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NetworkRail

Insight

WINTER 2018



A 'real' celebration

Organic start-up for Huddersfield

IN THE SPOTLIGHT

Solving the future: we go undercover at The Grid



BUSINESS

Adding new offerings to your core business



WITH
INSIGHT
EDITOR
**CHRISTINA
SALZANO**



The Christmas season is ramping up for most of our businesses whether in stations or in arches and here's hoping it's a bumper time of year for all.

In this issue, we celebrate what's great about businesses in our properties from great start-up ideas to unusual experiences and food and drink outlets that have successfully diversified their offerings (pages 8-9).

For the Tour, we headed to Yorkshire to check out some new ventures. Kwas – a shop and organic wine bar in Huddersfield. And in Sheffield you can get your car looking top notch at Atom Detailing. The area has a reputation as the micro-brewery capital and we check out Chapelton Tap House and Gin Bar.

We also visit Hop King – a bar that marries brewing with the skateboarding community. And talking of community – this will be the last *Insight* in its current form as some of our properties will be moving over to a new company while others will remain part of Network Rail's portfolio. And while it's business as usual, it will be the dawn of a new era for most of us.

So, as the new year begins, let's take the sense of community that is unique to our arches forward into the future. Wishing you all a fantastic festive season!

CONTACT US

If you have a story to tell or a question about the magazine

@ Drop us a line at insight@abcomm.co.uk

Have your say using @Insight_NR

Call the editor 020 7922 5687

HOW ARE WE DOING?

Please rate this magazine. Text 'Rate Insight' with a number from 1 to 5, where 1 is poor and 5 is excellent (e.g. Rate Insight 4) to 82055. Every response will be entered into a free prize draw to win a £25 Amazon voucher. Look out for the winner in the next issue.

Texts to this number are charged at your standard network rate. Your information will be treated confidentially and will not be shared with other organisations.



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▶ A unique art installation has been unveiled at Birmingham New Street to mark 100 years since some women were given the right to vote.

The station was the site of an important moment in the history of the Suffragette movement, and this is reflected in the 200 metre-square photo mosaic.

The picture, when viewed from above, shows the face of Hilda Burkitt a leading member of the Suffragettes in the West Midlands.

She was imprisoned for throwing a stone at Prime Minister Herbert Asquith's train as it left Birmingham New Street after he attended a male-only budget meeting.

The mosaic is made up of more than 3,700 images of women from across the region. These pictures are a combination of historical photographs dating back to the 1900s and snaps submitted by members of the public.

Helen Marshall, the artist

behind the artwork, said: "I really enjoyed creating this piece and I am indebted to the thousands of people who sent in their photos and those who helped me realise my original vision on a giant scale."

The artwork is on display until December 14 – the 100th anniversary of some women voting for the first time.

For more information visit www.thepeoplespicture.com/thefaceofsuffrage.

A FACE OF HISTORY



COMMUNITY PILLARS

▶ Units at our newly refurbished Brixton scheme are now available.

Having undergone a full renovation, the area – which sits below the Overground station – has been renamed Brixton Pillars. Featuring arches and kiosks, 12 units

have already been let by founding tenants.

The remaining available units and kiosks have a mixture of uses, including A1 (shops) and A3 (food and drink).

For more details on the scheme visit www.brixtonpillars.com

LET'S GET SOCIAL



Insight_NetworkRail @Insight_NR

Look out for the latest issue of *Insight* #magazine in which our reporter and photographer tackle the latest 'escape room experience' at thegrid.london



Insight_NetworkRail @Insight_NR

Welcome to the arches! We feature @KwasShopAndBar in the next issue of *Insight* #magazine

Kwas @KwasShopAndBar Got the keys 🗝️ We are in!



Insight_NetworkRail @Insight_NR

Be part of something bigger is the advice from @LettUsGrow #Thursdaythoughts #Thursdaymotivation



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SALE AGREED

▶ Telereal Trillium and Blackstone are now landlords of Network Rail's Commercial Estate Business in England and Wales, thanks to the completion of a £1.46bn deal.

The handover is due to take place in January. All lease arrangements and protections remain the same and have been transferred to the new owners, so it's business as usual for tenants. Notice periods will continue as in your original lease agreement.

Properties retained by Network Rail in Scotland and those with an ongoing requirement to support the running of the railway are not included in the sale.

Because the sale includes the business management platform, the Commercial Estate team are transferring to the new owner.

Graham Edwards, co-founder and chairman of Telereal, said: "The arches portfolio is a unique and vital part of the UK economy. We are tremendously excited by the prospect of working with its entrepreneurial tenant base made up of just about every type of business you can think of."

Proceeds from the deal will help fund Network Rail's railway upgrade plan.

BUDGET BOOST

▶ Small firms were given a budget boost after the Government announced a cut to business rates.

Chancellor Phillip Hammond slashed the bill by a third for retailers in England with a rateable value of £51,000 or less. He said the cut would save 90 per cent of all independent businesses up to £8,000 a year.

Other benefits for small firms that emerged from October's budget were:

- A reduction in the contribution small businesses make to apprenticeship levy from 10% to 5%
- Freezing the £85,000 turnover threshold for VAT registration until 2022
- Maintaining the Employment Allowance, which has allowed smaller firms to grow
- A £650 million pot to rejuvenate high streets
- Freezing fuel duty for the ninth year in a row.



Don't overthink it. Just go and do it. You learn by doing

Get real



Duncan Sime and Ola Dabrowska have created a business inspired by their two passions – wine and natural foods.

The pair are the driving forces behind Kwas, a “real wine” bar and shop in Huddersfield.

Real wine, also known as raw wine, is free from all chemicals and additives.

Duncan, who works for a local independent brewery, said: “We both love wine, in particular the simplicity and purity of real wine. It is really just grapes crushed into the bottle. Winemakers are not

required to list all ingredients on the label.

“People might be surprised to learn that most supermarket wines contain additives such as isinglass (gelatin made from fish bladders) or eggs whites. These are used to add clarity.”

Kwas will stock red, white, rosé and orange real wines from all over the world.

Ola, an artist, said: “If you look at old paintings, wine is always depicted as being orange. It’s a very traditional type of wine, made by fermenting the juice of white grapes on the skins.”

She said the new bar,

nestled in arches in the city centre, was ideally located as it’s close to other independent restaurants and Huddersfield station.

Ola used her creative flair to transform the site’s rundown interior into an “intriguing and inspiring” wine bar.

“I wanted it to be romantic, I want people to come here for a date,” she said.

Kwas guests can also enjoy bar snacks (healthy ones, of course). The pair plan to host guest chefs at the venue in the future.

@KwasShopandBar



Insight TOUR

Yorkshire



COVERED: 00 MILES

The city of Sheffield sits in part of a national park. Around a third of the city is inside the Peak District National Park

Sheffield is home to the oldest football club in the world. Sheffield F.C. was founded in 1857 by members of a local cricket club based in Sheffield

Huddersfield is the home of Rugby League. The sport was invented in the town in 1895

23,991

The number of people for every brewery in Sheffield – that’s 4.7 times more brewers per capita than Greater London. It claims to be the birthplace of the UK craft beer revolution



Serving up Yorkshire's finest



If there's one phrase that sums up Chapeltown Tap House and Gin Bar it's “made in Yorkshire”.

Ninety per cent of the tipples on offer at the Sheffield micropub have been brewed or distilled in the county.

Co-owner Darrell Johnson said: “When it comes to locally produced beer and gin we’re spoilt for choice.”

Five hand-pumped craft beers are available at the tap house at any one time. Hungry punters can also enjoy locally made pork scratchings, pork pies and sausage rolls.

But the biggest seller, by a longshot, is gin. Forty-nine varieties are available including lemon sherbet and palma violet.

“It’s not just women who drink gin,” said Darrell. “It’s common to have guys standing around with a goldfish bowl full of gin, tonic and botanicals.”

Darrell, an engineering consultant, was inspired by friend Jason Thompson who

opened his own micropub, The Guzzle. Darrell and business partner Richard Colton decided to open in an arch. Darrell said: “It ticked all the boxes – good footfall, quirky character and not too big.”

The refurb took six weeks, with Darrell’s father-in-law, George Hudson, providing a helping hand. The bar was built out of railway sleepers, and memorabilia from the original Chapeltown Central station adorns the interior. The micro-pub opened in September and was an instant hit. The venue holds just 45 people, so often staff have to turn people away at peak times.

“We’re delighted with how it’s all worked out,” Darrell said. “Our goals were to keep it simple, keep it small and – wherever possible – keep it local. And it’s gone down a storm.” @ChapTap_GinBar



Knowing someone in the micropub business was really useful. His advice was invaluable

INSIGHT TOUR





I ran my business during the day and delivered Chinese takeaways at night just to make ends meet

An eye for detail



There's a three-month waiting list to have your car detailed by Andrew Reynard, a man who'll spend days meticulously cleaning and polishing your vehicle to make it look better than new.

Andrew started Atom Detailing from his driveway at home five years ago. The early days were tough – he worked full-time as a restaurant manager while building up the business – but his efforts paid off. Atom Detailing evolved into a mobile service and 18 months ago moved into arches just outside Sheffield city centre. Andrew said: "It looks more professional if you have your own unit and the location is great for us as there are a number of car dealers and garages around."

Andrew admits he's a "little OCD" when it comes to servicing cars – but this attention to detail is what customers love. "A valeting service will spend an hour cleaning your car. With our detailing service we'll spend a day, and clean every possible part of the car in preparation for polishing it for days."

The business also offers dent removal, brake caliper painting, convertible roof and leather services and ceramic coatings. "These coatings are like car wax on steroids." Thanks to word of mouth and five-star reviews online, business is booming and Andrew is planning to expand.



HOP, SKATE & DRINK

Brothers combine passion for brewing and skateboarding to open bar with a twist

Awish to make an easy-drinking beer, that would bridge the gap between mainstream lagers and craft ale, led bar owner Ben Hopkinson (pictured right) to come up with his own tipple. After perfecting his recipe using a home brewing kit, he set about branding his new beer and enlisted the help of younger brother Ludi (pictured left). After coming up with some "horrible names" they eventually drew on their surname, and Hop King was born. With the beer came merchandise, inspired by the pair's love of skateboarding, such as T-shirts, caps, skateboard decks – and beyond. Ludi said: "We wanted to be authentic. Certain brands just align themselves with a certain type of music or cultures, we didn't want that for our brand so we said let's create our own pro skate team. "We've now got a couple of hopefuls for the Olympics in 2020." As Hop King grew the brothers soon found working out of bedrooms and sitting rooms wasn't sustainable. They launched a Crowdfunding

campaign for £150,000 for new headquarters raising £167,000, which kickstarted their search. A few months later they found two arches a stone's throw from London Bridge and in October they opened Hop Kingdom – an indoor skatepark and taproom with the office and storage space they needed. Ben said: "We thought why not get an office and distribution centre but also put a skatepark in it and a little taproom, it was as simple as that. "We spent a long time trying to find the right premises and this place couldn't have been more perfect. It's next to White Grounds skatepark, on the Bermondsey Beer Mile and five minutes from London Bridge – it ticked all the boxes." Hop Kingdom is now one of only a handful of indoor skateparks in London, making it an immediate hit as "you can't skateboard when it's wet". Ben and Ludi were also keen to make Hop Kingdom accessible to all so have kept the skatepark free. Keen to support the community they offer group skateboarding lessons for children and one-to-one adult sessions.

BRANCHING OUT

In an increasingly demanding market, businesses are widening their offerings to attract more customers. And hands-on courses – from gin distilling to bread making – are proving a hit

At the heart of the Old Union Arches in London sits Macellaio RC – one of five Italian restaurants across the capital run by Roberto Costa.

He started his restaurant business in Genoa 20 years ago, before bringing the flavours of his native Italy to London.

When he opened the Union Street branch of Macellaio in 2016 he was keen to share both his and his team's expertise. He transformed the top floor of the double-height arch into a culinary classroom, where eager students now flock to learn butchery and baking, Genoa style.

The courses are an extension of the dining experience downstairs, where steaks are cut in front of diners on a traditional marble worktop, and artisan breads are baked in house.

This ties into Roberto's ethos to create a "theatre" experience for diners, with his team firmly in the limelight as it makes and prepares dishes.

He said: "For me, theatre is about showing people how to make things in a simple way. We show them how to choose the right beef, how to cut, how to preserve the beef at home and, of course, how to cook it."

"[On the bakery course] we show them how to make bread,

including our specialties of focaccia and pizza. We show them how to make these at home, so it's something they can take away."

Each course is run twice a month with a maximum of 12 people and they regularly sell out. And Roberto is now branching out further with the launch of his RC Academy.

Through this he'll offer young Italian men the chance to train at his restaurants, learning on the job while brushing up their English language skills.

He thought such diversification could well be "the future", with many businesses already expanding their offering with similar courses.

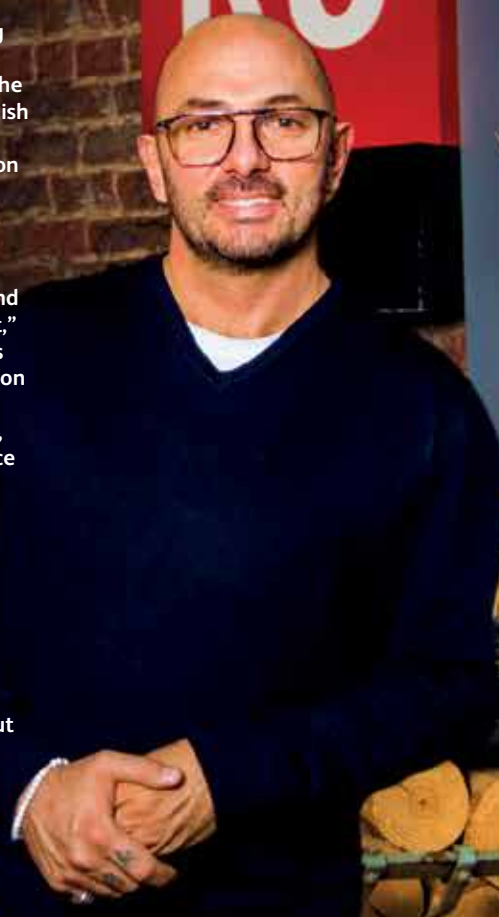
"It's nice to share our skills and expertise. There's no secret to it," said Roberto. "The only secret is how much effort, love and passion you put in."

Being in the arch, meanwhile, adds to the theatrical experience he strives to create for his customers.

He added: "A year before I opened the restaurant there was nothing – just arches with soil. But I saw the potential. To think about an Italian butcher inside an arch and under the bridge, it was like a movie."

"Then I started thinking about the butcher's theatre and the dream's come true."

@macellaiorc



EXPERIENCES IN THE ARCHES

Other businesses that are branching out to run courses and experience sessions include:

- **ORIGIN COFFEE, LONDON.** Speciality coffee roaster Origin has locations in Cornwall and across the capital, and its latest venture is tucked into the arches on Scoresby Street in Southwark. From here the business runs professional skills programmes for baristas, and enthusiast courses for coffee lovers. Enthusiast courses include latte art and home filter coffee brewing. @origincoffee



- **THREE RIVERS GIN, MANCHESTER.** Visitors to this distillery can enjoy a 'full gin' experience. Starting with a tour, parties learn about the history of the spirit while taste testing cocktail samples before being let loose on their own copper pot still to try their hand at making their own gin. @McThreeRivers



- **TURNING EARTH, LONDON.** This ceramics studio, housed in two arches underneath the London Overground, runs popular beginners classes. Lasting 12 weeks, participants are led through every stage of making, from getting to grips with the pottery wheel to learning about glazing and firing. @TurningEarthUK



MISSION POSSIBLE

Insight goes undercover at a new escape experience

The possibilities presented by the character and dimensions of brick-built railway arches are increasingly being noticed by operators of themed 'experience' bars.

Among the tenants taking advantage of these atmospheric spaces in recent months is immersive entertainment provider Lollipop.

The company runs two such attractions in London arches: Breaking Bad-themed cocktail experience ABQ in Hackney, and The Grid in Barking which opened in October.

This latest venture sends visitors on a futuristic mission to solve riddles in order to sabotage shady mega-corporation Neosight, with two colourful cocktails thrown in along the way.

"We have been running

ABQ in different premises for four years, along with Second World War-themed codebreaking experience The Bletchley," explained co-creator Michael Maher. "With the popularity of The Bletchley, we realised that involving puzzles and games is a fun way to make going out more interactive."

Michael and company founder Sebastian Lyall chose to base their latest creation in Robinson Road, a cul-de-sac close to the Tate Modern.

"Because The Grid is a destination, it's all pre-sold tickets, so we don't need good footfall," said Michael.

"The location has great transport links, and being hidden away down an alleyway adds to the fun.

"The space itself is quite small, but we realised there was room to add two mezzanine levels as it is 4.5m

high. We've connected the top level to the ground floor via a 10m slide that takes customers from the first room to the second on their cocktail adventure."

Everyone from couples to corporate groups can enjoy The Grid's 90-minute, puzzle-led drinking experience, acting as undercover agents battling a sinister artificial intelligence.

"One of the things that has worked out really well is our relationship with SAMA next door," said Michael.

"It is a big bar and restaurant. Collaborating with them and other neighbour, Indian wrap company Zabardast, has been really good for the ecosystem of this group of arches. "It's nice to feel part of a little community."



INSIGHT ENTERS THE GRID

- From the outside, Neosight's headquarters has the appearance of a normal office. However, once inside, you quickly find yourself in a brightly lit laboratory wearing a silver hazmat suit and constructing a potent cocktail for yourself.
- Soon after you discover this evil corporation intends to download the contents of your brain, a remote hacker from an organisation calling itself The Grid starts feeding you information on how to bring down Neosight and escape through the ventilation system.
- To do so requires ingenuity and teamwork to find the complicated clues needed to negotiate the labyrinthine complex.
- Revealing more would ruin the multiple surprises that await, and also tip off the baddies. Suffice to say, it is not easy, but it is a lot of fun – and the cocktails are delicious.

To start your mission, visit www.thegrid.london





Long-term asset

No two days are the same for dog walker and keen cyclist Gavin Wood, our Head of Commercial Property Asset Management

What does your job entail?

I lead a team of great people that manages our portfolio to make the best use of our properties and minimise risk to the operational railway. Just as importantly, we support our customers so their businesses can grow and thrive.

What skills are important for the role?

Focus, time management, communication skills and attention to detail.

What's the best thing about your job?

The fact no two days are ever the same, plus, of course, the great people I work with.

What's been your biggest challenge?

Balancing the needs of our customers and the operational railway. The safety critical nature of the railway can cause disruption to our customers where inspections or works need to be undertaken, so it's a case of supporting the railway while doing our best to minimise the impact on our customers.

What is your greatest success?

The project I led to develop the Asset Management Excellence Process Handbook. This now means we have a single point of reference for the day-to-day activities we undertake, which means we can be more efficient and effective.

People would be surprised to know?

I've worked in the railway property team for over 24 years (I know you wouldn't believe it's possible from my youthful looks!) It's such a diverse portfolio with customers that operate any type of business you could think of. I also like the fact the work I do helps support the running of the nation's rail network.

Favourite hobby?

Getting out on my road bike at weekends. It helps that the roads I cycle around are generally on the flat of the Fens in Cambridgeshire! I also enjoy walking our two dogs.

Favourite place?

After home with the family, I'd say The Maldives.

THE SOUNDS OF CHRISTMAS ARE ALL AROUND BUT CAN YOU NAME THESE FESTIVE NUMBER 1 SINGLES?

Send your answers, with your name, place of work and contact number via email to insight@abcomm.co.uk or tweet us @Insight_NR. You can also post your answer to Insight editor, AB Publishing, Unit B, Gemini House, 180-182 Bermondsey Street, London SE1 3TQ. Congratulations to Liz Gleave who won an iPad Mini in the last issue.

WIN!
AN IPAD
MINI

