



Mercedes-Benz

Mercedes-Benz Trucks UK Ltd
A Daimler Company

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FAO Planning Committee

Witham Proposal ref 18/02251/FUL

To whom it may concern

In 2017, Mercedes-Benz Trucks UK Limited conducted a thorough review of its franchised dealer network to determine whether it met the current and future needs of its customers. In summary, this showed that existing facilities, in a large number of instances, were poorly located and too small to meet customer needs.

Historically, Truck Service facilities have been located in or near to city and town centres. Today, modern hauliers are increasingly based out of town, moving goods along main arterial routes to logistic centres where, the goods are then onward delivered in smaller vehicles to stores and end users.

In order to have a network that is able to meet the changing needs and future requirements of its customers and the HGV sector Mercedes-Benz Trucks UL Limited undertook an extensive exercise to understand where its optimal network representation footprint should be. As part of this detailed understanding the following actions, formed part of the mapping exercise was undertaken:

- Mapping of all the main trunking routes with a volume of HGV's in the UK
- Mapping the current and planned logistic hubs
- Consideration of the location of planned Clean Air Zones
- An optimal workshop location for the customer and business partner, based on proximity to key road junctions
- An overlay of a 20 minute drive time area plotted around ideal workshop locations
- Checks run against key reference data e.g. Fleet customers and Truck concentrations

This mapping exercise proved that if facilities were optimally located, it was possible to achieve a substantial increase (49%) in customer coverage and improved potential customer access, within a 20-minute drive time and with 11 fewer locations than currently exist today.

The proposed site at Witham is seen as a strategic location and an essential part of this network plan and a point of representation that will be continued to be required into the future, forming part of an integrated network that is better able to meet changing HGV and customer needs.

- This purpose built site replaces two inefficient and poorly located sites in Colchester and Stansted
- It is envisaged that the new site will offer incremental cover to a wider base of customers within a 20-minute drive time than the sites it replaces, reducing road usage, emissions and downtime for the operators and offers improved travel times for the customer

