

Country Homes
Elms Hut
Malt Lane
Bishops Waltham
Hampshire
SO32 1DG

22nd August 2022

Moorlands Farm, Botley Road, West End, SO30 3HD

Dear Mr Francis,

I'm writing to you as discussed to highlight some of the challenges my business is facing and why your proposed development at the above-mentioned address would provide such a welcome opportunity to us.

Verotec has been trading for 15 years and is an engineering company specializing in the design, manufacture and integration of electronic enclosure products. We currently operate from a 5000sq.ft industrial unit in Bottings Industrial Estate, Botley, having spent 10 years in a smaller facility in Chandlers Ford.

To add value to our business and remain competitive, we've invested heavily in the machinery and processes required to make our products ourselves, as opposed to sub-contracting the manufacture to other UK areas and off shore. Whilst this has proven to be a good move, it has meant that we require a larger area and a greater workforce to operate. We have fully mezzanine-floored our factory to increase capacity and our labour force has increased from 12 to 18, but still this is not sufficient.

Our business is still growing but the size of our unit, available parking and lack of amenities is now holding us back – we really need an extra 3000sq.ft of space and 5-6 members of staff to cater for the increase in demand. In light of this, we planned on exercising our lease break last year but found there was very little stock of industrial units in the area – certainly none on this estate. The limited number of units in Hedge End tend to be old and either be very small or very large with nothing in between. We believe in flexible working and, as such, employ parents with children in local schools that work part time as well as full time engineers that live locally. It would therefore not be in the company's or staff's interest to move the business outside the area; indeed, the reason we moved here in the first place was due to the majority of our staff living in Hedge End.

A new development at Moorlands would cater for our manufacturing space, logistical and staffing requirements and provide us with a modern looking facility which would benefit our company no end. Without it, we are resigned to either being less ambitious and reigning in our growth plans, or looking further a field to places like Segensworth which offer a greater choice of industrial units.

Yours Sincerely,



Tim Armstrong
Verotec Limited