey | 37 | 39 | 57 |
| M6 J20 | Liverpool Centre | 24 | 33 | 44 |
| M6 J20 | Bootle | 26 | 35 | 44 |
| M6 J20 | Warrington | 5 | 8 | 38 |
| M6 J20 | Manchester Centre | 21 | 27 | 46 |
| | **Total** | **268** | **332** | **48** |

**Typical Local Delivery Route**

| | | | | |
|---|---|---|---|---|
| Stem time | 30 | 60 | 90 | mins |
| Stem speed | 48 | 48 | 48 | mph |
| Stem distance | 24 | 48 | 72 | miles |
| Two way | 48 | 96 | 144 | miles |
| Max EV Distance | 150 | 150 | 150 | miles |
| Two way stem time | 60 | 120 | 180 | mins |
| Non Stem Distance | 102 | 54 | 6 | miles |
| One interdrop time | 5 | 5 | 5 | mins |
| One drop time | 5 | 5 | 5 | mins |
| Interdrop speed | 15 | 15 | 15 | mph |
| Interdrop Distance | 1.25 | 1.25 | 1.25 | miles |
| Max No Drops | 81.6 | 43.2 | 4.8 | |
| Total drop time | 408 | 216 | 24 | mins |
| Total interdrop time | 408 | 216 | 24 | mins |
| Total Non Stem Time | 816 | 432 | 48 | mins |
| Total time (mins) | 876 | 552 | 228 | mins |
| Total time (hours) | 14.6 | 9.2 | 3.8 | hours |

# M6 J20 – 120 mins Drive Time Zone – Regional Delivery



Model *Logic*

The map shows the boundary of the zone that can be reached within 120 minutes' drive from the Six56 site. Based upon average drive speeds.

# M6 J20 – 240 mins Drive Time Zone – National Delivery

Model *Logic*

The map shows the boundary of the zone that can be reached within 240 minutes' drive from the Six 56 site. Based upon average drive speeds.

# Motorway Junction Comparison

This section of the Study assesses how the site performs against a selection of other motorway junctions when considering a range of drive times zones (DTZs) from 60mins to 240mins. The range of drive times has been selected to represent various catchment areas for the warehouse: 60mins – local; 120mins – regional; 180mins and 240 mins – national.

The table shows the populations within the DTZ from a selection of motorway junctions in close proximity to Six 56. The junctions are then ranked for each DTZ together with a total for them all. The results show that Six 56 has the best combined ranking of all of the selected motorway junctions.

| Motorway Junction | Population within DTZ (m) | | | | Ranking | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 60 mins | 120 mins | 180 mins | 240 mins | 60 mins | 120 mins | 180 mins | 240 mins | All |
| M6 J20 | 8.48 | 21.25 | 32.15 | 54.94 | 5 | 1 | 3 | 2 | 1 |
| M6 J19 | 8.01 | 21.22 | 33.08 | 56.27 | 9 | 2 | 1 | 1 | 2 |
| M56 J7/8 | 8.09 | 21.17 | 32.30 | 54.94 | 7 | 3 | 2 | 3 | 3 |
| M6 J21 | 8.55 | 21.15 | 31.59 | 54.16 | 4 | 4 | 4 | 4 | 4 |
| M62 J11 | 9.06 | 21.10 | 31.00 | 52.81 | 1 | 5 | 6 | 8 | 5 |
| M6 J22 | 8.72 | 20.99 | 30.95 | 53.12 | 2 | 6 | 7 | 6 | 6 |
| M56 J10 | 8.07 | 20.94 | 31.49 | 53.89 | 8 | 7 | 5 | 5 | 7 |
| M62 J9 | 8.58 | 20.81 | 30.75 | 52.56 | 3 | 8 | 9 | 9 | 8 |
| M56 J11 | 7.77 | 20.64 | 30.81 | 52.82 | 11 | 9 | 8 | 7 | 9 |
| M62 J8 | 8.34 | 20.50 | 30.47 | 51.87 | 6 | 10 | 10 | 10 | 10 |
| M56 J12 | 7.48 | 20.18 | 29.92 | 51.29 | 12 | 11 | 11 | 11 | 11 |
| M62 J7 | 7.99 | 19.87 | 29.67 | 50.53 | 10 | 12 | 12 | 12 | 12 |

The population figures are based upon estimates for 2020

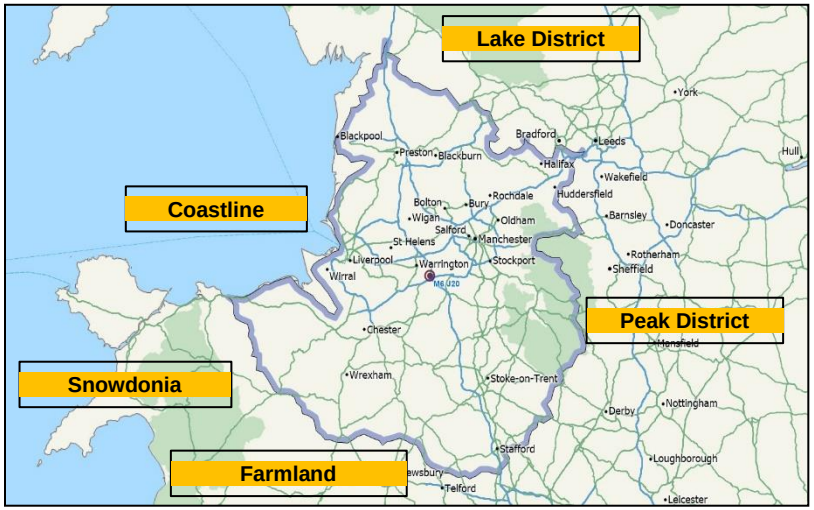
# Competitor Site Comparison

This section of the Study assesses how the site performs against a selection of competitor sites when considering a range of drive times zones (DTZs) from 60mins to 240mins. The range of drive times has been selected to represent various catchment areas for the warehouse: 60mins – local; 120mins – regional; 180mins and 240 mins – national. The table shows the populations within the DTZ from a selection of sites in close proximity to Six 56. The sites are then ranked for each DTZ together with a total for them all. The results show that Six 56 has the best combined ranking of all of the selected sites.

| Competitor Sites | Population within DTZ (m) | | | | Ranking | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 60 mins | 120 mins | 180 mins | 240 mins | 60 mins | 120 mins | 180 mins | 240 mins | All |
| Six56 | 8.48 | 21.25 | 32.15 | 54.94 | 4 | 4 | 4 | 4 | 1 |
| J16 Business Park, Radway Green | 7.32 | 21.77 | 36.30 | 56.62 | 14 | 1 | 1 | 1 | 2 |
| Magnitude, Middlewich | 7.39 | 21.29 | 33.84 | 56.25 | 13 | 3 | 3 | 2 | 3 |
| Icon 138, Manchester Airport | 8.38 | 21.12 | 30.91 | 52.16 | 5 | 5 | 6 | 6 | 4 |
| Barley Castle Lane, Warrington | 8.15 | 20.99 | 31.53 | 53.91 | 8 | 6 | 5 | 5 | 5 |
| Eclipse, Irlam | 8.66 | 20.69 | 30.54 | 51.61 | 2 | 7 | 7 | 8 | 5 |
| Q110, Crewe | 6.89 | 21.42 | 35.40 | 56.18 | 19 | 2 | 2 | 3 | 7 |
| Parkside, St Helens | 8.27 | 20.36 | 30.29 | 51.74 | 6 | 8 | 8 | 7 | 8 |
| Haydock Green | 8.18 | 20.12 | 29.97 | 51.43 | 7 | 10 | 10 | 9 | 9 |
| Carrington Gateway, Carrington | 8.12 | 20.26 | 30.04 | 50.60 | 9 | 9 | 9 | 11 | 10 |
| Haydock 525 | 8.08 | 19.92 | 29.72 | 51.03 | 10 | 11 | 11 | 10 | 11 |
| Logistics North, Bolton | 8.77 | 18.82 | 28.44 | 46.76 | 1 | 15 | 14 | 15 | 12 |
| Omega, Warrington | 7.85 | 19.81 | 29.61 | 50.42 | 12 | 12 | 12 | 13 | 13 |
| M6 Major, Haydock | 7.96 | 19.61 | 29.32 | 50.58 | 11 | 13 | 13 | 12 | 13 |
| H2 Heywood Distribution Park | 8.62 | 18.73 | 28.12 | 44.84 | 3 | 16 | 16 | 21 | 15 |
| Liberty Park, Widnes | 7.23 | 18.98 | 28.36 | 48.43 | 16 | 14 | 15 | 14 | 16 |
| Venus 217, Knowsley | 7.06 | 17.12 | 27.08 | 46.37 | 17 | 19 | 19 | 16 | 17 |
| Academy BP, Knowsley | 7.06 | 17.12 | 27.08 | 46.37 | 17 | 19 | 19 | 16 | 17 |
| Fiddlers Ferry Power Station | 6.87 | 17.72 | 27.41 | 46.35 | 20 | 17 | 18 | 18 | 19 |
| Matrix/Revolution, Chorley | 7.30 | 16.51 | 27.51 | 44.62 | 15 | 21 | 17 | 22 | 20 |
| Aviator Park, Ellesmere Port | 6.21 | 17.15 | 26.59 | 45.08 | 22 | 18 | 22 | 20 | 21 |
| K800, Knowsley | 6.75 | 16.47 | 26.69 | 45.42 | 21 | 22 | 21 | 19 | |

# Catchment Area Considerations

The local delivery area of the Six56 site covers the Liverpool-Manchester population belt but is constrained by a number of geographical features that reduce the population density in other directions. These include the coastline, the hilly regions of The Lake District, Snowdonia and The Peak District together with the farmland areas of south Cheshire and Shropshire.




The main links to other large areas of population are via the motorway network. The M6 south opens routes to the major cities of Birmingham, London and the South East. Whilst the M62 east links to Leeds, the East Midlands and the North East.

# Multiple Warehouse Scenarios – Analysis by Postcode Area

The table below shows the results of an analysis to identify the optimum locations of a warehouse network of various sizes, based upon travel time weighted by the 2020 population, assuming warehouses located at the centre of Postcode Areas. The analysis does not consider land values, rental costs or the costs of labour.

| Number of Warehouses | Network with Minimum Travel Time, Based upon Locations at Postcode Areas, Weighted by 2020 Population |
|---|---|
| 1 | Coventry (CV) |
| 2 | Manchester (M), Uxbridge (UB) |
| 3 | Manchester (M), Uxbridge (UB), Glasgow (G) |
| 4 | Enfield (EN), Worcester (WR), Wakefield (WF), Glasgow (G) |
| 5 | Manchester (M), Enfield (EN), Bristol (BS), Derby (DE), Glasgow (G) |
| 6 | Manchester (M), Enfield (EN), Bristol (BS), Birmingham (B), Wakefield (WF), Glasgow (G) |
| 7 | Manchester (M), Dartford (DA), Uxbridge (UB), Bristol (BS), Birmingham (B), Wakefield (WF), Glasgow (G) |
| 8 | Manchester (M), Dartford (DA), Uxbridge (UB), Bristol (BS), Birmingham (B), Sheffield (S), Newcastle (NE), Glasgow (G) |

The centre of population of mainland Great Britain is located within the CV (Coventry) postcode. This location provides the least travel time to all postcode areas (PCA), weighted by the 2020 population of the PCA. The location is close to the area known as The Golden Triangle which has been the focus for development of large distribution facilities.

The analysis highlights how prevalent Manchester (PCA=M) is within the ideal solution for a multiple warehouse network, appearing in six out of eight of the minimum travel time networks.

# Multiple Warehouse Scenarios – Analysis by Motorway Junction

The table below shows the results of an analysis to identify the optimum locations of a warehouse network of various sizes, based upon travel time weighted by the 2020 population, assuming warehouses located at motorway junctions. The analysis does not consider land values, rental costs or the costs of labour. The first table allows a free selection from all motorway junctions, whilst the second assumes that Six56 (M6 J20) is included as one of the warehouse locations.

| Number of Warehouses | Network with Minimum Travel Time, Based upon Locations at Motorway Junctions, Weighted by 2020 Population | Average Distance to Population (miles) |
|---|---|---|
| 1 | M42 J9 | 136.2 |
| 2 | M25 J14, M60 J11 | 94.7 |
| 3 | M25 J14, M60 J11, M9 J1 | 78.9 |
| 4 | M25 J21A, M5 J16, M73 J2, M1 J42 | 66.6 |
| 5 | M25 J2, M5 J9, M73 J2, M62 J22, M6 J2 | 59.1 |
| 6 | M25 J28, M5 J19, M73 J2, M62 J22, M42 J9, M25 J11 | 53.8 |
| 7 | M25 J28, M5 J19, M73 J2, M62 J11, M25 J11, M6 J2, A1M J44 | 48.8 |
| 8 | M25 J28, M5 J19, M73 J2, M62 J11, M25 J11, M6 J2, A1M J66, M1 J42 | 45.9 |

| Number of Warehouses | Network with Minimum Travel Time, Based upon Locations at Motorway Junctions including Six56 (M6 J20), Weighted by 2020 Population | Average Distance to Population (miles) | %Increase in Average Distance |
|---|---|---|---|
| 1 | M6 J20 | 161.4 | 18.5% |
| 2 | M6 J20, M25 J14 | 96.0 | 1.4% |
| 3 | M6 J20, M25 J14, M9 J1 | 79.3 | 0.6% |
| 4 | M6 J20, M25 J21A, M5 J19, M9 J1 | 68.0 | 2.2% |
| 5 | M6 J20, M25 J21A, M5 J19, M73 J2, M1 J42 | 60.3 | 2.0% |
| 6 | M6 J20, M25 J2, M5 J19, M73 J2, M6 J2, A1M J44 | 54.2 | 0.6% |
| 7 | M6 J20, M25 J28, M5 J19, M73 J2, M6 J2, A1M J44, M25 J11 | 48.9 | 0.2% |
| 8 | M6 J20, M25 J28, M5 J19, M73 J2, M6 J2, A1M J66, M25 J11, M1 J42 | 46.0 | 0.2% |

The analysis highlights that although Six56 is not ideal as a single, national distribution centre, based upon transport costs, it is close to the best for multi-location networks. Comparisons with sites within the Golden Triangle need to include rental rates, labour costs and availability.

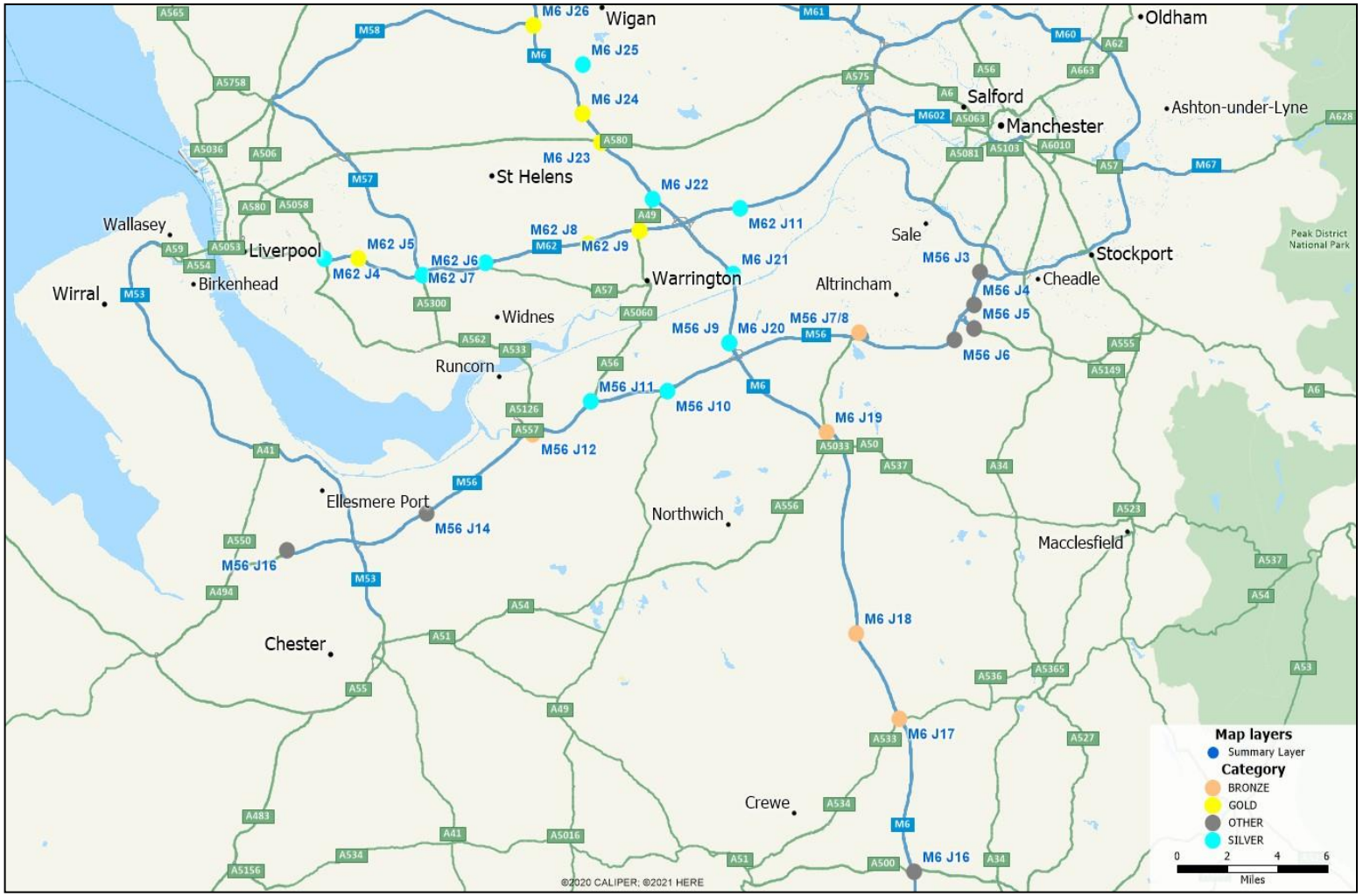
# Evaluation of Sites as an Import Centre (via Liverpool2)

| Motorway Junction | National Network of 8 RDCs | | | | | | | | Liverpool Docks | Total Mileage | Outbound Mileage |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | A1M J66 | M1 J42 | M25 J11 | M25 J28 | M5 J19 | M6 J2 | M62 J11 | M73 J2 | | | |
| **M6 J23** | 30,022 | 22,373 | 153,143 | 143,704 | 76,751 | 63,450 | 4,012 | 68,218 | 60,954 | 622,628 | 561,675 |
| **M62 J5** | 31,763 | 25,759 | 160,134 | 150,055 | 81,009 | 69,104 | 8,941 | 74,232 | 31,559 | 632,557 | 600,998 |
| **M6 J26** | 29,302 | 24,623 | 157,626 | 147,776 | 79,482 | 67,076 | 7,288 | 66,442 | 53,437 | 633,053 | 579,616 |
| **M62 J9** | 29,497 | 21,350 | 151,353 | 142,079 | 75,661 | 62,003 | 2,524 | 69,809 | 78,981 | 633,257 | 554,276 |
| **M6 J24** | 30,316 | 22,944 | 154,282 | 144,739 | 77,445 | 64,372 | 4,845 | 67,772 | 67,395 | 634,110 | 566,715 |
| **M62 J8** | 29,897 | 22,130 | 152,906 | 143,489 | 76,607 | 63,259 | 3,659 | 70,968 | 71,901 | 634,816 | 562,915 |
| **M62 J7** | 30,688 | 23,668 | 155,969 | 146,272 | 78,473 | 65,736 | 5,898 | 72,352 | 58,757 | 637,813 | 579,056 |
| **M62 J6** | 31,278 | 24,815 | 158,254 | 148,347 | 79,864 | 67,584 | 7,568 | 73,383 | 47,030 | 638,123 | 591,093 |
| **M62 J4** | 32,161 | 26,533 | 161,675 | 151,454 | 81,948 | 70,351 | 10,068 | 74,928 | 29,236 | 638,354 | 609,118 |
| **M6 J21** | 29,875 | 22,087 | 147,780 | 138,833 | 73,485 | 59,113 | 3,597 | 70,869 | 95,031 | 640,671 | 545,640 |
| **M62 J11** | 28,670 | 19,742 | 151,068 | 141,820 | 75,488 | 61,773 | 0 | 70,633 | 92,722 | 641,916 | 549,194 |
| **M6 J22** | 29,727 | 21,799 | 152,332 | 142,968 | 76,257 | 62,795 | 3,177 | 69,943 | 84,008 | 643,006 | 558,998 |
| **M6 J20** | 30,308 | 22,928 | 145,619 | 136,870 | 72,169 | 57,366 | 4,821 | 71,625 | 102,387 | 644,094 | 541,707 |
| **M56 J9** | 30,308 | 22,928 | 145,619 | 136,870 | 72,169 | 57,366 | 4,821 | 71,625 | 102,387 | 644,094 | 541,707 |
| **M6 J25** | 30,680 | 23,653 | 155,692 | 146,020 | 78,304 | 65,512 | 5,876 | 68,527 | 74,735 | 649,000 | 574,265 |
| **M56 J10** | 31,020 | 24,314 | 147,507 | 138,585 | 73,319 | 58,893 | 6,838 | 72,872 | 96,605 | 649,954 | 553,348 |
| **M56 J11** | 31,589 | 25,419 | 149,709 | 140,585 | 74,660 | 60,673 | 8,447 | 73,866 | 85,669 | 650,617 | 564,948 |
| **M6 J19** | 31,347 | 24,949 | 141,688 | 133,300 | 69,775 | 54,187 | 7,762 | 73,443 | 120,058 | 656,509 | 536,451 |
| **M56 J12** | 32,283 | 26,769 | 152,396 | 143,026 | 76,297 | 62,847 | 10,411 | 75,079 | 80,346 | 659,454 | 579,108 |
| **M56 J7/8** | 30,521 | 23,343 | 144,729 | 136,062 | 71,627 | 56,646 | 8,229 | 73,731 | 122,859 | 667,746 | 544,887 |
| **M6 J18** | 32,937 | 28,041 | 135,438 | 127,622 | 65,968 | 49,131 | 12,263 | 76,223 | 147,096 | 674,719 | 527,623 |
| **M6 J17** | 33,661 | 29,450 | 132,550 | 125,000 | 64,209 | 46,796 | 14,313 | 77,490 | 159,416 | 682,887 | 523,470 |
| **M56 J6** | 29,692 | 21,731 | 148,067 | 139,094 | 73,660 | 59,346 | 10,136 | 73,620 | 135,125 | 690,471 | 555,346 |
| **M56 J14** | 33,211 | 28,575 | 155,994 | 146,294 | 78,488 | 65,756 | 13,040 | 76,703 | 97,141 | 695,203 | 598,062 |
| **M6 J16** | 34,867 | 31,794 | 127,903 | 120,778 | 61,379 | 43,038 | 17,725 | 79,598 | 179,916 | 696,997 | 517,081 |
| **M56 J5** | 29,614 | 21,579 | 149,077 | 140,011 | 74,275 | 60,162 | 9,915 | 73,483 | 139,557 | 697,673 | 558,116 |
| **M56 J3** | 29,069 | 20,518 | 150,195 | 141,027 | 74,956 | 61,066 | 8,372 | 72,530 | 142,943 | 700,676 | 557,733 |
| **M56 J16** | 34,457 | 30,998 | 160,819 | 150,677 | 81,427 | 69,659 | 16,566 | 78,882 | 87,386 | 710,872 | 623,486 |
| **M56 J4** | 29,345 | 21,055 | 151,277 | 142,010 | 75,615 | 61,942 | 9,153 | 73,012 | 147,634 | 711,042 | 563,409 |

Figures show a calculation of the annual one-way mileage travelled from the Import Centre location to each of eight regional distribution centres in proportion to population. Product is assumed to be imported by container through Liverpool2 docks. The example assumes 100,000 delivered pallets per year .

# Categorisation of Sites as an Import Centre (via Liverpool2)

| Junction | Category |
|---|---|
| M6 J23 | GOLD |
| M62 J5 | GOLD |
| M6 J26 | GOLD |
| M62 J9 | GOLD |
| M6 J24 | GOLD |
| M62 J8 | GOLD |
| M62 J7 | SILVER |
| M62 J6 | SILVER |
| M62 J4 | SILVER |
| M6 J21 | SILVER |
| M62 J11 | SILVER |
| M6 J22 | SILVER |
| M6 J20 | SILVER |
| M56 J9 | SILVER |
| M6 J25 | SILVER |
| M56 J10 | SILVER |
| M56 J11 | SILVER |
| M6 J19 | BRONZE |
| M56 J12 | BRONZE |
| M56 J7/8 | BRONZE |
| M6 J18 | BRONZE |
| M6 J17 | BRONZE |
| M56 J6 | OTHER |
| M56 J14 | OTHER |
| M6 J16 | OTHER |
| M56 J5 | OTHER |
| M56 J3 | OTHER |
| M56 J16 | OTHER |
| M56 J4 | OTHER |




Categorisation compared to Best: GOLD < 2%, SILVER < 5%, BRONZE < 10%, OTHER > 10%
Six56 classified as Silver as 3.45% from Best

# Comparison of Port Logistics Factors

In their 2023 report “Future Gazing”, Knight Frank present the results of their appraisal of 41 ports across the UK aimed at identifying which one has the best potential. The assessment ranks each port against twelve different requirements. Liverpool ranks top overall and scores highly in terms of capacity, expected export and import growth. It also scores well for the size of the logistics market, the availability of land, access to consumer markets and skilled labour. Liverpool will also benefit from Freeport status.

**Port logistics scoring model - Top 15 results**

| PORT | PORT CAPACITY | IMPORT GROWTH FORECAST | EXPORT GROWTH FORECAST | SIZE LOGISTICS MARKET | LOGISTICS DEVELOPMENT | LOGISTICS RENTS | AVAILABILITY OF LAND | ACCESS TO CONSUMER MARKETS | AVAILABILITY OF LABOUR | SKILLED LABOUR | COST OF LABOUR | CONNECTIVITY | INVESTMENT INCENTIVES | OVERALL RANK |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Low-High | Low-High | Low-High | Low-High | Low-High | Low-High | Low-High | Low-High | Low-High | Low-High | Low-High | Low-High | Freeport Status | |
| Liverpool | 4 | 4 | 1 | 4 | 14 | 23 | 3 | 3 | 13 | 3 | 21 | 5 | Y | 1 |
| Grimsby & Immingham | 3 | 5 | 2 | 12 | 13 | 6 | 14 | 20 | 24 | 26 | 10 | 5 | Y | 2 |
| London | 1 | 2 | 4 | 5 | 3 | 41 | 6 | 1 | 31 | 4 | 34 | 2 | Y | 3 |
| Tees & Hartlepool | 8 | 7 | 3 | 9 | 1 | 16 | 10 | 14 | 36 | 14 | 25 | 5 | Y | 4 |
| Hull | 7 | 6 | 12 | 8 | 11 | 9 | 11 | 25 | 5 | 28 | 19 | 16 | Y | 5 |
| Bristol | 12 | 9 | 14 | 2 | 2 | 32 | 8 | 4 | 2 | 2 | 38 | 8 | | 6 |
| Southampton | 5 | 3 | 7 | 9 | 12 | 38 | 17 | 9 | 14 | 8 | 40 | 1 | Y | 7 |
| Felixstowe | 2 | 1 | 6 | 27 | 5 | 31 | 25 | 27 | 17 | 24 | 11 | 8 | Y | 8 |
| Tyne | 16 | 14 | 20 | 1 | 9 | 19 | 6 | 11 | 27 | 13 | 1 | 2 | | 9 |
| Newport | 15 | 17 | 16 | 7 | 21 | 19 | 9 | 7 | 21 | 6 | 8 | 8 | | 10 |
| Medway | 10 | 11 | 18 | 18 | 18 | 36 | 13 | 6 | 33 | 11 | 4 | 8 | | 11 |
| Sunderland | 25 | 21 | 29 | 3 | 10 | 17 | 5 | 13 | 4 | 16 | 3 | 16 | | 12 |
| Portsmouth | 13 | 12 | 19 | 13 | 15 | 37 | 16 | 8 | 16 | 7 | 37 | 8 | Y | 13 |
| Forth | 10 | 10 | 5 | 23 | 28 | 11 | 28 | 33 | 19 | 29 | 35 | 16 | | 14 |
| Harwich | 9 | 13 | 15 | 23 | 5 | 30 | 23 | 28 | 18 | 27 | 22 | 20 | Y | 15 |

Source: Knight Frank Research

**Source: Future Gazing – Resilience, Reshoring and Rethinking First Mile Logistics – Knight Frank January 2023**

The conclusions from the Knight Frank report reflect positively on the Port of Liverpool and indirectly on the Six56 site which could attract clients with operations linked to the port.

# Client Considerations – Types of Companies

This section of the Study describes some of the likely types of end users who should be attracted to the Six 56 site.

**Companies with a Network of Regional Warehouses** (120-240 minutes stem drive time)

- Grocery retailers (eg Asda, Tesco, Waitrose)
- Non grocery retailers, including electrical and fashion (eg John Lewis)
- Food and drink wholesalers
- General wholesalers
- Parcels hub (eg DPD, Parcelforce, UPS)
- E Commerce hub (eg Amazon, DHL, Hermes)
- If national, could have 6-10 sites around the country

**North West Manufacturing Companies wishing to Operate a National Distribution**

- Local food and drink producers (eg Kelloggs, Heinz, Princes, Halewood, Interbrew, Diageo)
- Local non food manufacturers (eg Astra-Zeneca, Unilever)

**Importers (via Liverpool)**

- Imports from USA, Canada and S America
- Raw materials and ingredient suppliers
- Imports on behalf of retailers (eg Adidas, Asda, Asos, John Lewis, Primark)
- Irish food and drink producers (eg Diageo, Glanbia, Oaklands)

**Companies undertaking Local deliveries** (within 60 minutes stem drive time)

- Any company undertaking “last-mile” deliveries
- Home grocery delivery (eg Amazon Fresh, Ocado, Waitrose)
- Home non grocery delivery (eg Amazon, John Lewis)
- Parcels depot (eg DPD, Parcelforce, UPS)
- If national, could have 20-25 sites around the country

# Client Considerations – Sizing of Facilities

The ideal sizing of a client or end user facility will depend upon the scale and type of business. Some general estimates are:

**Regional Warehouse or Hub**

- 150,000 – 300,000 sqft (14,000 – 28,000sqm)
- 10 – 15 acres (4 – 6 hectares)
- 10-20 metres high
- Typical maximum travel time to customers - 120 mins

**Large Regional / National Warehouse or Hub**

- 250,000 – 800,000 sqft (24,000 – 75,000sqm)
- > 15 acres ( > 6 hectares)
- 10-40 metres high, dependent upon the level of automation
- Typical maximum travel time to customers, large regional - 180mins, national - 240mins

**Local Warehouse or Fulfilment Hub**

- 50,000 – 150,000 sqft (5,000 – 14,000sqm)
- 5 – 10 acres (2 – 4 hectares)
- 8-10 metres high
- Typical maximum travel time to customers - 60mins, or via parcel network

- For small fulfilment hubs there is a proportionately larger requirement for vehicle parking

# Conclusions

Based upon the detailed modelling and analysis undertaken within the Study, Six 56 ranks highly when compared to other sites and locations. The main observations are:

1. Six 56 is located near the centre of the North West's motorway network, which means that the geographical area that can be covered within a range of drive time zones (60mins-240mins) is large, when compared to other locations. The site is ranked number one when compared to local competitor sites and motorway junctions
2. Six 56 is located near the centre of the high population belt of Liverpool, Warrington and Manchester. This means that the 60mins drive time zone is extensive and contains a large population of potential customers
3. Six56 is an ideal location for a logistics network with multiple sites, being as good as, or within 2% of, the transport performance of the ideal network
4. Six 56 is a prime site to locate an Import Centre linked to Liverpool2 docks. The Import Centre could be considered as a standalone site or its role could be combined with providing regional distribution
5. The Port of Liverpool has recently been ranked as the number one port for potential for port-centric logistics (Future Gazing – Frank Knight January 2023)
6. Six 56 is an excellent location to operate local or "last-mile" distribution and utilise sustainable electric vehicles
7. Given its location, Six 56 has an excellent catchment area for recruiting staff
8. Due to uncertainty within the global supply chain over the last three years, there has been a recent trend for companies operating in the UK to increase their stockholding levels and also operate near-shore supply routes.
9. Recent research indicates that the North West supply of "big box" units is at a record low (B8 Real Estate – Industrial Market Update January 23 and Savills – Big Shed Briefing January 23).