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TRADESPACE UK ENTERS THE MARKET WITH NEW TRADE COUNTER CONCEPT

A new property company has been launched this week to cater for the growing trade counter sector. The company, Tradespace UK, will specialise in developing Trade Parks and Centres for trade counter businesses such as builders' merchants and other wholesale suppliers.

Tradespace UK is a joint venture between Andy Jansons and the William Pears Group and has ambitions to build a £100m portfolio over the next five years from its own developments and standing investments. With funding in place from the William Pears Group, the company is able to acquire sites on an unconditional basis and intends to start work on around six schemes per year.

Tradespace UK is already negotiating on a number of sites and pursuing other development opportunities. The team, headed by Marcus Antill, is in advanced negotiations to buy a site in Cambridgeshire, have agreed terms on a site in Bristol and is close to securing an existing trading estate fit for overhaul to a TradeSpace UK Trade Centre.

The new concept is based around providing accessible, high quality trade warehouse developments for trade occupiers. In keeping with occupiers' needs, sites will offer prominent road frontage in destination locations throughout the UK. Tradespace UK will focus on the creation of bespoke centres and adapting existing industrial estates to the Trade Centre format.

Andy Jansons of Tradespace UK, comments: *"Through our work with trade focused businesses to date, we have recognised the need to provide tailored property solutions*



TRADESPACEUK
raising standards in trade property development

to cater for this growing marketplace. Our mission is to become market leader in the sector by raising standards in trade property development and investment.”

The development strategy will focus on speculative opportunities, with the team confident of securing a high volume of pre-lets due to the level of demand in this sector. Target occupiers will include merchants from Wolseley UK, Travis Perkins, Grafton Group plc, Saint Gobain and their respective brands to specialists Topps Tiles, Bathstore.com, Screwfix, Trade Depot.

Typical requirements are for one-to-three acre development sites with or without buildings fronting or near main arterial routes in major UK towns and cities. Standing investments are also sought.

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Editor's notes:

Jansons Property (www.jansonsproperty.com)

Jansons West London & Thames Valley Limited is a property development and investment company established in 2003 with a focus on the West London and Thames Valley region.

The William Pears Group (www.williampears.co.uk)



The William Pears Group was formed in 1952 and is now one of the largest private groups of companies in Britain. Today the Group owns or manages, directly or in joint ventures, 15,000 commercial and residential properties worth over £4 billion.

TradeSpace UK (www.tradespaceuk.com)