



**APP/G5750/V/1174146 &  
APP/E5330/V/117147  
& DN5002/55/12M/1, 55/7/1 & 60/1/03**

## **The Thames Gateway Bridge**

**Supplementary Evidence of Stuart J Robinson  
in response to Revised Traffic Modelling  
and Mitigating Measures**

**February 2006**

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## **APPENDIX B**

### **SCHEDULE OF LONDON FIRST MEMBERS RE-APPROACHED FOR COMMENT**

### **CASE STUDIES AND COMMENTS OF LONDON FIRST MEMBER CONTRIBUTORS AS INCLUDED IN STUART J ROBINSON'S ORIGINAL EVIDENCE (1987/1/B)**

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# 1. SUPPLEMENTARY STATEMENT OF STUART J ROBINSON

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- 1.1 In May 2005, I submitted evidence [1987/1/A1] on behalf of London First setting out London First's support of the regenerative benefits of the Thames Gateway Bridge (TGB) proposals.
- 1.2 London First were informed at the latter end of last year, that the London Borough of Bexley, whilst supporting in principle the development of the bridge, questioned the source data (2001) used by Transport for London (TfL) in their traffic modelling for impacts on local traffic flows and suggested that, existing traffic figures for the borough were much higher than TfL suggested.
- 1.3 TfL subsequently submitted to the TGB Inquiry the results of revised traffic surveys [TfL/202]. The results indicate traffic levels are indeed higher than previously forecast by TfL, primarily in Bexley, as alleged by the Council.
- 1.4 As a result of these findings, TfL have proposed the following revised mitigating measures:
1. An increase in the peak period non-discounted toll for cars from £2 to £3, with pro rata increases for good vehicles.
  2. A reduction in the discount area which reduces the number of residents eligible for the residents discount toll of £1
  3. Amendments to local traffic arrangements
- 1.5 TfL's traffic analysis has shown that these measures will reduce traffic crossing the bridge by 19% in the peak time and 13% overall [TfL/202, paragraphs 22/23]. In turn it has been found that the regeneration benefits could be reduced by a similar level. However, both myself and London First are still strongly of the view that, although there might be a small reduction in the overall regeneration benefits of the TGB, these benefits of the TGB will still remain substantial and more than justify development.
- 1.6 On behalf of London First, I have considered the implications of the revised traffic modelling and TfL's proposed mitigating measures in the context of the key regeneration issues set out in my original evidence [1987/1/A1]. These issues relate to the impact of the TGB on the following :
- the development industry
  - Employment
  - Business efficiency
  - Business location decision making

- Investor's perceptions of the area surrounding the Bridge

- 1.7 My views on the impact of the revised traffic modelling and proposed mitigating measures on these issues can be found in Appendix A of this statement.
- 1.8 In my original evidence I also highlighted the cases of several businesses and developers who are active within the areas surrounding the proposed location of the TGB. CB Richard Ellis has re-approached a cross section<sup>1</sup> of these original contributors to seek their views on the impacts of the revised traffic modelling results and proposed mitigation measures on the regenerative benefits of the TGB. Of those approached, all contributors still felt that the TGB would be essential in assisting regeneration in the Thames Gateway Region. I have incorporated these revised comments into Appendix A of this Statement.
- 1.9 The revised modelling results and proposed revised mitigating measures do not alter my view and that of London First that the TGB remains an essential requirement for regeneration and development in the Thames Gateway region and local boroughs surrounding the bridge. Even with a 20% reduction in traffic [TfL/202], we believe the benefits of the TGB still significantly justify development of the bridge.
- 1.10 It was and still is my firm view and that of London First's members that the Thames Gateway Bridge is critical to addressing the problems evidenced in East London, promoting regeneration and development and fulfilling the Government's vision for the Thames Gateway.
- 1.11 Whilst revised traffic modelling findings and subsequent analysis has shown that the revised mitigation measures will reduce the level of regeneration generated by the TGB, it still would be a significant catalyst for regeneration, opening up new employment, housing and development opportunities in the areas surrounding the bridge.

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<sup>1</sup> Please see Appendix B for a schedule of London First's members re-approached and their Case Studies submitted as part of my original evidence in May 2005.

## Appendix A

**A REVIEW OF KEY ISSUES RAISED IN STUART J ROBINSON'S ORIGINAL EVIDENCE AGAINST TfL'S  
REVISED TRAFFIC MODELLING RESULTS AND PROPOSED MITIGATING MEASURES**

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## 2. IMPROVED ACCESSIBILITY

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- 2.1 Prior to addressing the impact of the revised mitigating measures on development and business markets, I feel it is important to set out my views on the effect of the revised transport accessibility figures produced in Professor Rosewell's Supplementary Evidence [TfL/Proof/05/4] submitted to the Inquiry in December 2005.
- 2.2 Despite the proposed revised measures and subsequent reduction in accessibility, the TGB will still provide the increased accessibility that is needed to assist in London's continued growth as a world city by providing improved access across the river between south east London, and the substantial areas north of the river.
- 2.3 The proposed increase in tolls, reduction in size of the discount zone and other revised measures will not have an impact upon the 'need' for the proposed public transport accessibility across the bridge. The additional public transport accessibility across the River Thames allows businesses within the surrounding area to have increased access to labour pools which are currently restricted by limited commuting option across the Thames.
- 2.4 Even on the basis of the new figures, the regenerative effect of the Bridge will still be high, in an area that needs significant investment and regeneration.
- 2.5 As stated in Paragraph 2.8 and 2.12 of Professor Rosewell's Supplementary Evidence [TfL/Proof/05/4], the detailed analysis that has been applied in assessing the impact of the revised modelling and measures on regeneration benefits are somewhat on the conservative side. In my experience, commercial judgement and knowledge of London First's membership, the introduction of such measures would not prevent the TGB from being a vital new transport link across the Thames and will assist regeneration greatly in the Thames Gateway, a national and regional priority area for regeneration.

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### 3. DEVELOPMENT

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- 3.1 The TGB is a key infrastructure development which would improve the attractiveness of the Thames Gateway area and enable investors to unlock the opportunities for development which exist in them.
- 3.2 I demonstrated in my original evidence that the increased accessibility provided by the TGB would enable sites in the surrounding boroughs to achieve increased densities. The increase in accessibility will encourage a greater range of uses and markets to emerge in the local areas. I also showed that as development demand and development densities increase, so do achievable values on site as confidence and the attractiveness of the area increases.
- 3.3 I demonstrated the importance of the TGB in meeting the London Plan's objectives for Opportunity and Intensification areas in the east London sub region. In this respect and in the context of revised modelling and measures, it is still my view that the construction of the TGB would enable these areas to have improved accessibility which in turn would allow development densities and values to increase and provide residents and employees within these areas improved access to employment, leisure and housing opportunities. It is my opinion that, the proposed revised measures would have no significant detrimental impact on the achievable development densities and values in the areas surrounding the proposed TGB.
- 3.4 In my original evidence, several development firms provided their views on the impact of the TGB on the development potential of the area surrounding the bridge. All of these comments highlighted how the TGB was deemed to be of benefit and would aid developer's in bringing forward their ambitions for east London.
- 3.5 Will McKee, Chairman of Tilfen Land, who provided comment in London First's evidence in May 2005 has also considered the effects of the revised traffic modelling and proposed revised measures. He states:

*"I have considered the impacts of the Thames Gateway Bridge revised traffic modelling and TfL's subsequent revised measures. These measures and their effects do not alter my belief that the Thames Gateway Bridge will make the surrounding area on the south bank, one of London's key employment hubs, a more attractive and viable place for developers to invest in. Even with the proposed revised measures, the increase in accessibility provided by the bridge will still enable development densities to increase which will lead to increases in land values.*

*Achieving this increase in value is vital to securing development to meet the need for new houses and employment opportunities. It will help meet the major costs of developing*

*brownfield land including the removal of contaminated land, protection against flooding and the provision of primary infrastructure and social infrastructure.*

*In addition, I am still of the opinion that without the improved accessibility provided by the Thames Gateway Bridge, we (Tilfen Land) will find it difficult to justify further speculative development at White Hart Triangle. Despite the additional measures, the Thames Gateway Bridge will still be a critical link in the local public transport infrastructure improving access for residents and businesses". (Mr McKee's original commentary and case study of Tilfen Land can be found at Page 19, Appendix B of this statement).*

3.6 John Anderson, Director at Berkeley Homes has similarly commented:

*"The revised modelling and proposed measures do not alter my opinions originally set out in May 2005 and that the Thames Gateway Bridge in my view is still of benefit to our development interests in the area". (Mr Anderson's original comments and case study of Berkeley Homes can be found at Page 13 of Appendix B of this statement).*

3.7 The responses of both Mr McKee and Mr Anderson are those which I believe would prevail throughout the development industry. It is my firm belief that the construction of the TGB would increase the accessibility of the areas surrounding the bridge and would, in turn make these areas increasingly viable and attractive for development and assist in meeting the Government's objectives of sustainability and regeneration in the Thames Gateway. It is clear from both mine and other contributor's views that the proposed TGB will still be of extreme benefit to the development potential of the areas surrounding the bridge. The proposed revised mitigation measures, in my opinion will have no detrimental impact on the development potential of the areas surrounding the bridge.

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## 4. EMPLOYMENT

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4.1 In my original evidence submitted in May 2005, I investigated the effects of the proposed TGB on employment markets in the areas surrounding the bridge and provided an overview of businesses' view of the beneficial impacts the bridge would bring to their businesses.

4.2 I showed that existing transport links in the area are poor and inhibit resident and business access between north and south London. In particular, I illustrated that companies located south of the river experience difficulties in reaching markets north of the river. I showed that the improved accessibility in the east across the river provided by the Thames Gateway Bridge would help reverse this as residents are able to access a wider choice of work and services. I am still of this opinion having reviewed the revised traffic model findings and TfL's proposed mitigation measures.

### **Access to new labour pools**

4.3 Professor Roswell's Supplementary Evidence [TfL/Proof/05/4] analysis suggests that the TGB will still see a reduction in unemployment between 4,100 and 7,300 without Crossrail and 5,800 and 9,800 with Crossrail [TfL/Proof/04/4, Para 3.4]. In my view, whilst this is a reduction from the original forecast figures, a reduction in unemployment would still occur as a result of the TGB. It is mine and London First's opinion that the TGB is essential to open up labour markets.

4.4 Richard Gooding of London City Airport has reconfirmed the importance of the TGB to opening up labour pools either side of the river. After considering the revised traffic model findings and TfL's proposed revised mitigation measures, Mr Gooding commented:

*"Taking into account the implications of the revised traffic modelling findings and TfL's proposed revised toll and discount area measures, London City Airport can confirm it still supports in principle the development of the Thames Gateway Bridge and the regeneration benefits it will bring. Even with the revised measures in place, the Thames Gateway Bridge will allow London City Airport access to the London Boroughs of Greenwich and Bexley's labour pool which will support our expansion. London City Airport believes that some of the current local mismatch in supply and demand of employment could be improved significantly by the accessibility provided by the Thames Gateway Bridge". (Mr Gooding's original commentary and case study of London City Airport can be found on Page 18 of Appendix B of this statement).*

4.5 Similarly, George Kessler CBE, Group Deputy Chairman of Kesslers International, a significant employer in the area to the north of the Thames Gateway Bridge proposed location has stated:

*"I have considered the effects of the revised traffic models results and TfL's proposed revised mitigation measures for the Thames Gateway Bridge I am still in support of the regeneration*

*benefits of the Bridge as set out in my original commentary of the Bridge from May last year".*  
(Mr Kessler CBE's original commentary and case study of Kesslers International can be found on Page 17 of Appendix B of this statement).

- 4.6 It is clear from these comments and my knowledge and understanding of London First's members, that even with the revised traffic modelling results and mitigation measures, the Thames Gateway Bridge is still deemed to be essential by businesses to open up new labour pools.

### **Businesses' Access to Markets**

- 4.7 In my original evidence I demonstrated that one of the major impacts of the TGB would be businesses' improved efficiency and ability to service markets in different parts of London which in turn would boost the image of areas surrounding the proposed site of the bridge and could attract increased inward investment within these areas. It is my belief, that despite the increase in tolls and other revised measures, the TGB will still deliver these benefits.

- 4.8 One of the case studies I provided in my original evidence was that of Viking Direct, a stationery business based in Bexley. We have put the new evidence submitted by TfL to Viking Direct. Scott Parkhill (Distribution Centre Manager) of Viking Direct has commented:

*"I have noted the revised traffic figures and indeed the revised measures that have been proposed as a result of that data. They do not alter the quote or my opinions expressed in a statement made on behalf of Viking Direct back in May 2005".* (Mr Parkhill's original commentary and case study of Viking Direct can be found at Page 20, Appendix B of this statement).

- 4.9 I believe that although tolls are to be increased, this will not deter businesses from accessing new markets opened up by the creation of bridge. The TGB will still assist businesses in their ability to service new markets and increase their efficiency.

### **Business Locational Decision Making**

- 4.10 My original evidence demonstrated that accessibility is critical to businesses when deciding where to locate. I showed that the increased accessibility provided by the bridge would enhance employment opportunities and assist businesses in the area to attract and retain staff and to grow. Currently businesses find recruitment difficult and expanding businesses located north of the river consider it important to be able to access labour markets in the south in order to expand.
- 4.11 Harry Platt, Chief Executive of Workspace Group has also reviewed the implications of the revised traffic modelling and proposed revised mitigating measures. He states:

*"I have considered the impacts of the revised traffic modelling results and TfL's proposed revised measures. My views of the Bridge and its benefits have not changed since my comments made last May. Even with the increase in tolls and other revised measures, the increased accessibility provided by the Thames Gateway Bridge will create a synergy between north and south London's economies. The Thames Gateway Bridge provides the increased accessibility across the river that those areas surrounding the Bridge need to become an attractive place to do business by increasing the catchment areas for both labour pools and markets".* ". (Mr Platt's original commentary and case study of Workspace can be found at Page 21, Appendix B of this statement).

- 4.12 The revised toll, discount zone and other revised measures do not effect these principles. Even with the revised measures, the TGB is essential to attract new businesses to the areas and will improve investor's perceptions of the area's surrounding the Bridge.

### **The Olympic Bid**

- 4.13 The vision of the area is of integrated development encompassing north and south of the river, something that the proposed bridge would be critical in delivering. Of significance is the area's relationship with the Lower Lea Valley which, since I submitted my evidence last May, has been the subject of a successful Olympic Bid. The TGB and its close proximity to the Lower Lea Valley, will open up South East London to the many benefits of the games themselves in 2012 and the legacy proposals which are planned for this area in the future. Without the bridge, residents and businesses located south of the river would struggle to benefit from these activities.
- 4.14 I do not consider that the introduction of increased tolls and a reduced discount zone, would deter people from taking advantages of these proposals which will have been opened up to them by the construction of the TGB.

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## **5. SUMMARY**

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- 5.1 The revised modelling results and proposed measurements does not alter my view that the TGB is still an essential requirement for regeneration and development in the Thames Gateway and boroughs surrounding the proposed bridge. Even with a 20% reduction in traffic, we believe the benefits of the TGB would still significantly justify development.
- 5.2 It was and still is my firm view and that of London First that the Thames Gateway Bridge is critical to addressing the problems evidenced in east London, promoting regeneration and development and fulfilling the Government and Mayor's vision for the Thames Gateway.
- 5.3 Whilst revised traffic modelling findings and subsequent analysis has shown that the revised mitigation measures will reduce the level of regeneration generated by the TGB, it would still be a significant catalyst for regeneration albeit at a slightly reduced level.

## Appendix B

SCHEDULE OF LONDON FIRST MEMBERS RE-APPROACHED FOR COMMENT  
CASE STUDIES AND COMMENTS OF LONDON FIRST MEMBER CONTRIBUTORS AS INCLUDED IN  
STUART J ROBINSON'S ORIGINAL EVIDENCE (1987/1/B)

## **LONDON FIRST MEMBER CONTRIBUTOR'S TO STUART J ROBINSON'S SUPPLEMENTARY EVIDENCE**

- Berkeley Homes (East Thames ) Limited – John Anderson Development Director
- Kesslers International - George Kessler CBE, Group Deputy Chairman
- London City Airport - Richard Gooding
- Tilfen Land - Will McKee, Chairman
- Viking Direct – Stuart Parkhill, Distribution Centre Manager
- Workspace - Harry Platt, Chief Executive

## **CASE STUDIES AS IN STUART J ROBINSON'S ORIGINAL EVIDENCE APPENDICES (1987/1/B)**

### **Berkeley Homes**

In June 2004, the Berkeley Group plc announced the conclusion of a strategic review of its business, the outcome of which was that Berkeley will focus on its urban regeneration business. Over 95% of Berkeley Homes' development is now built on brownfield land.

### **The Royal Arsenal Woolwich**

The importance of the Royal Arsenal as a focus for major regeneration of the Woolwich area was recognised at the end of the 1990s with the implementation of a plan for redevelopment by English Partnerships. This envisaged a major mixed-use scheme including space for business, leisure, museums and residential dwellings. Berkeley Homes was selected as the developer for the residential phase of regeneration.

Phase 1 of Berkeley Homes proposals for the site commenced in 2001 to create 1,248 new homes on the site, 600 of which are already occupied. 30% of units are for affordable housing. The private sector units are 50% owner occupied and 50% investor owned.

Berkeley Homes has acquired an additional 25 acres of land at Royal Arsenal and recently secured resolution to grant planning permission<sup>2</sup> for the next phase of the scheme. The masterplan for the site comprises a mixed-use development totalling 244,715sqm floorspace within existing and refurbished buildings including;

- 3,000 residential dwellings (Use Class C3 totalling 211,884sqm floorspace)
  - 12,447sqm retail, bars/restaurants (Use Classes A1 & A3),
  - 4,762sqm retail, bars/restaurants & leisure (Use Classes A1, A3 & D2),
  - 2,205sqm offices (Use Class B1),
  - 5,072sqm hotel (Use Class C1)
  - 9,68sqm health care, nursery and museum (Use Class D1) ,
  - 4,080sqm cinema (Use Class D2),
  - 3,297sqm community theatre & combined heat and power plant;
- and associated landscaping, open space, car parking and access arrangements.

This second phase will generate an estimated 1,000 permanent jobs and 500 construction jobs. Phase 2 is planned for delivery over a 10 to 12 year time frame. Subject to the findings of the Public Inquiry, construction could start on site by the beginning of 2006 with a completion date of 2018.

John Anderson, Development Director of Berkeley Homes stated:

*“The Thames Gateway Bridge is vital to the development of further phases of the Royal Arsenal site. The Bridge will enable people to live in Woolwich and easily access employment in central London and Canary Wharf. It will also enhance access to the University of East London and other facilities north of the river.*

*To overcome poor links across the river we are proposing a peak-time ferry service from the Woolwich Arsenal to Canary Wharf which will halve the journey time to twenty minutes.*

*The current road network is already congested and outdated. Whichever river crossing proposal is implemented it will have an impact on the congestion. There is a need for improvements to the road system in the local area”.*

Berkeley Homes Group have cited the Thames Gateway Bridge as an important development that will impact on the delivery of the Royal Arsenal scheme.

The site will be serviced by the DLR at Woolwich and the Greenwich Waterfront Transit. The Thames Gateway Bridge will link the Greenwich Waterfront Transit to the East London Transit line on the north side of the Thames. This will improve the accessibility of the Royal Arsenal site and in turn make the development a more attractive location. As John Anderson points out:

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<sup>2</sup> Please note these plans have been called in by the, for consideration of the Secretary of State.

*"It is hoped that providing additional cross river links such as the Thames Gateway Bridge that this will make Woolwich, and particularly the Royal Arsenal, an attractive and feasible place to live with easy access to the centre of London and the employment and leisure benefits of Canary Wharf and the Royal Docks.*

*In addition, the Thames Gateway Bridge will make the commercial element of the scheme more attractive to the market. The Thames Gateway Bridge will aid the sale of the hotel to operators who will want best access to the north side of the market as possible. The hotel in turn will lead to 'spin-off' businesses locating in close proximity to the hotel".*

John Anderson further points out the impact of increased accessibility on residential values:

*"On average the price of residential units are 15% - 20% higher to the north of the river than to the south. The TGB will enable an up-lift in residential prices to the south of the river".*

In relation to the links the Thames Gateway Bridge will provide, John Anderson commented that:

*"The construction of the bridge will provide additional links with Royal Docks and Canary Wharf. The Thames Gateway Bridge will allow people to live in Woolwich and work north of the river as well as providing access to the academic institutions, leisure and shopping opportunities north of the river.*

John Anderson of Berkeley Homes Group, the developers of the Royal Arsenal site in Woolwich points out:

*"Woolwich has appeal as a high street shopping location associated with linked trips. It is Berkeley Homes perception that there will not be a significant displacement of trade to other locations made newly accessible by the Bridge. The Thames Gateway Bridge will aid the retail function of Woolwich. The town centre requires access to a larger market if it is to compete with other surrounding retail centres".*

#### Berkeley Homes involvement in the rest of the Thames Gateway Region

John Anderson stated the Thames Gateway Bridge would

*"help Berkeley Homes' decision making when considering other sites for development in the region due to the increase in north and south accessibility to markets and catchment areas. Berkeley Homes would invest more in the region if the accessibility of the region was increased".*

## Kesslers International

Kesslers International is Europe's leading specialist designers and manufacturers of Point of Purchase display and merchandising.

Kesslers International operate a design and manufacturing facility at the International Business Park in the Lower Lea Valley. They currently employ 250 staff within a range of skills. The facility operates 24 hours a day.

George Kessler CBE, Group Deputy Chairman of Kesslers International also has stated:

*"Kesslers Distribution and Installation services to South East and South London are currently hindered by poor access across the Thames. The Thames Gateway Bridge would decrease our costs and increase our efficiency. If the Thames Gateway Bridge does not go ahead it could affect our prospect of gaining further installation work and increase the cost of our deliveries to France.*

The situation could become sufficiently bad that we would have to consider relocating.

The bridge would enable us to stay in our current location, expand and increase our efficiency and access to labour.

George Kessler CBE, Deputy Group Chairman of Kesslers International also stated:

*"We currently find it difficult to recruit staff from south of the river due to their difficulty in travelling. The majority of our workers who do travel in from the south side of the Thames currently use the Blackwall Tunnel which is highly unpredictable and means that they cannot guarantee arriving on time or have to start their journey extremely early. The Thames Gateway Bridge will provide a viable alternative to the existing crossing and increase public transport provision allowing a quicker and easier access to commute too and from work.*

*There are a large number of people south of the river whom we would love to recruit and train. Unfortunately public transport provision makes this impractical. The Thames Gateway Bridge would open up the opportunity for them to work for us and allow us to widen our recruitment pool both for apprentices, for whom there is intense competition in East London and low competition in the south, and for skilled employees".*

## London City Airport

London City Airport currently handles two million passengers per year. The Government has identified the airport as being capable of increasing its capacity to five million passengers per year by the year 2030. London City Airport believes that it could reach eight million passengers per year in the same time scale.

Such ambitions will require a significant investment in additional staff and access to passengers.

Richard Gooding of London City Airport has commented:

*“The creation of the Thames Gateway Bridge will allow London City Airport access to the London Boroughs of Greenwich and Bexley’s labour pool which will support our expansion. The creation of the bridge will balance out the local mismatch in supply and demand of employment sectors.*

*The creation of the Thames Gateway Bridge will allow passengers from south east London and Kent, improved access to the airport, and will provide a service to a wider catchment area of the south east.*

*In the event of the creation of the bridge, London City Airport, will consider extending its advertising of jobs in south-east London in order to fulfil the airports employment needs in line with its anticipated growth”.*

*London City Airport is required by section 106 agreement to use reasonable endeavours to employ 70% of their staff from the local boroughs surrounding the airport, A recent survey undertaken by London City Airport of the 1,425 employees<sup>3</sup> who work more than 20 hours per week at the airport found that 63% of the required 70% came from boroughs north of the river with just 7% coming from Lewisham, Greenwich, Bexley and Southwark to the south of the river. The remaining 30% came from the other boroughs further a field and outside of London.*

*In addition London City Airport commissioned Reed Employment to research the source of recruitment applications over a six week period. 85% of applications came from north of the river and 15% from South of the river.*

*Richard Gooding added that, “London City Airport believes that this imbalance could be improved significantly by the improved accessibility provided by the Thames Gateway Bridge”.*

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<sup>3</sup> This figure only incorporates employees possessing airport passes. There are a number of other businesses operating at the airport who do not require passes, such as taxi, car hire, shop workers.

## Tilfen Land

Tilfen Land is a property development and investment company with a substantial land holding in Thamesmead and a growing presence across the Thames Gateway region.

The company specialises in the remediation of brownfield sites and works with public and private sector partners to deliver flagship developments.

Tilfen Land owns and manages a growing mixed-use property investment portfolio with a net asset value of approximately £100 million.

The properties are predominantly located in the Thamesmead area but with additional holdings in Erith, Greenwich and High Wycombe. Tilfen's medium term strategy is the growth of its portfolio through a development programme and through acquisitions. It is Tilfen's intention to increase their portfolio to £150 million over the next two years.

Will McKee, Chairman of Tilfen Land states:

*"Accessibility plays a major part when considering the development potential of an area or site. The increased accessibility brought by the Thames Gateway Bridge will make the area around the bridge a more attractive and viable place for developers to invest in. The increase in accessibility will enable development densities to increase which subsequently lead to increases in land values".*

## White Hart Triangle

White Hart Triangle will see the delivery of an £80 million business park between Thamesmead and Woolwich covering 52 acres, attracting new businesses and creating around 2,000 jobs.

The scheme has been driven by the London Development Agency (LDA) - the Mayor's agency for business and jobs - in partnership with Tilfen Land and Greenwich Council. When completed, it will provide up to 93,000 sq m of space on a site of previously derelict land.

The development brings together two adjacent pieces of land owned by Tilfen Land and Greenwich Council that were previously inaccessible.

Major infrastructure works have included a new access road and bridge together with the clean-up of contaminated land on the site. Tilfen Land are seeking to build the business space, comprising new industrial and office units, plus warehousing and distribution floorspace, delivering one of the largest projects of its kind in the Thames Gateway.

Phase 1 of the scheme commenced on site November 2004 and will provide over 50,000 sq.ft with unit sizes ranging from 6,000-10,000 sq.ft.

Phase 2 commenced on site December 2004 and will provide 75,000 sq.ft of accommodation. The units are expected to be completed by Spring 2005.

Will McKee has stated:

*"Without the improved accessibility provided by the Thames Gateway Bridge we can not justify further speculative development at White Hart Triangle. The Thames Gateway Bridge will be a critical link in the local public transport infrastructure improving access for residents and businesses."*

## **Viking Direct**

Office Depot, trading as Viking Direct is the world's largest supplier of office stationary. Viking Direct have a 310,000 sq ft depot in Belvedere which delivers to the 'South East Triangle' (a line from Ipswich in the north, to Portsmouth in the South). The depot employs around 200 permanent staff and 25 temporary. Of these, 10% are admin/management, 10% are drivers and the remainder warehouse and production staff. In October 2005 a further 150 admin and management staff will be employed at a sister site in Erith.

Viking Direct have over 250 delivery vehicles delivering around 32,000 cartons of stationary and office furniture to UK industry (each and every day) in the South East area alone. They have a 75% share of the mail order stationary market in the UK. The reason these drivers do not appear in our employee count is that the vast proportion of our drivers work for third party contractors.

Scott Parkhill (responsible for all warehouses in the south east region) of Viking Direct, states:

*"The majority of our deliveries are made by road. We currently cross the river by the Woolwich Ferry, which has very limited capacity or Blackwall tunnel, which is unpredictable due to accidents and congestion. This has a severe impact on our ability to make deliveries, which is core to our business. Undoubtedly, an additional road crossing near to Woolwich will improve access to and from our site and particularly improve our sameday delivery service to north and east London, Enfield, Romford and Ilford".*

*The majority of our employees are currently located south of the river. Poor access means we are unable to employ many skilled workers based to the north of the river. The additional access the bridge will bring will improve our ability to recruit skilled workers who live north of the river".*

## Workspace Group Plc

Workspace Group PLC, is a specialised property based business devoted to the provision of light industrial, studio and office workspace for small businesses. At 31 March 2005 Workspace Group owned 102 estates valued at £670m and comprising over 5.5million sq ft providing accommodation for almost 3,800 customers in London and the South East.

The parent company and its subsidiaries assist new and existing small businesses by creating affordable accommodation for rent. The Group aims to provide a service to small business communities and encourage urban regeneration and co-operation between the public and private sectors. Of their portfolio of £670 million, 90% of this is based within the M25 and two-thirds of this is within a six mile radius of central London.

Harry Platt, Chief Executive of Workspace Group PLC states:

*"The increased accessibility provided by the Thames Gateway Bridge will create a synergy between north and south London's economies. The construction of the Thames Gateway Bridge will enable the east of London to become an increasingly viable location for businesses such as media companies and other Small and Medium Enterprises (SMEs) who once were restricted to central and west London locations due to the lack of access from south east London across the river. The Thames Gateway Bridge, provides the increased accessibility across the river that those areas surrounding the Bridge need to become an attractive place to do business by increasing the catchment areas for both labour pools and markets.*

*The Bridge will also have an impact on take up rates in the areas surrounding the Bridge due to the increased catchment areas for labour pools and markets either side of the river.*

*The Thames Gateway Bridge will impact on the movement of Small to Medium Sized Enterprises between north and south sides of the river.*

*For example businesses located in Greenwich may decide to expand in Barking and Dagenham on the north side of the river due to the new ease of access across of the river as result of the Bridge whereas once this would have been impossible.*

*Anything that improves communication across the river is good for small to medium sized enterprises."*