



Adrian Goodall
Profile

Pre-Rokeby Developments

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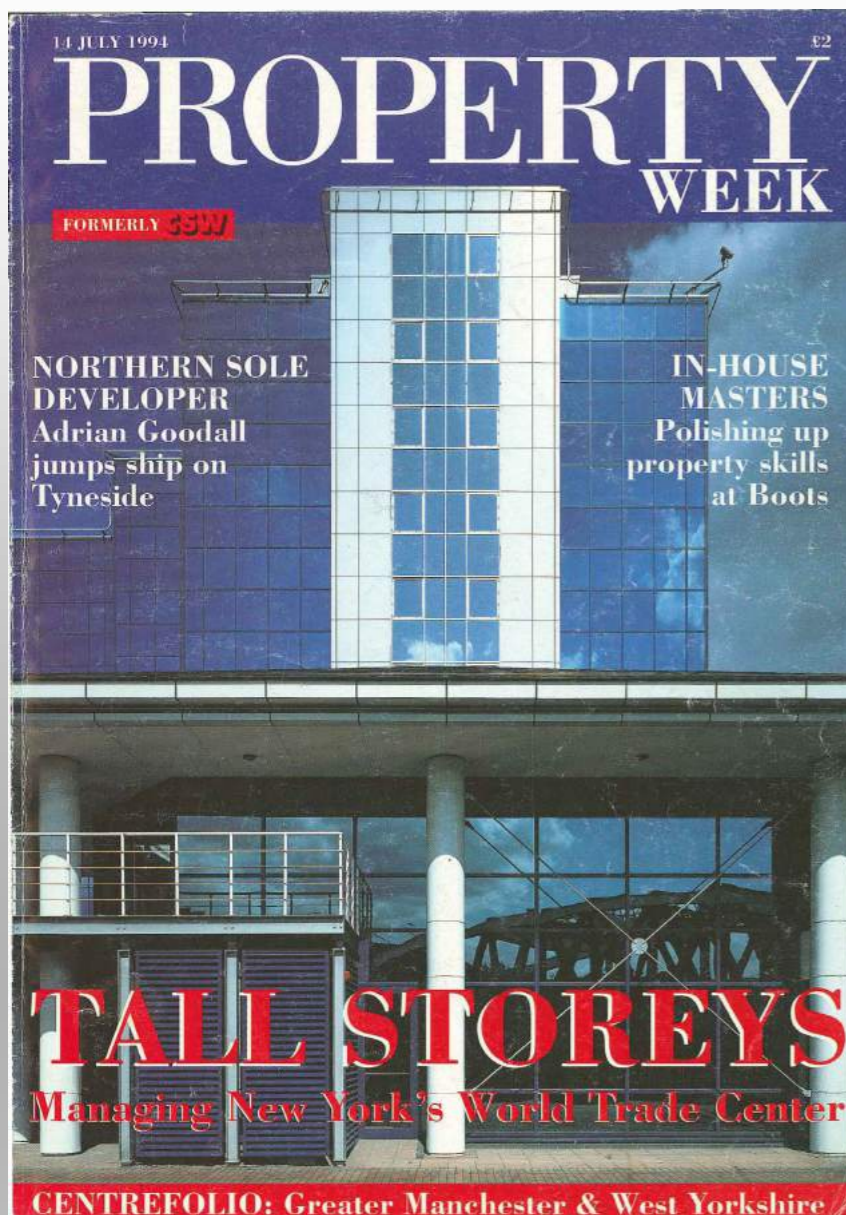
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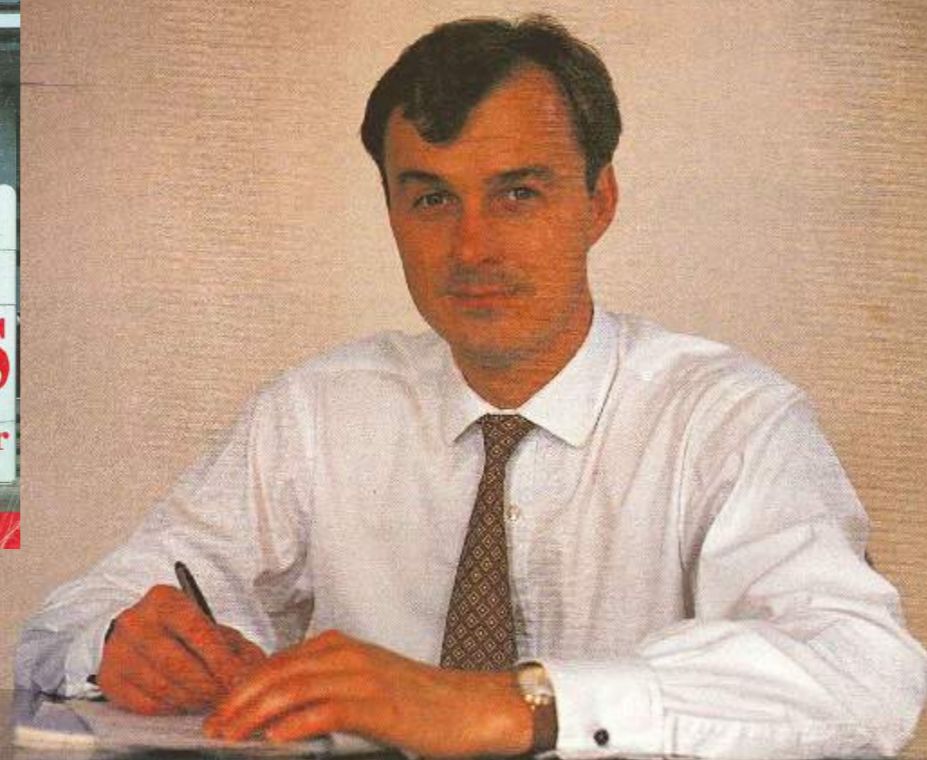
Weatherall Green & Smith

10. 34-36 High Holburn



Setting up Rokeby Developments July 1994

PROFILE



ADRIAN GOODALL Northern sole man

Adrian Goodall is a man with good local knowledge, putting it to effective use as one-man-band Rokeby Developments. He is also a firm believer in the virtues of the north-east. Report by Catherine Wheatley

Inside every big development company there is usually a small developer dying to get out. Earlier this year, Adrian Goodall left multinational construction and development company Amec to set up Rokeby Developments, a one-man operation focusing on north-east England.

Last month, Rokeby formed an association with Kingspark Developments, the Solihull-based company born out of the Ashford Group, whose corporate brochure features a map of Britain truncated just north of Leeds.

The fit between Rokeby and Kingspark is obvious. The latter gets a foothold in the north-east and Rokeby benefits from the technical skills and resources of the larger firm.

'We are well aware of Tyne and Wear's potential but we never felt close enough to the Newcastle conurbation to develop there successfully,' explains Kingspark director Peter Roberts. 'We were impressed with Adrian's previous experience and his contacts in the north-east,' he adds.

Goodall, who grew up in the region, spent three years in Weatherall Green & Smith's agency team before moving to Knight Frank & Rutley in 1985 to market developments like Amec's Harbour Exchange in London's Docklands.

From there he was poached by Amec to work on its Port Wakefield site before moving to Amec subsidiary Newcastle Quayside Developments in 1991, where he was development director.

The contrasting development styles of Amec and Kingspark are very apparent, as Goodall is the first to admit. 'I was conscious that Ashford, and then Kingspark, were announcing pre-lets while I was still at Amec,' he confesses. 'They were securing deals during the recession while others failed.'

Kingspark has pre-let or pre-sold more than 600 000 sq ft of office and industrial space since January. Chief executive John Cutts attributes the company's success to a system which targets potential occupiers and uses an in-house team of architects and planners to tailor proposals to fit their needs exactly.

By any standards, Amec, which tends to build joint ventures with public-sector bodies, has performed sluggishly through the recession. The company has reduced its involvement in the Channel tunnel terminal at Port Wakefield, and the future of

the 335-acre Davenport Green site in Manchester, where a major office headquarters is planned, is far from certain.

Progress on phase one of the Quayside development, a 125 000-sq-ft office and retail joint venture with the Tyne & Wear Development Corporation, has been painfully slow. Since 1992, one 18 000-sq-ft office scheme, pre-let to NEPIA, has gone on site, although work on a further 42 000 sq ft, part pre-let to KPMG, should be on site this week.

Goodall is coy about the reason for his abrupt departure from Amec, but observers believe he was frustrated by the developer's lack of progress at Quayside.

The development corporation has poured £10 million into enabling works at the site. This has been matched by just £4 million of Amec money which has gone into the NEPIA building.

Like John Cutts, Goodall believes the development opportunities provided by a steady market in the north-east are too good to miss at the moment. His rationale for moving when he did is that schemes

need to be in place before the market uncertainty that the next general election, now only three years away, will bring.

'Newcastle offers tremendous potential for securing inward investment because land is cheap and, historically, labour relations are very good,' he explains. In the

short run we believe the most interesting area is to the west of Newcastle near the western bypass, where we are actively seeking a site for a business park.'

But Kingspark, and before it Ashford, has made its reputation as an industrial developer. 'The Team Valley [Tyneside's major industrial area] is virtually full and English Partnerships has stopped doing direct developments,' says Goodall. 'So we are looking at sites off the A1 near Team Valley and at the area between the airport and Gosforth Park.'

According to Caroline Fawcett, joint managing director of northern developer Dysart, a small company like Rokeby has the credentials to succeed.

Fawcett firmly believes that small, hungry companies have a competitive edge in the north-east. 'You need a terrier-like determination to drag inward investors out of their London offices to look at what the north-east has to offer,' she says.

Ironically, Knight Frank & Rutley, Amec's London representatives on Quay-

side, have just been dismissed as letting agents on the grounds that relocations from the capital are thought unlikely.

Fawcett believes that a little local knowledge is a major advantage in the region, and some of the most successful developers in the north-east have been local lads made good.

'The empathy a local person has with the region, and the natural enthusiasm they have for a development, is a huge help,' she says.

Goodall, who estimates his first scheme will be on site by the autumn, is naturally optimistic.

'There are opportunities around,' he says. 'Small firms can react quickly, and if you understand occupier requirements you can secure pre-lets ahead of the competition.'

LOCAL HEROES

To sell the north-east's assets to inward investors takes a special empathy, and it is almost certainly significant that most of the region's major schemes are not the work of large development companies, but of local entrepreneurs.

SIR JOHN HALL

Formerly head of developer Cameron Hall and now chairman of Newcastle United FC, Hall was responsible for the Gateshead MetroCentre.

The 2 million-sq-ft retail scheme with 340 units and 35 trading barrows, is thought to be the largest in Europe.

DYSART

Durham-born Jack Fawcett and his wife Caroline, joint managing directors of Dysart, developed and let 650 000 sq ft at Newcastle Business Park, the largest of its kind in the north-east.

Now the company is concentrating on its most ambitious project yet, the redevelopment of the 700-acre former steelworks in Consett, Co Durham.

AKELER

Doxford international developer Mark Glatman, head of Leeds-based Akeler, seems to have adopted the north-east as his own.

He regularly travels to Europe and the Far East to promote the Sunderland Business Park to potential relocators.

The North of England Building Society and the Insurance Service have taken 100 000 sq ft of offices and sportswear manufacturer Nike has opted to locate its 33 000-sq-ft headquarters there.

Developer pulls out of quayside project

A PARTNER in the £150m Newcastle quayside redevelopment scheme is to pull out in the next two months, it was revealed today.

Troubled property group Rosehaugh will be out of the East Quayside project by June 9 at the latest, when preferred developer Newcastle Quayside Developments signs a final agreement with Tyne Wear Development Corporation.

That will leave just AMEC Regeneration as the sole venture group behind the scheme, but an NQD spokesman said it was not seeking a replacement for Rosehaugh.

Last month Rosehaugh signed a survival agreement with its banks, and will now concentrate on building projects it is already committed to.

"We expect to sign a development agreement by June 9. By that time Rosehaugh won't be part of the consortium," the NQD spokesman said.

"As soon as the agreement is ready to sign then there will be an exchange of papers and Rosehaugh will relinquish its role."

"They are concentrating their operations on work that is in hand. They decided NQD is in good hands and will go ahead and they want to concentrate on activities in other parts of the UK."

He said two businesses had already shown interest in moving to the site as part of the phase one development.

AMEC Regeneration was confident it could handle the scheme without the need for a joint venture partner, he added.

NQD is also in talks with Swiss architect Leser Landau, whose own scheme for the quayside was rejected, about plans to develop 30 acres of the site.



QUAYSIDE
NEWCASTLE UPON TYNE

It's a deal for the Quayside

AN AMBITIOUS £180m scheme to transform part of Newcastle's Quayside was given the go-ahead by a Government Minister yesterday.

Inner Cities Minister John Redwood signed the deal which gives the official seal of approval to a project aimed at developing a 25-acre area near the city centre.

Work has already started at the East Quayside site where offices, shops, pubs and restaurants will be built as part of an agreement between Tyne Wear Development Corporation and developers Newcastle Quayside Developments, part of the AMEC group.

By GRAEME SMITH

Redwood said: "This flagship development will bring many benefits — not only will it provide jobs for local people but it will bring a run-down area back to life and attract investment."

The signing ceremony at the Sailors' Bethel, Horatio Street, concluded four years of talks to get the scheme off the ground.

AMEC developments director Adrian Goodall said: "Now we can get down to work in earnest and create on this site the best quality office development in the region."

Quayside developer finds first occupier

AMEC Regeneration, the developer of Newcastle's East Quayside, is close to signing up the first substantial office occupier for the planned £150m scheme.

Development surveyor Adrian Goodall said the announcement should be made within a few weeks. "We are talking to initial occupiers and there is one serious potential occupier that could be announced very shortly — within weeks," he said.

But his priority for the scheme is to start building on site.

"We are cash rich. We are in a strong position to deliver and we want to get on with the East Quayside."

Mr Goodall also confirmed that AMEC is in discussion with Swiss architect Leser Landau, formerly turned down in his attempts to develop part of the site.

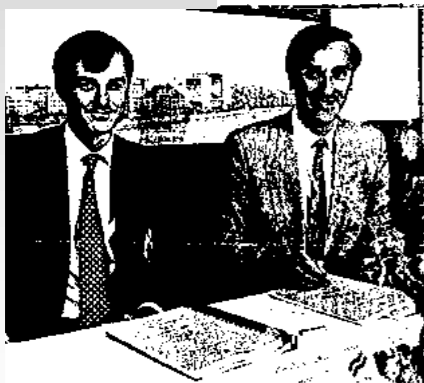
David Taylor, AMEC Regeneration's managing director, added: "We have confirmed previously that, following an approach by Mr Landau, we agreed to enter into discussions."

But Mr Landau is not a joint venture partner in Newcastle Quayside Developments, he said.

His attempts to develop some three acres of the quayside are, however, currently stymied.

Mr Taylor said while AMEC is happy to continue its discussions with Mr Landau, a sticking point remains that "his ideas do not entirely fit the Masterplan which has received the approval of Newcastle City Council and the development corporation."

He also said that AMEC is not seeking a joint venture partner to replace the troubled developer Rosehaugh.



The East Quayside development in Newcastle will completely transform the city's waterfront and bring major benefits to the area, predicted Inner Cities Minister John Redwood last week at the signing of a formal agreement between Tyne and Wear Development Corporation and Newcastle Quayside Developments. The 25-acre development, which has been held up over the last two years by a legal wrangle over land ownership, will include offices, local shops, pubs, restaurants, a hotel, more than 200 residential units, a riverside promenade, parking for more than 1,100 cars and improved public transport. Above HQ director Adrian Goodall with the Minister at the signing ceremony. Goodall said there was a strong and ready market for the scheme which has 250,000 square feet of offices in the first two phases.

Newcastle Quayside 1992-1993

Capital Quayside

JOURNAL 13.4.93

By ROGER NEVILLE

Newcastle Quayside Developments.

EVERY decade or so a bold, new initiative confirms Tyneside's continuing commitment to its regeneration.

As the 20th Century draws to a close, the North-East's flagship development, Quayside, will expand the heart of Newcastle and lead the European regional capital into the next millennium.

The development is to be created by the Tyne and Wear Development Corporation's selected developer, NQD, and project managed by Amec Developments Ltd.

Both are part of the international construction, engineering and development AMEC Group, which includes the leading European oil industry fabricators, AMEC Offshore.

Detailed planning consent was granted in March for the first Quayside office block, to be built by another Amec Group Company, Amec Building, an 18,000 sq ft headquarters building for the world-wide marine insurance company N.E.F.I.A., which is scheduled to start in July.

Built of traditional materials with the external emphasis on stone and brick, Sandgate House will mark the gateway to the development, 100 metres east of the new Crown



■ First step: NEPIA's HQ, shown as a model above, will be the first new building. Adrian Goodall, right, Newcastle Quayside Development and Amec Developments development director, and Alan Wilson, NEPIA company secretary, sign the deal.

Courts and less than quarter of a mile down-stream from the Tyne Bridge.

As with all Phase One building in this £183m development, it will be built to occupier's specification, one of four buildings scheduled to provide 92,200 sq ft of office space.

At the core of this phase will be a public square looking out to the river and containing an 8,000 sq ft bar/restaurant and 2,000 sq ft of service retail space.

Fronting the river a bar/restaurant of 8,000 sq ft, also with detailed planning consent, will have commanding views of the Tyne Bridges.

Phase One will also include a 600-space multi-story car

and will be built to a striking design, to become a new statement building for Newcastle. Work is scheduled to start in the autumn, after the Tall Ships have left.

Alongside Tyne Square, the 75,000 sq ft listed CWS building is being discussed with regional art bodies with the objective of it becoming an arts centre once refurbishment work, probably to be started in the autumn, has been completed.

The wide riverside promenade, running the length of Quayside and carrying no through traffic, except a public transport route, will provide a drop-off facility for those arriving at offices, bars and restaurants.

Phase One will also include a 600-space multi-story car



park, tucked into the embankment carrying City Road.

Work on Quayside's infrastructure, following the demolition of derelict buildings, has been carried out by the TWDC.

With £64m being spent on this, and on car parks, the vital work of rebuilding retaining walls on the steeply sloping site, the refurbishment of the quay walls, new roads and both hard and soft landscaping, this extension of the City Centre is rapidly taking shape.

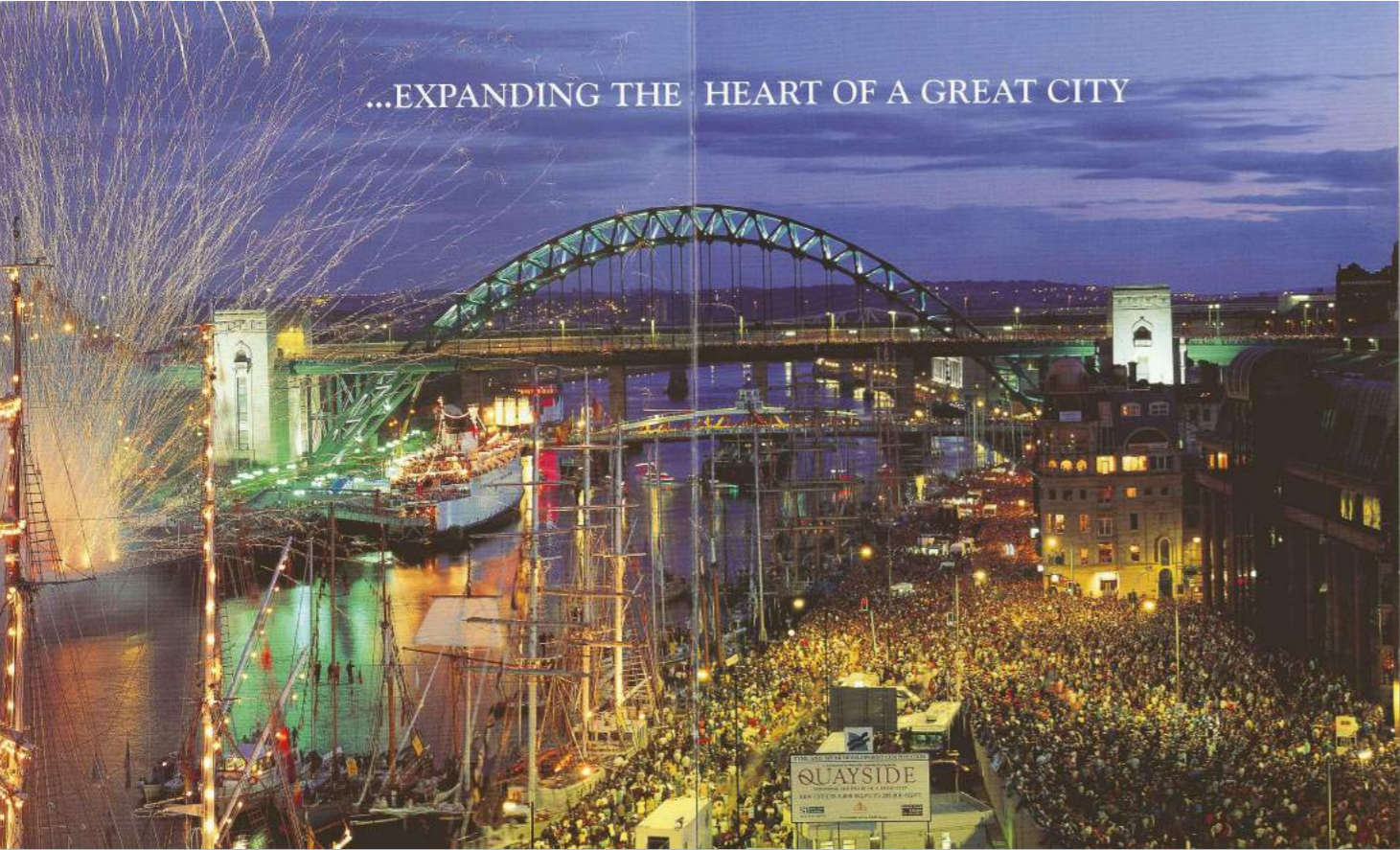
Once complete, probably at the end of 1995, Phase One will lead on to Phase Two with 100,000-plus sq ft of offices in three build-

ings and a complementary 600-space car park alongside that built for Phase One, completing the provision of one space for every 296 sq ft of office space.

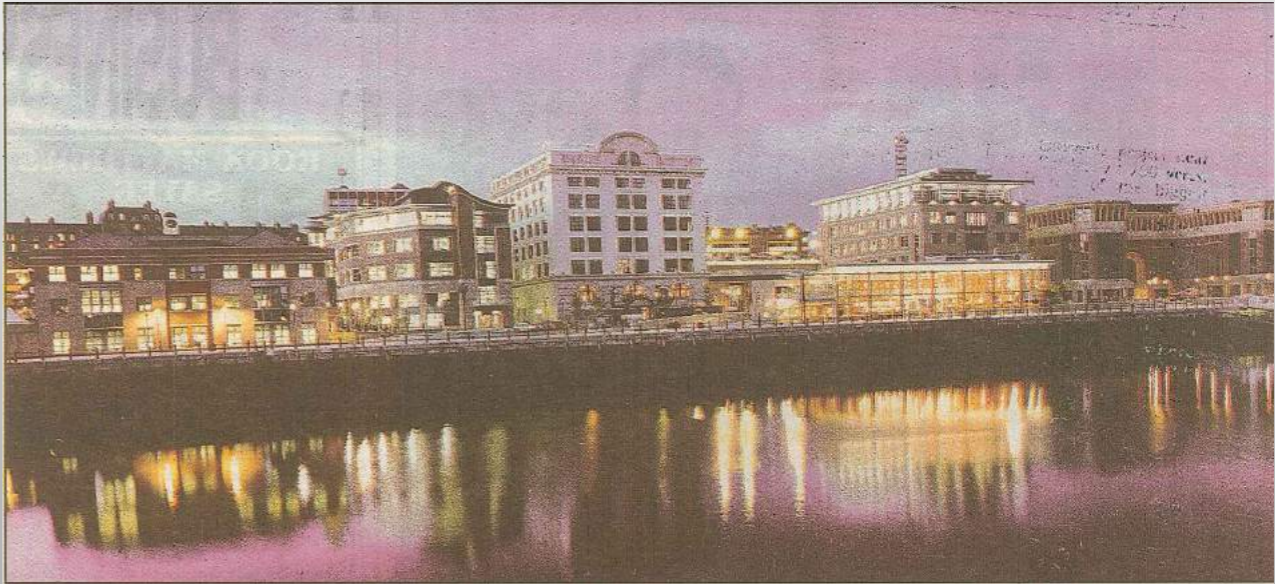
Continuing downstream, Phase Three will have three office blocks — a further 100,000 sq ft — and a 150-bed hotel.

Through the last quarter of a mile of Quayside there will be around 145 homes, reached via Horatio Street and City Road.

Between the new Law Courts and the Ouseburn, Quayside will meet the aspirations of Newcastle to be a 21st Century, European, regional capital with all that that implies.



Newcastle Quayside 1992-1993



Journal

8/7/92

COMMERCIAL

PROPERTY REVIEW

LAMB & EDGE

PURELY COMMERCIAL PROPERTY

Tel. (091) 261 2361

Wednesday July 8 1992

Telephone: 091-232-7500 Ext: 2474

EAST QUAYSIDE OFFICES AND RETAIL SPACE

Promising project

GOVERNMENT inner cities minister John Redwood says plans to develop East Quayside at Newcastle will completely transform the city's waterfront and bring major benefits to the area.

At the signing of an agreement drawn up between Tyne and Wear Development Corporation and developers NOD plc — owned by AMEC Development Ltd — Mr Redwood described the scheme as "a very promising project" which will bring investment and new amenities to Newcastle.

The 25-acre development, estimated to be worth £185m at completion, will include high quality offices, local shops and pubs/restaurants around a central square, a hotel, more than 200 homes, a riverside promenade, parking for more than 1,100 cars, and improved public transport facilities.

The agreement covers the initial phases of the scheme, including the major commercial elements of the development. Phases I and II together include 255,800 sq ft of quality offices and 18,000 sq ft of retail space.

For the developers, director Adrian Goodall said the site offered the best development opportunity within the regional capital.

He added: "There is a strong and ready market for Quayside, so we have no hesitation in taking on the commitment which will see the first buildings completed by mid 1994."

Mr Goodall congratulated Tyne and Wear Development Corporation on its "energy, imagination and drive which has made the whole exciting scheme possible."

TWDC chief executive Alastair Balls said the scheme had been the subject of intensive consultation with the local community and city council, with the masterplan for the site drawn up by Terry Farrell — receiving wide support.

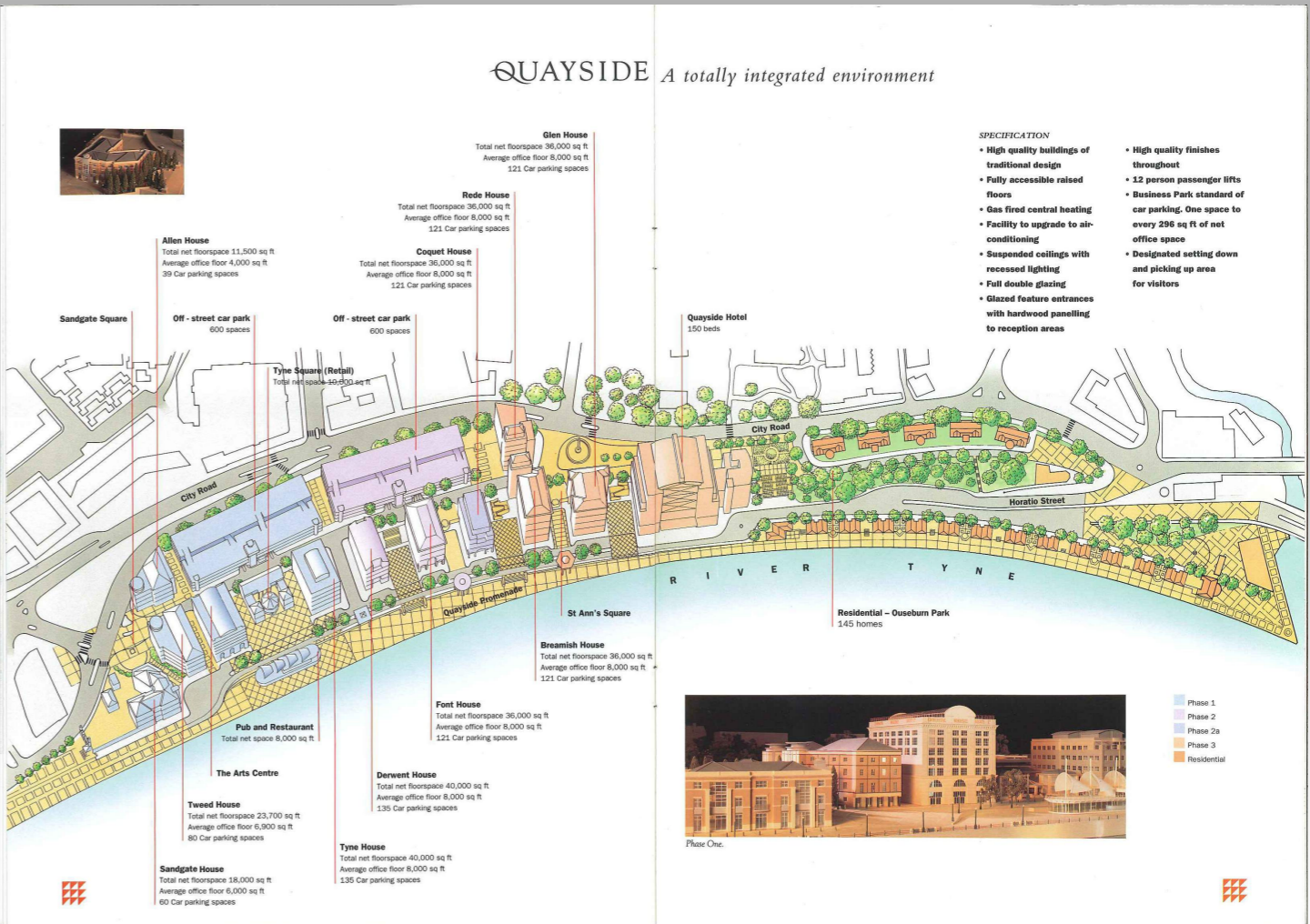
"I'm delighted the Quayside to ensure the success story goes on," he added.

Noting the difficult property market nationally, he added that the development corporation was following a carefully-paced approach to its development to ensure investment continued to flow.

"We commission detailed research well in advance of building to assess market demand; we ensure that vital infrastructure is in place before developments begin," and we negotiate deals for carefully phased major projects to avoid over provision," he said.

"It is a formula that works — and it is one we are applying to East Quayside to ensure the success story goes on," he added.

Go ahead: John Redwood (right) and Adrian Goodall sign on.





THE SCOTTISH OFFICE

From the Minister for Industry and Local Government
Allan Stewart MP

New St. Andrew's House
Edinburgh EH1 3SX

Telephone 031-244 4015
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Adrian Goodall Esq
AMEC Regeneration Ltd
7 Baker Street
LONDON
W1M 1AB

19 March 1992

Dear Mr Goodall,

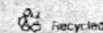
Thank you for your letter of 11 March following up our discussions about the possible implications of the proposed North Lanarkshire Enterprise Zone for other industrial sites in the area, including your own developments at Mossend.

As you will have noted, on 10 March the European Commission approved proposals for an Enterprise Zone covering some 500 acres in total. That decision cleared the way for officials from the Scottish Office, the local authorities involved, Scottish Enterprise and the Lanarkshire Development Agency to begin discussions on the boundaries, planning regimes and administrative arrangements for the Zone. It is hoped that the officials will be in a position to present draft EZ Schemes for consideration by Ministers and the District Councils as soon as possible after the General Election and the Local Authority elections in May.

I note what you say about AMEC's willingness to work in partnership with Scottish Enterprise/Lanarkshire Development Agency. I would suggest that you maintain discussions with those two agencies with a view to securing a joint agreement on proposals for the projected Enterprise Zone site at Newhouse adjacent to Mossend. Such proposals could then be considered by the Working Group of officials who are preparing the draft EZ scheme. I am sure this offers the best way forward.

Yours sincerely
Allan Stewart
ALLAN STEWART

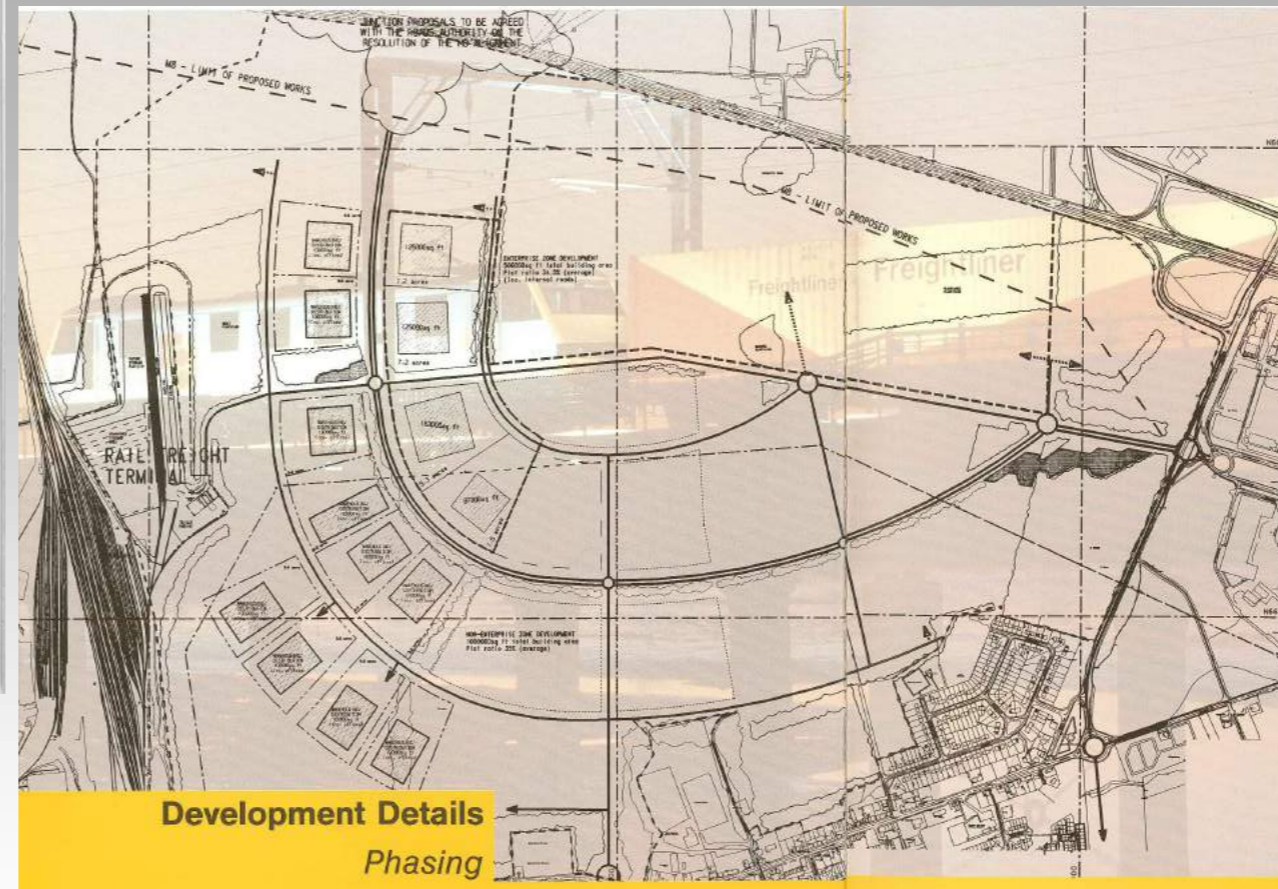
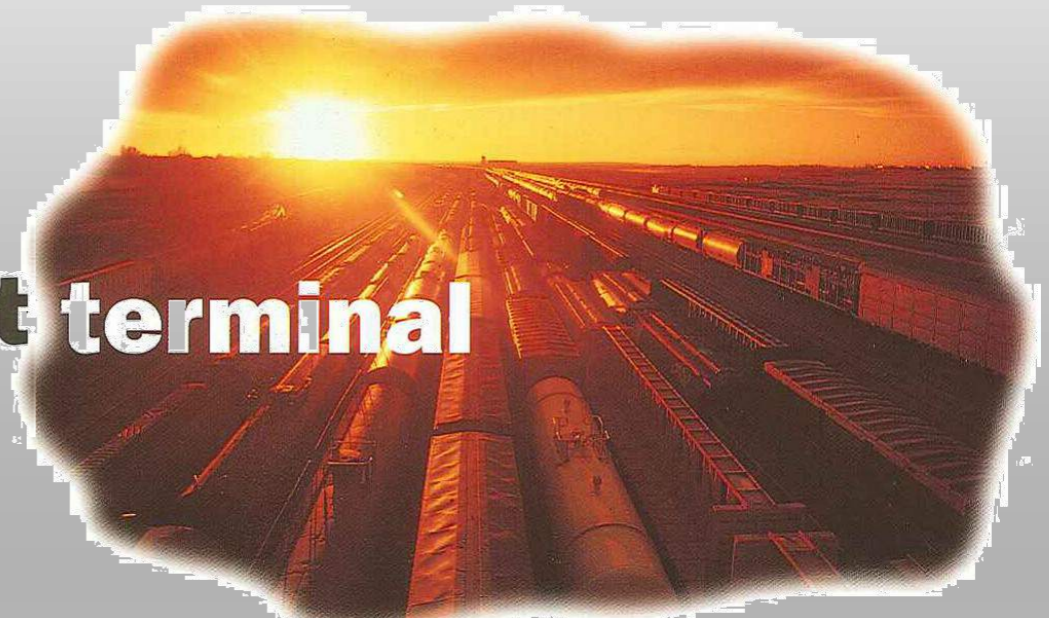
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Eurocentral Lanarkshire March 1992



railfreight terminal

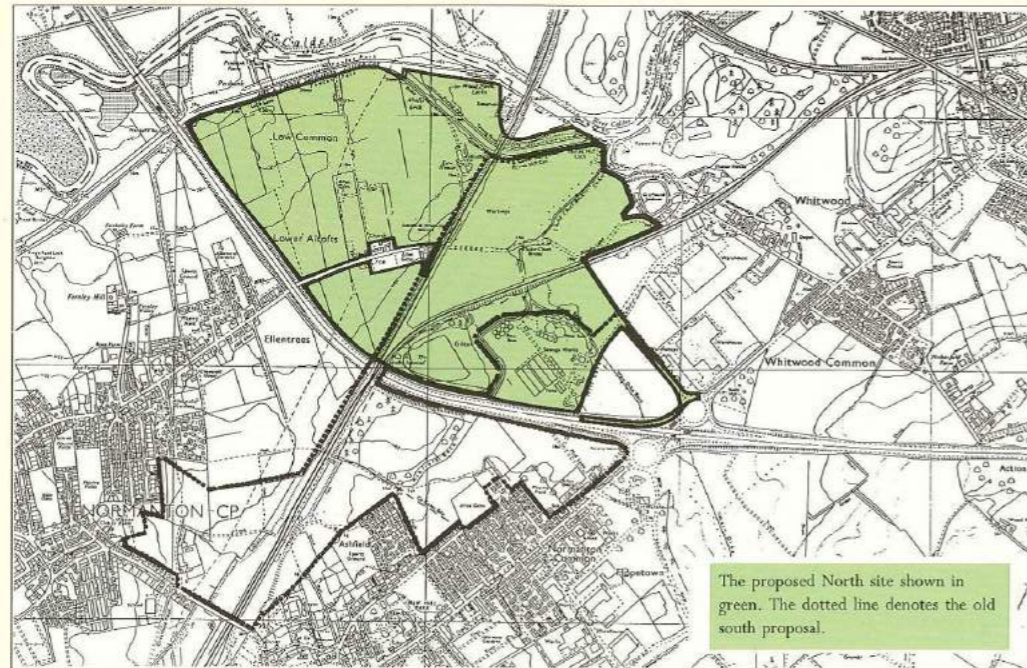


Eurocentral is capable of long term expansion on the 650 acres available. Development will be on a bespoke basis with buildings provided to suit individual occupiers' requirements. Serviced plots will also be available. Each building will have dedicated road access, ample car and lorry parking and generous turning space for articulated vehicles. By the year 2001 it is envisaged that more than 2 million sq ft of space will be developed, ensuring that Eurocentral is the premier location for industry and distribution in Scotland.

port WAKEFIELD

DECEMBER 1991

NEWS UPDATE



A revised proposal for Port Wakefield

A revised proposal for a new 368 acre site, north of the M62 motorway, has been announced for the proposed Port Wakefield Channel Tunnel Railfreight village and terminal to serve Yorkshire and Humberside.

The northern site offers greater flexibility for development. In addition, the M62 will act as a barrier between the development and residents living in Normanton and Altofts.

The northern site will also be capable of generating directly about 5,000 jobs which is 1,500 more than the earlier proposal and provides major benefits for the community.

There are two main reasons for the decision to switch the freight village site north of the motorway:

- * Customer demand now shows that more development facilities are needed than originally anticipated.
- * British Rail's projected train timings show the need for late evening and early morning freight trains.

The larger site means that the technical problems can now be overcome.

Public Consultation

This is the first in a series of News Updates as part of the public consultation on these proposals. Further details will be announced in the local press in the New Year.

Port Wakefield - Railfreight Village and Terminal

Port Wakefield is one of the proposed network of regional terminals to serve the country when the Channel Tunnel opens in 1993. The location of the terminal in Wakefield is vital to the area and the region's future economic prosperity.



THE SITE AND ENVIRONMENTAL SAFEGUARDS

The Site

The whole site is to the north of the M62. The motorway, River Calder, Aire and Calder Canal and the Whitwood Industrial Estate are the boundaries of the site.

The Terminal

The terminal will be next to the existing Wakefield-Castleford line near the junction with the Leeds line.

Initially one train a day in and out will use the terminal when it opens in mid-1993, with an expected increase to three trains a day as demand rises.

The site will include a range of environmental safeguards to protect local residents, including:

Physical and Natural Barriers

- * The M62 will provide a barrier between the development and residents to the south of the motorway; the Whitwood Industrial Estate provides an effective barrier between the terminal

and residents living in Whitwood.

- * The River Calder and the Aire and Calder Canal provide natural boundaries to the west and north.

Landscaping

- * Extensive landscaping around the edge of the site will create an effective buffer and screen to the development. Particular attention will be paid to the Low Common area.

- * Special attention will be given to the Pope Street area to protect and enhance the environment for residents.

- * Footpaths affected by the development will be diverted and alternative routes provided.

Traffic Control

- * Improvements to Junction 31 of the M62 will be undertaken following studies which have been carried out at Normanton and Whitwood to assess the likely effect of the development on the junction and road network.

- * There will be traffic control measures to ensure that no heavy goods vehicles use Pope Street. Access to the development site will be via California Drive.

- * Traffic control measures will be introduced to prevent heavy goods vehicles using local routes through residential areas.

- * Construction traffic and heavy goods vehicles serving the development will be directed to use the M62.

Noise Control

- * Residents of Pope Street will be protected by the introduction of appropriate noise protection measures at the terminal site and within the development.

Design and Lighting

- * The visual impact of the development on the surrounding area will be reduced by close attention to the design of the buildings and by appropriate lighting design measures.

3 Harbour Exchange 1989

AN ESTATES TIMES SURVEY LONDON DOCKLANDS

ISLE OF DOGS

Lettings low despite development pressure

JONES Lang Wootton has done the only sensible thing that a company located next door to Canary Wharf could do — it has moved. The noise from the site is deafening now that construction of the first phase is under way.

JLW's move, however, is more to do with the fact that its lease is up, and the freeholder, publisher Thomas Telford, wants to move into the space. So JLW is going to the comparative calm of South Quay Plaza phase two, where it will occupy 3,000 sq ft.

The move shows that the Isle of Dogs is still an exhausting place to work. Anyone who telephones Knight Frank & Rutley's Limeharbour office cannot be heard there because of the din.

Perhaps this is no worse than many offices in the City that find themselves opposite development sites, but the pressures seem all the more intense because everything is happening at once in Docklands. New roads are being built and the Docklands Light Railway is beginning to feel the strain.

The market is at a critical stage on the island as several large schemes are nearing completion. South Quay Plaza is now finished, with more than 300,000 sq ft to be let in phases two and three.

Thames Quay is also complete, with 190,000 sq ft of empty office space to be filled. The Merchant House phase of Cityharbour has 85,000 sq ft of empty space, and the recently completed Fleet House offers a further 43,000 sq ft.

Garry Silk at JLW's Docklands office calculates that by the end of the year speculative completions will add up to 1.5m sq ft, of which 1m sq ft will come on stream in the last quarter of 1989.

At Harbour Exchange, buildings one and two are set to increase the supply of speculative space by 500,000 sq ft in October. Four other buildings at Harbour Exchange will add a total of 200,000 sq ft. City Reach One, at Greenwich View, will provide a further 94,000 sq ft.

Take-up since the beginning of the year has been 100,000 sq ft, not including Merrill Lynch's commitment in March to take 240,000 sq ft of Canary Wharf, according to Silk.

The latest LDDC figures, to March 1989, show total new development completed on the Isle of Dogs at 3.9m sq ft, with development under construction or committed at 21.6m sq ft.

Things are going to get worse before they get better on the lettings front, and Silk predicts 'a difficult market' for the rest of 1989 at least, with rents remaining 'flatish' until the middle of next year. Agents on the island are still looking at £20 per sq ft as the norm for the next 12 to 18 months, but they were saying that at the start of the year. Eighteen months has already become two years.

There is definitely a shortage of optimism about rents increasing in the foreseeable future, but the agents are



Building Three at Harbour Exchange: expected to be full soon.

philosophical. 'Everyone would be keen to see rents stabilise at £20 per sq ft,' says Mark Pollitt at Savills. 'All the developments are viable at this level. There's no point in putting up rents because cheap rents are the whole reason for Docklands.'

Although this is certainly the logic behind the concept, no rental growth over two years with millions of square feet coming on to the market must be a worrying situation for developers with large schemes to fill.

Rent-free periods of up to six months are being offered on several schemes, as well as other incentives including free fitting-out or a cash sum. But Adrian Goodall, development surveyor at Amec which is developing Building Three at Harbour Exchange, points out that these incentives are nothing unusual.

Even two years ago in the City we would have been offering similar incentives on certain deals,' he says.

Amec's building has let very successfully, and Goodall is confident that the entire 92,000 sq ft will be let by the end of the summer. The building was completed at Christmas, but some tenants were in place by autumn last year. Pre-lets included Nomura and Pershing Keen.

Goodall denies rumours that some developers have been lowering asking rents to attract tenants. 'We first hit the market nearly two years ago, and we haven't been dropping rents at all, just maintaining them at the same level.'

The latest deal on the building was done within the last five weeks at just under £18.50. Wardley Investment Services, a subsidiary of the Hongkong & Shanghai Bank, took the first and second floors. Knight Frank & Rutley and Leslie Lintott are letting agents for Building Three.

Knight Frank & Rutley is sole agent on most of the scheme. Nick Tomlinson, who is in charge of the Harbour Exchange project, points to other recent successes. London & Metropolitan's Building Five has recently let to financial training consultancy DC

Gardner at about £19 per sq ft. The company has taken the 40,000 sq ft building for its new headquarters.

The mixed office and retail phase of the scheme, Harbour Island, is also nearly all let, with the 48,000 sq ft of office space going for £20 per sq ft. Tenants include Guardian Royal Exchange.

So some deals are clearly being done, but the market is generally sluggish. 'Because there's now more choice here, people are taking longer to make up their minds,' says JLW's Katie Kopee, 'but we haven't seen any drop off in the number of enquiries.'

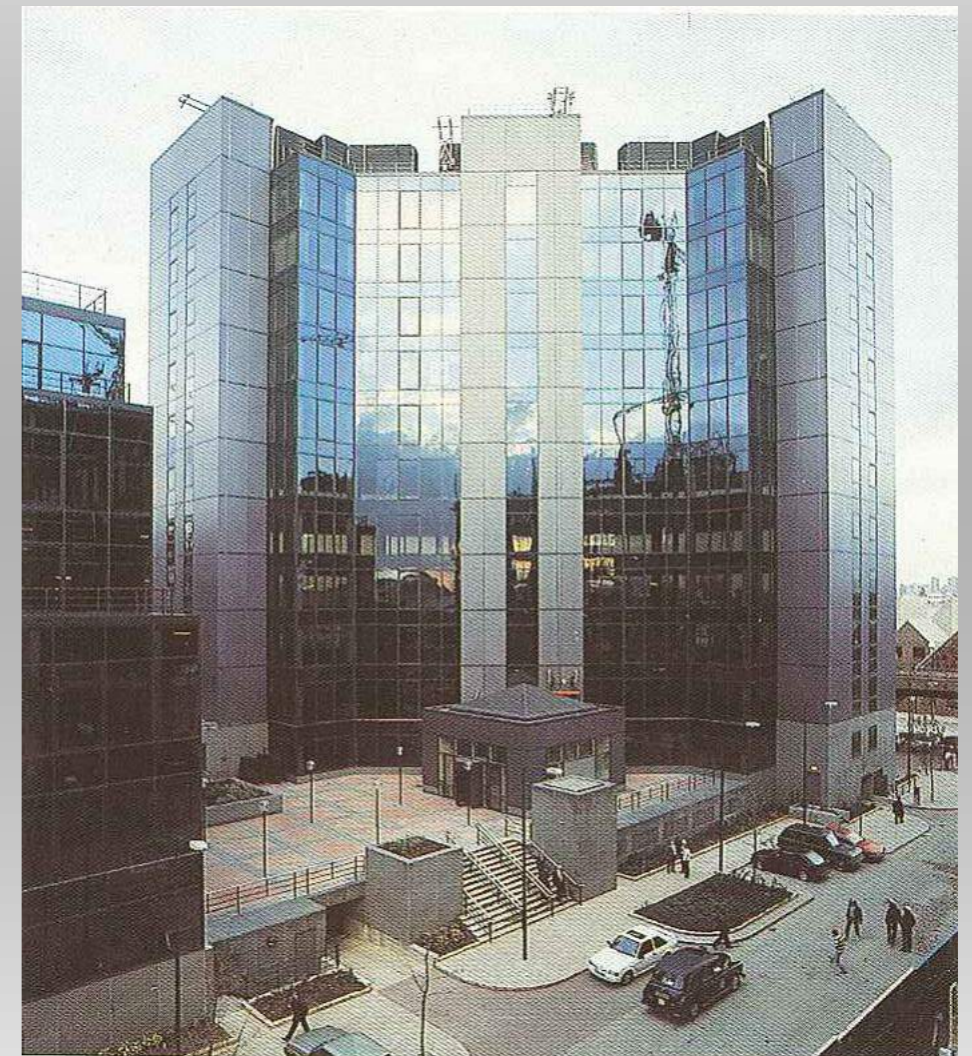
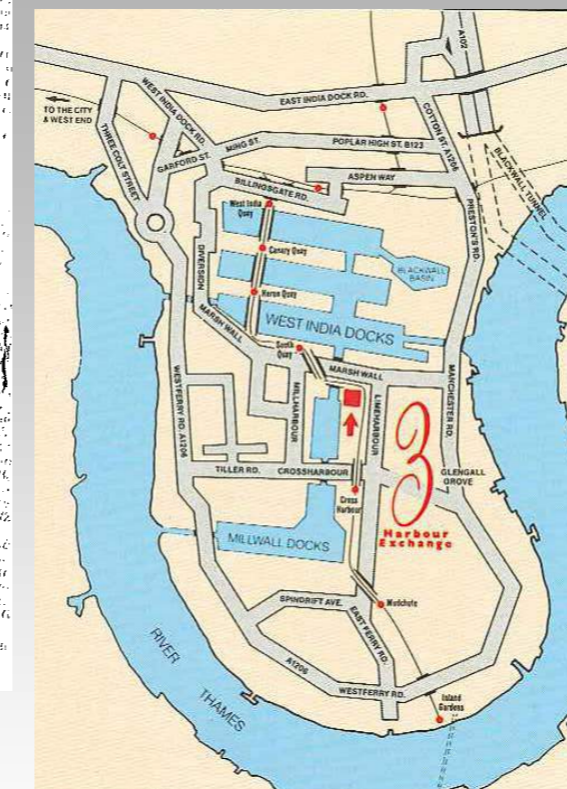
As more schemes are completed, there is certainly something to suit most people's requirements, with developers bending over backwards to provide the sort of flexibility in schemes which should ensure that they are successful.

In Robert Ogden and Indecon's City Reach scheme at Greenwich View, for example, a number of options are available. The scheme comprises two buildings linked by an atrium: the 54,000 sq ft City Reach One, available this autumn, and the 114,000 sq ft City Reach Two, available next spring.

Robert Ogden, which owns the first building, will retain the freehold but is willing to let the building floor by floor or as a whole. Indecon, which owns the second building, is prepared to sell the scheme floor by floor, a fairly new concept in this country. Agents are JLW and Healey & Baker. Freehold values are about £320 per sq ft, which takes into account the tax advantages of the enterprise zone, which last until April 1992.

On the 72,000 sq ft second phase of COR-DOR group's Meridian Gate, four of the six buildings have sold and the largest building, 23,500 sq ft, is under offer to an owner-occupier. Agents are Healey & Baker and Grant & Partners.

Jones Lang Wootton and Chesterton are achieving similar prices on the small units in the current phase of Cityharbour, called The Terrace. Continued on page 30



LIMEHARBOUR COURT LONDON E14



26,636 sq ft

Announcing the completion of a prestigious new headquarters building, offering self-containing floors from 3,105 to 6,802 sq ft net.

Superb air conditioned accommodation in carefully landscaped grounds.

Complete with 32 basement car parking spaces.

Sole agents

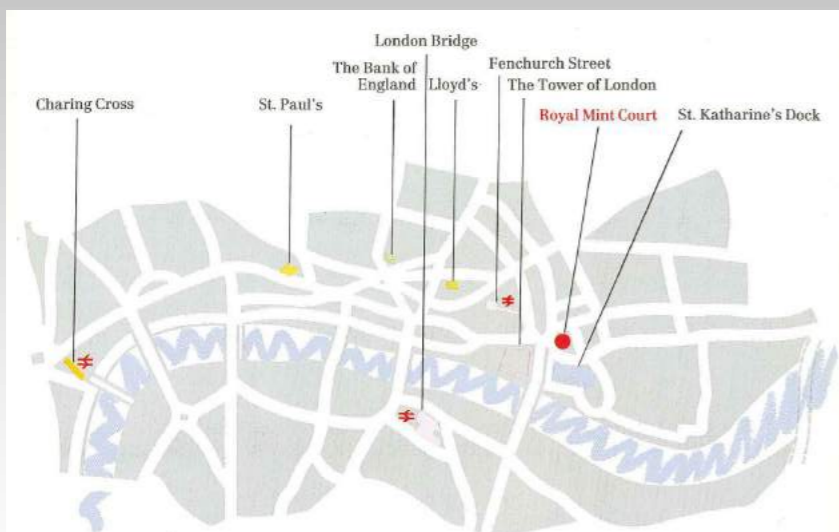
Chesterton
CHARTERED SURVEYORS

01-538 3575
1 Malvern House Meridian Gate
199 Marsh Wall London E14 9YT

Royal Mint 1987



The development comprises principally four office buildings within the secure perimeter of the original Royal Mint. The total scheme of some 440,000sq.ft has been designed within the 6.5 acre site providing a low density environment, incorporating the unique attraction of landscaped open space.



ROYAL MINT COURT-LETTING REVIEW

Royal Mint Court, the highly acclaimed development on the former site of the Royal Mint has now been completed and was formally opened by Her Majesty the Queen on 2nd June.

The development and its environment, covering over 6 acres, has received considerable praise from The Times and in particular from Barclays Bank and Capel Cure Myers Capital Management, two of the tenants who have decided to relocate to Royal Mint Court. The magnificent twin porticos at the entrance to the site provide not only total security but also the first glimpse of this unique development. Restored to their former glory, their scale gives an indication as to what lies behind the two imposing wooden doors. Once through the entry gates, the street scene with cobbles under foot is reminiscent of a bygone era, enhanced by the newly laid grass lawns together with the picture postcard facade of the Johnson Smirke Building, which forms the centre piece of the front square.

To the left lies the Registry, prelet to Capel Cure Myers Capital Management, which is one of the many examples within the development where a harmonious and exciting marriage between old and new has been achieved.

The front courtyard offers splendour enough, but by strolling around the Johnson Smirke Building, a sight of greater magnitude unfolds before you.

Reception, North Building

State of the Art designs of the North and South Buildings, boldly stamp their predominance on the development's aesthetics. The lawns and fountains of the main square form a unique centre piece highlighting the serenity of the environment. The red brick road which surrounds the courtyard provides access for both tenants and visitors alike.

The North Building, two floors of which have been let to Mitsui O.S.K. Lines, dominates two sides of the central square and mirrors the design of the South Building. A granite cloister which leads you to the main reception of The North Building reflects the quality of the environment. High speed lifts deliver both tenants and their visitors to reception areas at each floor level allowing direct access into the office space. The impressive design of the exterior is matched by the quality of the office accommodation which offering all amenities commensurate with the exacting standards demanded by City tenants today.



51 Moorgate 1987

FIFTY ONE MOORGATE EC2



5,800 sq ft
FIRST FLOOR
OFFICES TO LET
ON THE INSTRUCTIONS OF

WestLB



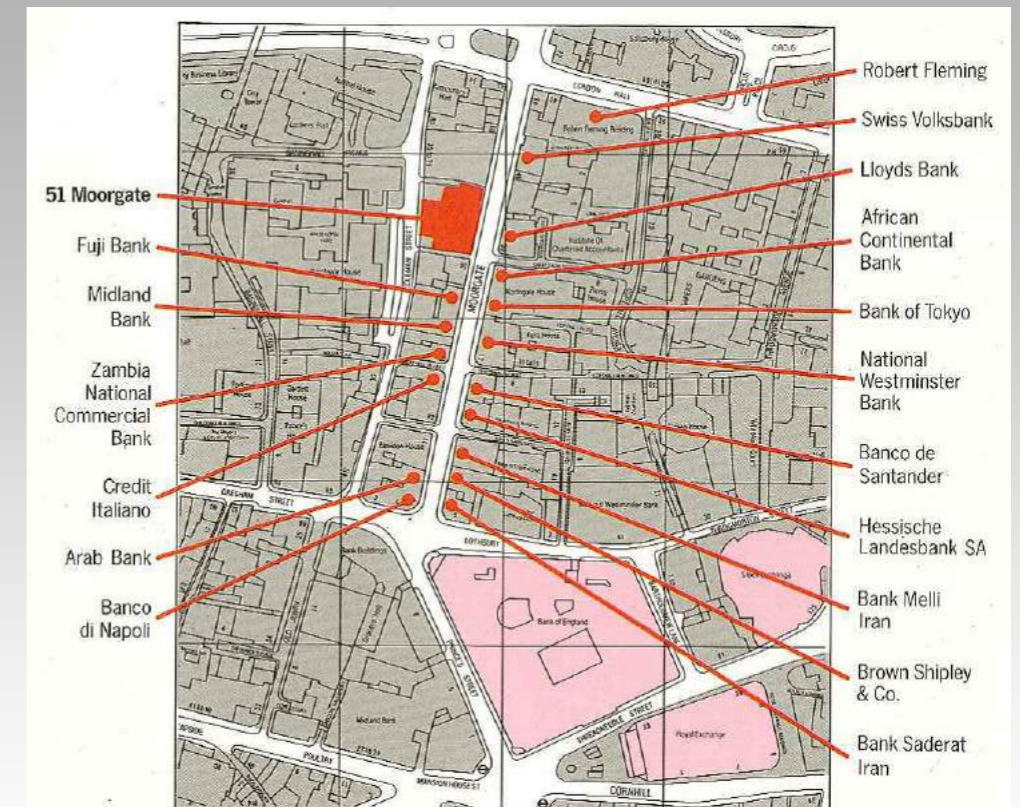
LOCATION

The property is situated in one of the leading banking streets in the City of London and it is within 250 yards of the Bank of England.

The building is on the western side of Moorgate approximately half way between Gresham Street and London Wall, with an additional frontage overlooking Coleman Street. It enjoys excellent communications with quick and direct access to Moorgate (northern, metropolitan, circle and district lines) and Bank (northern and central lines) which provide direct links to mainline British Rail stations.

ACCOMMODATION

The offices provide a total 5,808 sq. ft. of open plan accommodation on the entire first floor. The premises benefit from excellent natural light and is suitable for a partitioned or open plan layout.



Canary Wharf Submission 1988

Proposed Canary Wharf Team

Knight Frank and Rutley are prepared to make a full-time commitment to the project of 4 surveyors as follows:

The team would be run and headed up by Nick Thomlinson who established and has for the past 18 months, been running the Knight Frank and Rutley Docklands offices.

He was previously the managing partner for 2 years of our Hong Kong office and before that, had spent 10 years concentrating on all aspects of the commercial property market in the City of London. *Nick has the entrepreneurial flair and an acknowledged reputation as one of the leading commercial agency surveyors in the City and Docklands market.*

He is a senior partner of Knight Frank and Rutley and is fully committed to the success of the project.

He would be assisted by the following surveyors:

Adrian Goodall who joined Knight Frank and Rutley in 1987 having had 3 years' experience with Weatherall Green and Smith. He has been providing the essential liaison between the City commercial market and the Docklands commercial market for both Harbour Exchange and Royal Mint Court. He combines an innovative approach with the experience of the last year in marketing and assessing the reaction of City occupiers to the "Docklands experience".



Adrian Goodall

Tim Attlee who has recently returned from running our Botswana office having had 3 years' commercial agency experience and is currently running our Wapping office to expand the commercial property expertise in that area.

Simon Blaxland who has been with the Docklands office from its inception which he joined straight from University.

Michael Soames, senior partner in charge of the City and Docklands area will commit a substantial part of his time to the project in order to provide what we consider to be an essential liaison between the City and Docklands markets.

His experience of the last 15 years in the City agency market and his knowledge of the UK and world property markets, would, we believe, be of considerable assistance to the project.



Michael Soames
Partner in Charge
City Office Leasing



Paul Willis
Partner in Charge
City Office
Development



Howard Woollaston
Partner in Charge
Suburban Offices



J Faulkner
Chief Exec
Los Angeles



R Salisbury
Chief Exec
Australia



F Y Khan
Sen Partner
Hong Kong



R Parsons
Mgn Partner
Singapore

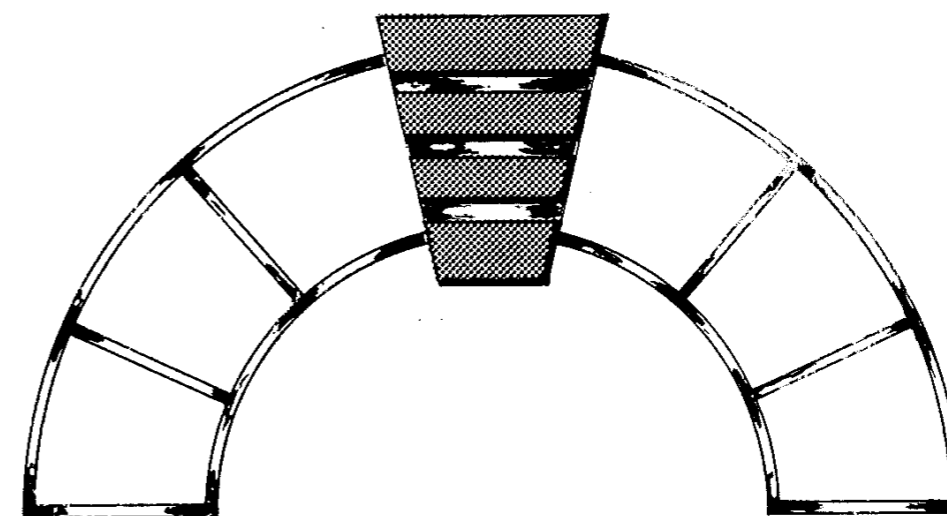
A SUBMISSION TO OLYMPIA & YORK

**Knight Frank
& Rutley**

MARCH 1988



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