



the logistics-friendly location for

**WHOLESALE & DISTRIBUTION**

businesses



# look no further than Tees Valley



We all know that life in business doesn't stand still. Changes in the market, changes in legislation, changes in technology, or even changes in your priorities, can all mean that your business needs change too.

To make the most of these opportunities, every year hundreds of organisations expand their business operations or relocate to another part of the UK. And every year more and more businesses are choosing Tees Valley in the North East of England as their preferred location.

#### **Making your relocation decision based on real evidence**

If you are planning to relocate or expand your business in the UK, you too can reap the benefits that others are already enjoying right here in the Tees Valley.

At Tees Valley Regeneration we recognise that relocating or expanding your business is a big decision. It involves a number of important factors. That is why we have gone

to extra lengths to present you with some important facts that could influence the success of your business. Enabling you to make your business location decision based on real evidence.

In fact, we will arm you with the proof that you need to make an informed choice. It also means that you will have the right information at your fingertips when you present your business case to others.



### **Allowing the results to speak for themselves**

Expansion and relocation opportunities come in all shapes and sizes. What you want will depend on the nature of your business and your goals. To help you we have highlighted four relocation drivers. Each can be applied to your business, so that you can see how the Tees Valley measures up when it is compared to the rest of the UK. Whether you want to judge workforce wages, road speed, office rent or house prices, the results speak for themselves - go to [www.teesvalleytest.co.uk](http://www.teesvalleytest.co.uk) and judge for yourself.

But what makes Tees Valley really unique, is its ability to come out on top when looking at all these facts as a whole. So not only will Tees Valley benefit the bottom line of your business, it also offers a lot more than first meets the eye, when it comes to work and play.

the cost effective location for

# connecting you and your customers

In today's global market, wholesale and distribution companies involved in the logistics of managing the continuous flow of goods face ever-increasing challenges: higher customer expectations, the demands of on-line shopping, shorter delivery times, greater customer choice and the need to source supplies and raw materials from multiple countries.

On top of that, there are regulations governing the transport of certain goods, restrictions on working hours, rising fuels costs, traffic congestion on the UK's roads and environmental pressure to reduce carbon emissions.

If your business relies on the effective transport of goods, getting the logistics right is an increasingly vital part of business strategy. Distribution, warehousing, materials handling and inventory are just some of the things which need to be very carefully thought through, especially if you want your business to remain competitive and profitable.

The good news is that many UK retailers have come to realise the importance of a strong logistics infrastructure. And some of the biggest names in UK wholesale and distribution, such as Asda, Argos Direct and Aldi, have already chosen to move their distribution operations to Tees Valley which has carved out a name for itself as a logistics-friendly location.

Argos has located to a new 760,000 sq ft facility in Darlington in the Tees Valley, which is also home to a 250,000 sq ft Aldi distribution premises opposite. Asda too was quick to pick up on what Tees Valley has to offer. As well as using Teesport as its major UK port of entry, the company has built a 50,000m<sup>2</sup> site next to Tees Dock to support its national distribution operations.

But Tees Valley isn't just for big name companies. As a wholesale or distribution business if you have a base in the Tees Valley you can effectively serve northern markets and international customers, by overcoming many potential logistical challenges and boost your bottom line profits.

So, if you want to find out how we can we can improve the quality and efficiency of your logistics operations then read on.

**FACT: At least three major retailers have located their distribution centres to the Tees Valley**





# helping you do business

## As a wholesale or distribution business in Tees Valley you'll be served by:

- A proven world class logistics infrastructure, including road, rail, sea and air transport, wharfage and warehousing, meeting all your needs in one easy cost-effective solution
- A wide choice of intermodal logistics service providers which are based in Tees Valley, giving you essential back-up e.g. AV Dawson, TNT and DHL
- The capability to handle goods swiftly and efficiently, supported by on-site warehousing and storage, enabling you to break bulk and distribute good effectively
- Free flowing major roads which cross the area, providing you with the fastest peak and off peak road speeds in England<sup>1</sup>
- Limited congestion in and out of Tees Valley, alleviating the worry of continuous hold ups<sup>2</sup>
- Premises adjacent to Teesport, the UK's second largest port, handling 10% of all UK traffic and which can handle vessels of up to 150,000 tonnes<sup>3</sup>
- Regular container and goods services to Europe, Asia and the Mediterranean
- An abundance of rail and air freight solutions, allowing you to keep your options open
- Reduced distribution costs and lead times, enabling you to improve customer service and responsiveness
- A Centre of Vocational Excellence, 'Logistics Excellence North East', offering you and your suppliers private and public regional education and training which is developed especially for the logistics industry. According to ASDA "the facilities and delivery provided by LENE have been excellent."
- Expert inward investment advice and guidance to walk you through each step of your expansion or relocation process

**FACT: PD Ports Teesport consistently handles in excess of 55 million tonnes per annum**





# offering you **efficient road solutions**

Transporting your goods by road can effectively synchronise your deliveries with other areas of your business, such as production and marketing.

Tees Valley's road network makes an ideal choice for serving northern and national markets. As well as the A1 motorway and A19 on the doorstep, which allow for easy travel in and out of the North East, the A66 opens up the whole of Tees Valley area.

And because Tees Valley is easy to get into and out of and for moving goods around, you can gain a huge logistical advantage over your competitors. This means you can keep your products flowing through the supply chain by minimising the amount of time they spend on the move or in storage, saving you valuable time and money.

#### Tees Valley's road network offers you:

- The fastest peak and off peak road speeds in England, keeping your flow of goods going<sup>4</sup>
- Direct links to air, sea and rail freight, giving you opportunities to choose between modes of transport
- More efficient turn around times, enabling you to manage the demand for your goods, whether by accelerating stock rotation, keeping ahead of market trends, reducing perishable waste or taking more innovative approaches
- Road links to Teesport, giving you a major gateway for freight in and out of the UK with direct access to international markets
- A more co-ordinated approach to your transport planning and land use, allowing you to reduce your road freight costs, travel distances, tax and fuel charges

**FACT: The average traffic speed within Tees Valley at peak periods is 31mph and 33.5mph at off-peak periods - (DfT)**



Drive Time	Population Served	% of UK Population
1 Hour	2,008,005	3.31
2 Hours	5,364,251	8.85
3 Hours	15,361,286	25.35
4 Hours	22,871,459	37.75



# offering you **efficient rail solutions**

As an area which boasts a pioneering history of rail transport, Tees Valley's rail network is well placed to provide efficient rail freight solutions.

Transporting your goods by rail can bring a whole host of economic, social and environmental benefits. As well as complementing other transport methods, it's worth remembering that an average freight train can remove 50 to 60 HGVs from the UK's roads.<sup>5</sup>

What's more, Darlington's East Coast mainline connections are excellent for providing fast and efficient links to the North/South and East/West of the country, giving you access to wherever your customers are.

#### **Tees Valley's rail network offers you:**

- Links to Teesport, an international airport and major road networks, so that you can choose complimentary modes of transport and major gateways for freight in and out of the UK
- The opportunity to move bulk materials around the country with ease
- Reductions in tax and fuel charges associated with road transport
- Up to 15% efficiency savings when unloading pallets, compared to those unloaded from a HGV<sup>6</sup>
- Access to rail freight consolidation and management experts, giving you additional support for your warehousing and stock control needs

**FACT: A typical freight train can move over 1,000 tonnes of products - (Railtrack)**

# offering you **viable transport alternatives via water**



Traditionally road freight has dominated the UK transport market, which has meant that until now you might have relied on lorries and vans to move your goods up and down the country or abroad.

The global demand for goods, coupled with issues such as increased road congestion, fuel costs and environmental factors, is seeing more and more businesses adding water freight to their logistics armoury.

For example, coastal shipping plays a major role in long distance freight haulage along the length of Great Britain. In particular, 28% of dry cargo between Southern Britain and Scotland moves by water.<sup>7</sup>

By tapping into Tees Valley's unique sea and water freight capabilities you'll open up a whole range of new options for your business, such as full or part shipping consignments to international markets and the ability to break bulk.

But don't just take our word for it. Asda, part of the Wal-Mart family, is just one of many companies using Teesport as its major UK port of entry. Wal-Mart took the decision in 2005 to build a 538,195 sq ft building next to Tees Dock to support its national distribution operations.

**FACT: Flexible working arrangements are provided 24/7 at Teesport**

#### **Tees Valley's coastal waters and rivers offer you:**

- A cost effective alternative to road transport for the movement of freight
- Access to shipping freight consolidation and management experts, giving you additional support for your warehousing and stock control needs
- The second largest port in the UK, which incorporates the only deep sea port on the East coast capable of taking vessels up to 150,000 tonnes, with direct access to sea in 30 minutes<sup>8</sup>
- The opportunity to use Teesport as a distribution hub
- Regular container and goods services, giving you access to Europe, Asia and the Mediterranean
- National and international distribution channels, allowing you to take advantage of import and export freight forwarding such as links to the growing Far East trade
- The opportunity to reduce the amount of carbon you put into the atmosphere by up to 80% compared to transporting freight via road<sup>9</sup>

# offering you **viable transport alternatives via air**

If you want really speedy delivery, Durham Tees Valley International Airport is easily accessible and provides the fastest way of delivering goods outside of the European Union.

With regular daily flights to London and Amsterdam with their global connections, you can choose the most suitable and cost effective way of getting all types of goods to your customers, via airport-to-airport, door to airport or door-to-door delivery.

What's more there are also approved plans for a cargo and maintenance village at Durham Tees Valley Airport, which will allow you to tap into a capability which will boast 26,000 tonnes of freight per annum and 559,723 sq ft of warehousing.

This will also be supported by units dedicated to receiving airfreight for redistribution by land, air, sea and rail and receiving landside goods for redistribution by air.



#### **Tees Valley's air infrastructure offers you:**

- One of Europe's fastest growing freight airports<sup>10</sup>
- An airport which sees cargo as an essential part of its business.
- An airport which can accommodate large ad-hoc charter flights, including AN124s<sup>11</sup>
- No slot constraints, excellent year round weather and efficient handling operations
- Access to big name international freight forwarders and cargo handlers, such as TNT and BS Freight
- Close proximity to major roads, such as the A1(M) and A19, both only 15 minutes drive away
- Four daily passenger flights to London Heathrow and regular links to a rapidly growing portfolio of European destinations

**FACT: TVR are supporting the development of a 200 acre site next to Durham Tees Valley Airport - (DfT)**

providing you with **affordable,**  
**high quality warehousing**  
**& distribution solutions**

**As well as the ability to get your goods from one place to another in the most efficient and cost effective way, you'll also be keen to find out about Tees Valley's warehousing and distribution centres.**

You'll be pleased to discover that Tees Valley provides an extensive choice of first class premises, all at highly competitive prices. Prestigious developments, such as Wynyard, Faverdale, Teesport, Durham Tees Valley Airport and South Tees Freight Park are just a handful of what's available, whether you need flexible warehousing units, versatile distribution centres or comfortable office facilities.

For example, Wynyard Park is a 700 acre development, right at the heart of major transport links. Situated next to the A19 and only a 15 minute drive from the A1 motorway. Available now for immediate occupation a 300 sq ft distribution centre with ample HGV parking, ground level access doors, sprinkler systems and luxury office accommodation.

In addition, Faverdale East Business Park in Darlington, opposite the well established Faverdale Industrial Estate, is a 35 hectare Greenfield development site for new commercial, industrial and warehousing units. Situated only one mile from the A1 motorway, it supports Darlington's status as a major logistics centre serving the North of England.

Argos Direct, one of the UK's leading multi-channel retailers with 650 stores in the UK and Republic of Ireland, has already chosen Darlington as its preferred location. Its major warehouse operations boasts a 24 hour distribution facility, 91 loading docks and 5 level access doors allowing the company to serve its growing home deliveries facility.

In addition, other big name companies such as Aldi and Asda are also reaping the benefits of picking Tees Valley as their chosen distribution centre. If like them you are looking for viable warehousing, distribution and accommodation solutions, Tees Valley offers you:

- High quality, competitively priced, warehousing, distribution and accommodation close to first class road, rail, air and sea links, giving you a practical advantage over your competitors
- Numerous distribution sites, such as 3,013,894 sq ft of warehousing at Teesport, giving you flexible and viable business options
- Secure places to manage and store stock, allowing you to meet greater customer demands and take advantage of internet selling opportunities



# getting to know the **Tees Valley's** **other main assets**

As well as the obvious logistics advantages, there are many other reasons why more and more wholesale and distribution businesses are choosing Tees Valley as their preferred location, including:

- Access to major retail centres at Darlington, Hartlepool, Middlesbrough, Redcar and Stockton on Tees, as well as a close proximity to the wider northern market, including Leeds, Newcastle upon Tyne, Manchester and Scotland
- Availability of land for development, as well as impressive and affordable office and business accommodation
- Skilled personnel to help manage wholesale and distribution operations and provide value added logistics services
- A workforce which is renowned for being loyal, hardworking and flexible, with wage rates 78% of the UK average
- A great quality of life, based on some of the most affordable house prices, the fastest urban road speeds in England, excellent schools, colleges and universities, the best of British nature and many diverse leisure pursuits

Logistics Excellence North East (LENE) is a partnership between Middlesbrough College, Durham Logistics College, Gateshead College and the Systems Group Ltd. Since 2006, LENE has:

- Provided flexible courses to meet the needs of employers delivering over 1,700 Level 2 and over 600 Level 3 NVQ qualifications
- Engaged with over 250 logistics companies, from haulage firms to construction companies, including Asda, Argos, DHL, Eddie Stobart, Morrisons, Walkers and AA Motors.



# helping you with **everything** **you need to know**

At Tees Valley Regeneration we are responsible for leading a £1.5 billion investment programme in land, property and infrastructure. That makes us the UK's largest urban regeneration company. In the last two years our Business Investment Team has attracted over £1½ billion of investment and secured over 2,000 jobs.

With our support you too can tap into our unique and broad range of expertise will guide you through everything you need to know, including:

- Information on the labour market, workforce skills, grants and incentives
- An extensive local knowledge and links to useful private and public sector contacts
- Access to local support and supplier networks
- Information on available sites and property
- Links with governing bodies and local planning authorities



To find out more about how Tees Valley Regeneration can help the future of your business visit: [www.teesvalleyregeneration.co.uk](http://www.teesvalleyregeneration.co.uk)

Or get in touch with us via email at: [info@teesvalleyregeneration.co.uk](mailto:info@teesvalleyregeneration.co.uk) or phone our Business Investment Team on 01642 632020.

Source 1, 2, 4 - DfT - Traffic Speeds in English Urban Areas 2006

3 - [www.pdports.co.uk](http://www.pdports.co.uk)

5, 6 - [www.freightonrail.org.uk](http://www.freightonrail.org.uk)

7, 9 - DfT - Transport Statistics Report: Maritime Statistics 2004

8 - The Tees Valley City Region Business Case and City Region Development Programme Executive Summary September 2006

10 - [www.peel.co.uk](http://www.peel.co.uk)

11 - [www.durhamteesvalleyairport.com](http://www.durhamteesvalleyairport.com)

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