



JONES LANG  
LASALLE®

22 Hanover Square W1S 1JA  
tel +44 (0) 20 7493 4933 fax +44 (0)20 7087 5555

[www.joneslanglasalle.co.uk](http://www.joneslanglasalle.co.uk)

Future Merton  
London Borough of Merton  
12th Floor Civic Centre  
London Road  
Morden SM4 5DX

Your ref  
Our ref CS/nlb  
Direct line 020 7087 5479  
Direct fax 020 7087 5498  
[catherine.seddon@eu.jll.com](mailto:catherine.seddon@eu.jll.com)

27 February 2013

Dear Sir/Madam

**LONDON BOROUGH OF MERTON - SITE AND POLICES DEVELOPMENT PLAN  
DOCUMENT CONSULTATION  
REPRESENTATIONS TO STAGE 3 ON BEHALF OF ASTRANTA ASSET  
MANAGEMENT AND LANDOWNERS  
RE: HASLEMERE INDUSTRIAL ESTATE - EARLSFIELD**

Jones Lang LaSalle has been instructed by Astranta Asset Management and the landowners of Haslemere Industrial Estate to submit further representations in regard to the Stage 3 Site and Policies Development Plan Document, which is currently being consulted upon by the Council, following the representations submitted on the 30<sup>th</sup> March 2012.

Haslemere Industrial Estate, is a small ageing Estate comprising of four industrial units. These representations seek to support the possibility of accommodating alternative uses on the site, such as residential, which the need for (at least in part) has been recognised by the Council in the emerging guidance.

**Background**

The site is situated between Garratt Lane and Merton Road, which both have good access to public transport / buses with the closest railway station being Earlsfield Railway Station (with direct connections to Clapham Junction (3 mins) Vauxhall (5 mins) and Waterloo (10 mins). It is 5 minutes walking distance from the site. The site therefore benefits from a Public Transport Accessibility Level (PTAL) rating of 4.

It is accessed off Ravensbury Terrace and as stated above is known as Haslemere Industrial Estate. It is approximately 0.9 hectares in size and comprises of four units.

The site is bounded to the north by Haslemere Avenue (a predominately residential street), to the east by the River Wandle with the local and national railway lines beyond.



To the south (beyond the Rufus Business Centre) is Wimbledon Park Primary School and to the west are mainly residential dwellings.

All four units within the park are dated (circa 1920s) and are reaching the end of their life.

### **Difficulties in the continued industrial use of the buildings**

As set out in the previous representations, the Estate has come to the end of its economic life and in terms of the large amount of investment required to bring the buildings up to modern standards; it is simply not viable to do so.

The reasons for this are three-fold. Firstly, there is little or no demand for industrial units in this location therefore; there is no justification for the financial outlay for the Estate's redevelopment. This is because any speculative industrial development is likely to lay vacant for significant period of time or to attract a tenant, will have to be marketed at a rate that is unlikely to provide enough income to break even (particularly given the initial financial outlay).

Secondly, the size and location of the units on the site do not meet with market requirements. Namely, larger units which are not in close proximity to residential dwellings, in areas with good road access where larger vehicles do not have to negotiate a route along narrow residential streets. A letter from Houston Lawrence (Commercial Agents) is attached and sets out the problems it has faced trying to let the buildings.

Thirdly, The London Borough of Wandsworth is proposing to implement a width restriction on surrounding roads, which will prevent lorries from accessing the site, again severely affecting the viability of the existing units to continue to operate for industrial / warehousing purposes.

If the proposed width restriction is implemented as planned it will also affect the viability of modernising the estate or redeveloping it as the width restriction will deter most potential occupiers from considering the site.

### **Stage 3 – Site Proposal 70**

The Council's assessment of the Estate states that the Council will support a suitable employment led redevelopment and this is supported by Astranta Asset Management and the landowners of Halsemere Industrial Estate.

This is because the site benefits from being located in an assessable location, in terms of public transport, and it is immediately bounded by existing residential dwellings indeed dwellings are present on the estate itself as at 12 Ravensbury Terrace, residential use is incorporated within the office development. The vehicular access to the site is also

bounded by residential dwellings and is of a residential scale and suitable for private motor cars (rather than larger commercial vehicles).

Given the need to accommodate dwellings in the Borough within sustainable locations (such as previously developed land) the Council should consider a flexible approach to employment sites such as this, allocating Haslemere Industrial Estate for employment/residential led mixed use redevelopment in the Council's emerging Site Allocation & Policies Development Plan Document.

We understand that the Environment Agency considers that the site lies within Flood Zone 3b (as with other large areas of London) however, it should be noted that to the best of the site owners knowledge the site has never flooded. In any event that any new development could be sensitively designed to mitigate any possible risk, for uses such as residential.

This will ensure the best sequentially preferable sites are promoted for residential development a head of less sustainable locations such as greenfield sites or those which do not benefit from being located in existing residential areas close to good transport links and will ensure that the buildings will not lie vacant / deteriorate due to the fact that industrial tenants do not want to use the buildings.

Finally it is noted (as per our previously submitted representations) that land close to / adjoining the site is proposed to possibly be safeguarded for the expansion of the district line and Crossrail 2 (Wimbledon Hackney line).

Any designation under policy previous policy TN5 now TN4 should reflect Railtrack's ownership and not that of adjacent landowners as Railtrack/TfL will have no control over the land.

On this basis, the designation should be amended if it infringes on Haslemere Industrial Estate.

### **Policy DM E3 Protection of Scattered Employment Sites**

The criteria based approach to determining whether existing scattered employment sites should be re-worded to be more flexible.

This is because for sites such as Haslemere Industrial Estate where the LB Wandsworth is seeking to enforce a width restriction preventing lorries from accessing the site, existing industrial uses on the Estate are likely to have to move immediately to new premises which will allow larger vehicles to access the units.

Clearly if a width restriction is put in place this will further deter the sale or lease of the building and the building is likely to lie vacant for 30 months, in order to satisfy criterion iii.

There is no benefit for the local economy is allowing buildings to lie vacant for 2 ½ years and as such, Officers should be able to consider potential changes of use on a site by site basis and be able to take into account factors like road width restricts being put in place, which will further hinder the continued use of an industrial estate for that purpose.

Therefore Policy DM E3 a) should be amended to state:

- a) Proposals that result in the loss of scattered employment sites will be resisted except where *some or all of these criteria are met.*

## Conclusions

The site is currently reaching the end of its economic life and its redevelopment for industrial use can simply not be justified in financial terms, nor is it in a location or capable of offering the unit size or access for lorries, which is required by industrial occupiers.

In terms of the potential for continued industrial use on the site, it is understood that there is currently little demand for this type of industrial floorspace in the Borough and that once the existing tenants vacate, it is likely that the buildings will lie vacant.

Given that it is not viable to redevelop the site for industrial scheme, in order to ensure that the best use of previously developed land is made and the site does not lie vacant in perpetuity; its redevelopment for other uses should be considered.

Considering the close proximity to existing homes, a mixed use employment / residential redevelopment would offer the opportunity to improve the residential amenity of those people who live nearby, provide new homes for residents in Merton as well as offering a financially viable solution to ensuring that the site does not lie vacant for the foreseeable future. It will also help the Borough to meet the new Government incentives for the building of new homes.

Furthermore, the London Borough of Wandsworth is concerned that the Industrial Estate has a negative effect on the surrounding residential dwellings and is proposing a width restriction which will prevent all goods vehicles larger than a small panel van (such as those used for home delivery) from easily accessing the site.

Clearly, this is at odds with its use for industrial purposes and as such the emerging policy framework should allow for its redevelopment for alternative uses (including residential) without the need to show 30 months of marketing for the units.

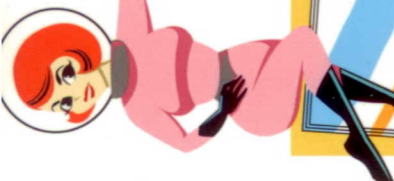
On this basis, Haslemere Industrial Estate should continue to be allocated for an employment led redevelopment and the allocation widened to confirm that residential development would be acceptable in the Council's emerging Site Allocation & Policies Development Plan Document along with the minor change being made to Policy DME3.

We look forward to confirmation that these representations have been duly received, in the meantime, if you have any further queries, please do not hesitate to contact me on the number above.

Yours faithfully,

**Catherine Seddon**  
**Senior Associate**  
Jones Lang LaSalle





**GOOD LUCK  
IN YOUR NEW  
PREMISES!**

### **Tenure**

A new full repairing and insuring lease to be granted for a term to be agreed, incorporating periodic rent reviews.

### **Terms**

£45,250 per annum exclusive of VAT, business rates, insurance and estate charge, payable quarterly in advance.

### **Business Rates**

Rateable Value £45,250.

Rates payable are estimated at approximately £20,610 pa to 31 March 2013. (Please verify with LB Merton).

### **Freehold**

Freehold price on application.

### **Inspection**

Strictly by appointment with the owners' joint agents:

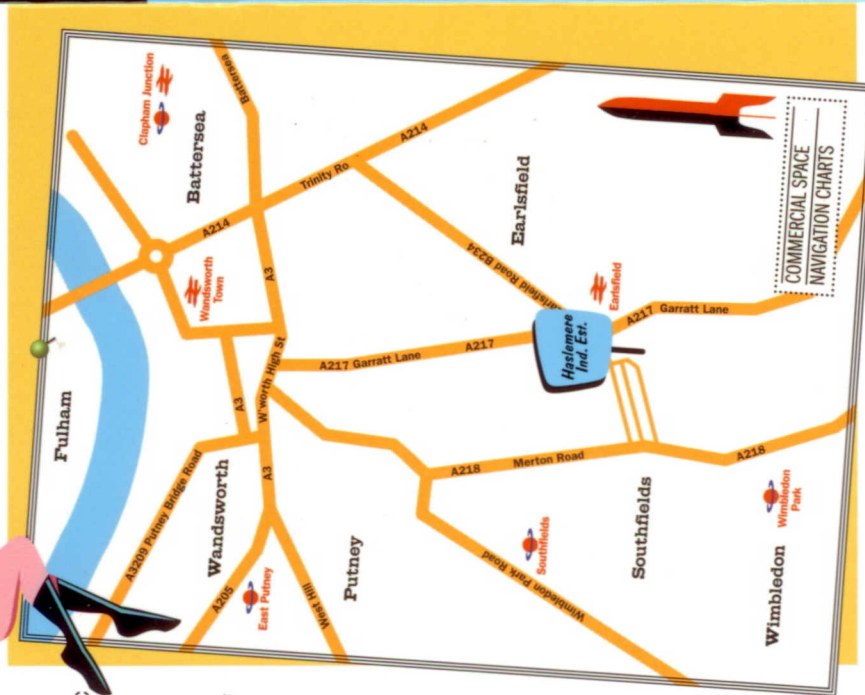
**Houston Lawrence**  
020 7924 4476

**Laidlaw & Co**  
020 8944 5400

**Houston Lawrence**  
020 7924 4476

**LAIDLAW  
& COMPANY**  
020 8944 5400  
jrlaidlaw@btinternet.com

MISREPRESENTATION ACT, 1967 Houston Lawrence and Laidlaw & Co for themselves and for the Lessors, Vendors or Assignors of this property whose agents they are, give notice that: These particulars do not form part of any offer or contract: the statements contained therein are issued without responsibility on the part of the firm or their clients and therefore are not to be relied upon as statements or representations of fact: any intending tenant or purchaser must satisfy himself as to the correctness of each of the statements made herein; and the vendor, lessor or assignor does not make or give, and neither the firm or any of their employees have any authority to make or give, any representation or warranty whatever in relation to this property. VAT may be applicable to the terms quoted above. Design: petemccormackdesign.co.uk Photography: matchmail.com Spacemen Images: © James Turner



**Goodbye  
MJR. TOM**

An interesting space — would suit architects/designers/model makers/a fashion business

*They're vacating,  
leaving an exciting  
opportunity...*

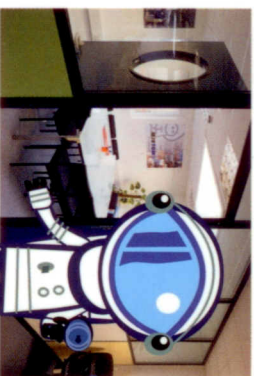


**Industrial/  
warehouse/  
office building  
with private yard  
TO LET/FOR SALE**

5,000ft<sup>2</sup> / 465m<sup>2</sup>

**1a Haslemere Industrial Estate, Earlsfield, SW18 4SE**





## Location

The property is situated on Ravensbury Terrace, leading onto Garratt Lane and offers excellent road and public transport access to central London as well as Wandsworth, Putney and Wimbledon. Earlsfield Station is approximately 0.5 km from the property, which has an excellent profile to passing trains, with 600,000 passengers seeing the sign every day.

## Description

The property comprises an end of terrace, two-storey industrial/warehouse/office building with the benefit of a private yard area to the side, offering loading facilities and private parking for at least nine cars.

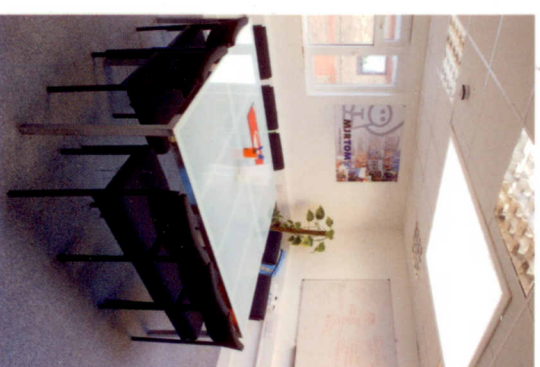
**An interesting space — would suit architects/designers/model makers/a fashion business**

## Floor areas (GIA)

	ft <sup>2</sup>	m <sup>2</sup>
First floor (Offices)	1,926	178.9
Ground Floor (B1/B8 Light Industrial/Warehouse)	2,946	273.6
<b>Total approximately</b>	<b>4,872</b>	<b>452.5</b>
Yard area	2,800	260

## Amenities

- \* Secure unit with open-plan and cellular offices
- \* Large private and securable yard including parking for at least nine cars
- \* Great access into central London via Earlsfield (national rail)
- \* Interesting space, would suit architects/designers/model makers/fashion business
- \* Great natural daylight
- \* Good profile to railway with 600,000 passengers seeing the sign every day
- \* Good road access to Wimbledon and A3
- \* Roller shutter loading doors
- \* Comfort cooling to offices
- \* Cat II lighting
- \* All main services to site
- \* Sealed concrete screed floor
- \* Property can be customised when existing tenant leaves





Our Ref: APC/CMJ/AS2459

7<sup>th</sup> January 2013

Andrew Wood  
Future Merton  
London Borough of Merton  
London Road  
Morden  
SM4 5DX

Houston  
Lawrence

8 Spice Court, Ivory Square  
Plantation Wharf, Battersea  
London SW11 3UE

Telephone 020 7924 4476  
Facsimile 020 3292 1500  
[houstonlawrence.co.uk](http://houstonlawrence.co.uk)

Dear Sirs,

**Units 1a, 1b, 2, 3 and 4 Haslemere Industrial Estate London, SW18 4JE**

We write in connection with the above industrial units and their continued suitability to meet modern market conditions and their attractiveness to potential occupiers.

**1) Site Description & Location**

Together the 4 properties comprise Haslemere Industrial Estate which is located in Earlsfield in London Borough of Merton but adjacent to the border with Wandsworth. Earlsfield is situated to the south of Wandsworth, approximately 7 miles south west of Central London. The subject properties are located off the west side of Garratt Lane, approached via Penwith Road and Ravensbury Terrace which runs into Haslemere Avenue, one of a grid of residential thoroughfares between Garratt Lane and Merton Road.

The site extends to approximately 0.9 hectares.

It is believed to have been developed in phases between the 1920s and 1960s and was originally an Incandescent Mantle Works.

**2) Access**

The Estate is close to Earlsfield Overground Station which provides frequent mainline rail services into Waterloo and Clapham Junction and links to destinations such as Dorking and Woking. Regular bus services are available in Garratt Lane.

Road Access to the site by car is available via a number of different suburban routes from Garratt Lane (A217) and Merton Road (A218). Due to existing road width restrictions lorry and emergency vehicle access is only available to Garratt Lane via Penwith Road and Ravensbury Terrace.

Recently Wandsworth Council have proposed to further reduce the width of Ravensbury Terrace which would result in very limited access to the industrial estate, whereby not even a van would be able to access the site and we consider would therefore put many companies out of business.

Even if this proposal is not implemented, it demonstrates the inability of the local road network to satisfactorily cater for large vehicles required to appeal to industrial/warehouse occupiers.



HLSL LLP T/A Houston Lawrence  
Limited Liability Partnership registered in England

Registered address 17-25 Hartfield Road,  
London, SW19 3SE. Partnership No. OC322591



### 3) Building Description

**Unit 1:** Unit 1 was subject to a basic refurbishment and divided into 2 units (1a & 1b) in 2007, and comprises the following approximate areas.

**Unit 1a** is approx 5,000 sq ft of which approx 1,900 sq ft is office accommodation. Despite the recent refurbishment the units still suffer from restricted floor to ceiling heights, poor internal circulation and poor energy efficiency.

**Unit 1b** is of similar size and specification to Unit 1a.

**Unit 2** is approx 15,150 sq ft plus a later addition of about 1,300 sq ft production area. The offices comprise approx 1,400 sq ft converted to staff changing facilities, a canteen and toilets. The windows are single glazed and there is central heating, a gas boiler, and hot and cold running water. If this unit was to be used as a stand alone unit a new office area would need to be created. There are no disabled facilities and the main production hall has asbestos sheet roofing. There are limited loading arrangements and car parking facilities with this unit.

**Unit 3** is approx 9,900 sq ft, of which approx 900 sq ft is offices. The offices have hot and cold water from an electric immersion heating and no heating (only portable electric heaters). The windows are single glazed and there are no disabled facilities. The main production hall has asbestos coating on steel frame with asbestos sheet roofing and cladding. There are limited loading arrangements and car parking facilities with this unit.

**Unit 4** is approx 12,500 sq ft comprising a detached warehouse with two storey office accommodation to the front elevation totalling approx 1,300 sq ft. The windows are single glazed and the building comprises a steel frame with asbestos sheet roofing.

### 4) Marketing Details

Unit 1a was marketed by Houston Lawrence and Laidlaw & Company between December 2011 through to December 2012. Our marketing particulars are attached for your interest.

Although there was quite widespread interest there were few potential occupiers who viewed the building twice. Many of these occupiers sought either modern high bay warehouse units or office space with few requiring a mix of both.

The property suffers from poor vehicular access (which has definitely deterred some potential occupiers) and a poor energy efficiency rating (an issue of increasing importance in today's market with spiralling energy costs) for the property to be a competitive choice to potential occupiers in the area.

We have agreed terms to let the unit on a short term (ie temporary) basis to a leisure user. It seems that for the future, particularly because of access difficulties this type of user represents the long term norm.

### 5) Interest/Demand elsewhere & Availability

Most of the interest in this area is for units with more flexibility and we have found that those occupiers looking for a higher (or even total) content of office space would prefer an estate such as The Rufus Business Centre, which comprises mostly business (office) space, while those looking for a more industrial use tend to opt for other local estates such as Summerstown Industrial Estate, The Garratt Business Park, Ferrier Industrial Estate and Thornsett Road Industrial Estate. All of these estates benefit from better access and generally higher industrial/warehouse space ratios.

**6) Other uses**

Redevelopment and adaptation of the estate in its existing format or use types is unlikely to be economical and will be impaired radically if LW Wandsworth proceed to restrict the road width on the access approaches.

The future of this estate is in our opinion for mixed used development incorporating smaller commercial units (with B1 and D1 uses) with an emphasis on residential use.

We understand that your Council is currently reviewing the status of The Plan for this industrial estate and believe that a move away from industrial to residential and small employment uses such as gym, leisure, office or D1 uses are the best way forward.

Please do not hesitate to contact us if you require any further information.

Yours faithfully,

A handwritten signature in blue ink, appearing to read 'Christopher M Jago', with a stylized flourish at the end.

**Christopher M Jago FRICS**  
Partner  
Houston Lawrence