

Manor Royal News

THE OFFICIAL NEWSLETTER OF THE MANOR ROYAL BUSINESS DISTRICT

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Summer issue 2015



Featured in this issue:

- BBC Sussex visits Manor Royal
- Know Your Neighbour success
- Broadband project on track



International honours for Manor Royal firms - discover more inside



MANOR ROYAL
BUSINESS DISTRICT
CRAWLEY & GATWICK

Produced and made possible by the Manor Royal BID

Inside Track • News • Views • Interviews • Offers • Events

Chairman's Message



It's been a busy few months for the BID team with several significant events taking place since our last newsletter, including the popular 'Know Your Neighbour' event attended by more than

300 people. More on that inside this issue.

I was also pleased that we were able to arrange for the Manor Royal Business District to be the location for a three hour radio programme by the BBC to celebrate the manufacturing sector in Sussex and Surrey. This sector is incredibly varied and often overlooked in the South East.

We have some 80 manufacturing companies in the business district, which equates to about 15% of the businesses based here and around 6,000 jobs. This is something I am keen for us to promote more, albeit the BBC broadcast was a good platform on which we can build.

My thanks to Elekta, Vent-Axia, Frontier Pitts and Heyland & Whittle who were all involved and contributed in making the programme a success. From the high-tech to the hand-made - they are terrific

examples of companies on Manor Royal who are successfully making products for export all over the world. I hope the publicity they received has been helpful in raising their profile further.

We've also been taking time out to review our plans and ensure the work of the BID is focused in the right areas. Of course, nothing is ever straightforward when dealing with issues such as planning, development and infrastructure, but rest assured we are working hard behind the scenes to continue improving Manor Royal for all who work or run businesses here.

If you ever have any questions about the Business Improvement District, please don't hesitate to ask. After all, it's your BID!

Trevor Williams
Chairman, MRBD Limited

The Inside Track

When asked to write something for this column, I found myself reflecting on how things used to be when I moved my motorcycle business to Gatwick Road in 1996. Back then, I recall having discussions with business colleagues about the frustrations of not being able to get practical things done to make a difference to our neighbourhood.

As any business owner knows, there is never enough time in the day to deal with company affairs, let alone taking time out to lobby officers and councillors at the council about issues such as parking and congestion.

Fast forward and I now feel much more in control of these issues thanks to the presence of the Manor Royal Business Improvement District (BID).

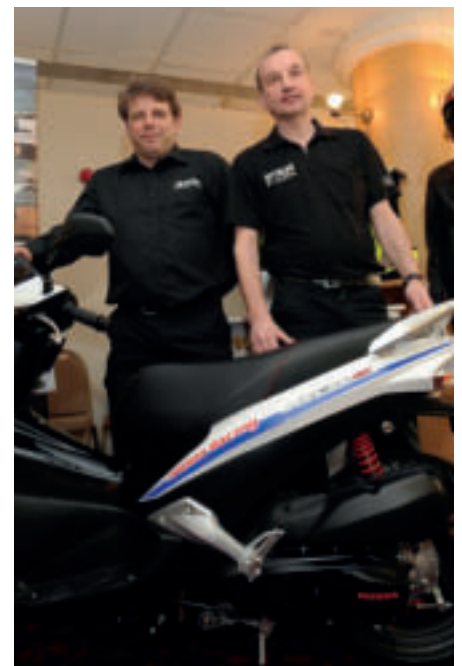
Working collectively with like-minded people from other companies located on Manor Royal, has made a huge difference in tackling the common problems we face.

Like many companies, P&H Motorcycles is ever more reliant on technology. Reliable and fast broadband used to be a huge issue - our only option was to pay for an expensive leased line. But today, the successful delivery of superfast broadband in Manor Royal via the BID now means I don't have to do this anymore, and as a result, I am saving more than £6,000 per year.

This is just one example of how the BID has made a positive difference to my business.

I know there were many parties involved and it took a lot of hard work (and perseverance) by all those involved. I really appreciate the work of the BID - I hope you do too.

Best wishes
Paul Searle
Managing Director, P&H Motorcycles
Manor Royal BID Director



For more news and views, visit the Manor Royal website at www.manorroyal.org

Best ever 'Know Your Neighbour' expo held

More than 300 people representing companies located across Manor Royal packed Crawley's Crowne Plaza Hotel conference centre on Thursday 12 March for one of the BID's keynote events of the year. The Know Your Neighbour expo was our largest event to date, and featured more than 60 exhibitors including Virgin Atlantic, Varian Medical Systems and Siemens Hearing Instruments Limited.

As well as a free business exhibition, a series of seminars were held during the day, including the popular 'Soapbox' session, which provided companies with a two minute opportunity to promote their products and services to each other. Another seminar provided an update from the Manor Royal BID Board, and a third featured a presentation from the University of Brighton on how companies could benefit from its local initiatives.

Trevor Williams, chairman of the Manor Royal Business Improvement District noted the upbeat atmosphere at the event and welcomed the opportunity to meet many of the companies attending. He said: "It was pleasing to see so many businesses meeting in one place and taking advantage of this free opportunity to identify new customers and suppliers, share knowledge and learn more about the activities of the Manor Royal BID."

Michael Deacon-Jackson, director of commercial property firm FTD Johns, said all his team attended the event, reflecting its importance. He said: "The Know Your Neighbour event is an opportunity to understand what Manor Royal provides, not only in terms of locational advantage but more importantly what the businesses themselves offer. We were very pleased to support it."

After a long but productive day, Steve Sawyer, executive director of the Manor Royal BID, said: "Events like this help us to build a stronger sense of place and community. It was a fantastic day and a reminder of the huge diversity of products and services available on Manor Royal."



Post event research found that:

- 100% of those who attended, want to do so again next year
- 100% found the event to be well or excellently organised
- 97% of those in attendance are supportive of the BID

Made on Manor Royal

It was action stations early one morning on Manor Royal, when a BBC Radio team descended and broadcast for three hours to listeners across its Radio Sussex and Surrey networks. The live programme, presented by Danny Pike and Adrian Harms, formed part of a week-long celebration of all things manufacturing in the counties.

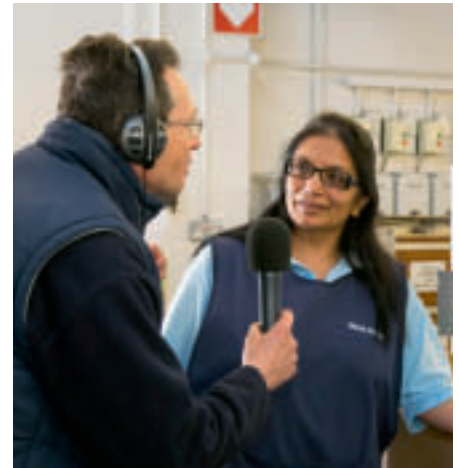
It was a complex show, featuring live interviews with employees working on the factory floors of four manufacturing companies located at Manor Royal. Thankfully, the Prowse team had scoped out the morning with the BBC crew the previous week on behalf of the Manor Royal BID, and all arrangements were in place for the big day.

The morning kicked off at 9.00am with an interview with Steve Sawyer, Manor Royal BID's executive director, who was interviewed about the Business District, now home to more than 500 companies and 30,000 employees.

Then, at Elekta, presenter Danny Pike spoke to Dee Mathieson, senior vice president and Brett North, marketing director, Oncology. They talked about the company's pioneering work in the treatment of cancers. Incredibly, Elekta's high tech products treat more than 1 million patients around the world every year.

Roving reporter Adrian Harms was on standby to undertake a series of live interviews across the business district - the first of which was at Vent-Axia in Fleming Way. For over 75 years, Vent-Axia has set the standard for ventilation and holds a prestigious Royal Warrant. The company first moved to Manor Royal in 1959 and has seen many changes since then.

Jenny Smith, marketing services manager said Vent-Axia was delighted to have been involved in the radio show. "We would like to thank the Manor Royal BID team for arranging the BBC visit and for inviting us to take part," Jenny said. "We were thrilled to have had the opportunity to tell our story alongside other Manor Royal manufacturers and showcase British manufacturing excellence."



Then, cutting back to Elekta's factory floor where Steve Sawyer was joined by Rosemary French, executive director at the Gatwick Diamond Initiative to discuss the potential impact of expansion at Gatwick Airport on the business district.

Crompton Way was the next stop for reporter Adrian Harms and his live interviews at Frontier Pitts and then Heyland & Whittle. Frontier Pitts is a successful British manufacturer of security gates, automatic barriers, road-blockers and bollards and with customers all around the world, the company has become a leader in its field. Sally Osmond of Frontier Pitts, said the firm was keen to highlight the wide variety of products manufactured on Manor Royal and in demand worldwide.

From security to spas, Adrian Harms then visited Heyland & Whittle - manufacturer of luxury handmade soaps, candles and home fragrances.

"We were thrilled the BBC choose Elekta to host their outside broadcast. We have a long history of manufacturing going back 70 years on our site and were very proud to host this special broadcast."

Brett North | Marketing Director Oncology Solutions, Elekta Ltd.

Broadcasting as he walked around their premises, Adrian even received a lesson in soap-making. Padraig McEnerney, operations manager said: "The importance of British manufacturing to the economy and the benefits it brings to all has become more of a focus recently and it is great to have been involved in such a special show via the Manor Royal BID."

The outside broadcast proved a big success, providing publicity not just for the businesses that participated, but also for Manor Royal Business District as a whole, putting it on the map for listeners across Surrey and Sussex. From the high-tech to the hand-made, the message was clear - our local manufacturers are thriving!



Vent-Axia welcomes back Edna!

During their visit to Vent-Axia, BBC Sussex interviewed Edna Barnett, a former employee who worked there from 1943 until she retired in 1985. To celebrate her 90th birthday, she returned to see how the company had changed over the years and was presented with a bouquet of flowers. "Vent-Axia was such a lovely company to work for - like a family" she said. "You were somebody, you were not a number. If you had a problem, even a personal one, you could take it to them and they would help. I can't believe



how much Vent-Axia has grown since I left. It's amazing."

Broadband update

We are pleased to report good progress is being made towards achieving 100% high speed fibre coverage for all businesses on Manor Royal. The final work is now expected to be completed in June.

“Partnering with West Sussex County Council to deliver superb broadband in Manor Royal has been a top priority for us,” said Steve

Sawyer, executive director of the Manor Royal BID Company.

“We were adamant from the very beginning of the BID, that we needed much faster and more reliable broadband. The joint efforts of Manor Royal BID Company and West Sussex Better Connected project are on track to achieve our objective of 100% fibre coverage.



This is a big plus for those businesses here and a fantastic selling point for any businesses looking to locate here.”

Subway upgrade on track

Manor Royal BID has secured funding from both West Sussex County Council and Crawley Borough Council to improve the subway entrance to the business district at Woolborough Lane. Local professional artists from Ginger Moo Ltd have been commissioned to create a mural within the subway working on the themes of history, landscape, transport and engineering.

Two creative workshops have been held with pupils of Gatwick School and a workshop for the wider community was held at Northgate Community Centre in April. Two business-focused workshops have also taken place.



All four workshops gave people the chance to give ideas directly to the artists working on the project. It will be completed in the coming weeks.



News in Brief:

Making themselves heard

Sivantos Limited, supplier of hearing aids, is offering free ‘HearCheck’ screenings to those on Manor Royal who have concerns about their hearing. The company is also extending its ‘Friends and Family’ scheme, which offers discounts on products to those who work on Manor Royal, their friends and families. For further information visit www.bestsound-technology.co.uk



Bag a bargain

Avensys Ltd is offering 10% off purchases by Manor Royal employees. The independent electrical retailer, based in Fleming Way, will apply the discount to any non-sale/non-discounted products in store. Pop in and talk to the experts, email info@avensys.co.uk or call 01293 515050.

Signed, sealed, delivered

Logistics company Redcare has launched a new website offering multi-trip discounts to all Manor Royal companies. Discover more online at www.redcare.uk.com



easitCARD changes

The easitCARD is changing. By the end of June, you will need a new style easitCARD to continue to benefit from the various travel related discounts and promotions. These need to be ordered through easit’s website and take up to three weeks to be delivered. Email info@easit.org.uk for further details.



Varian Delight

Varian Medical Systems has been selected to equip and service two new national proton therapy centres in England in a contract that could be worth £80 million.

A world leader in radiotherapy systems and software now hopes the equipment needed at University College London Hospitals NHS Foundation Trust and The Christie NHS Foundation Trust in Manchester will be installed from August 2017 with patient treatments expected to begin from 2018.

"Varian is proud to have been selected as the preferred equipment supplier for these new proton therapy



facilities," said Dow Wilson, Varian's chief executive officer. "This major project will create new highly-skilled engineering jobs and result in an expansion of our UK organisation, which currently includes both manufacturing and support."

STEMfest takes off

Crawley STEMfest got under way in Manor Royal with a bang on Wednesday 22 April with a fun-filled launch event at Virgin Atlantic's The Base. Among the guest speakers was Professor Mandy Chessell, IBM master inventor and this year's headline comedian was Paul Kerensa, writer for BBC1's Miranda and Not Going Out series.



Now in its fourth year, Crawley STEMfest is for people of all ages and, in particular, inspires young people to consider science, technology, engineering and mathematics (STEM) subjects while linking with teachers and businesses in the STEM community.



Honour for inspiring young people



CGG has received an award for its efforts in helping to inspire young people to study and pursue careers in science, technology, engineering and maths (STEM) subjects.

The company with 70 locations worldwide and around 10,000 staff has a base in Crompton Way and was presented with the 'Most Dedicated STEM Employer' award by Dr Ajay Sharman, regional network manager of the Science, Technology, Engineering and Mathematics Network (STEMNET).

Mark Collins, CGG's vice-president for EAME Subsurface Imaging, said that involvement with the STEM Ambassadors Programme was a way of investing in the future workforce. Our staff have taken part in careers days in schools and colleges and we have hosted student visits. In total, we've given over 600 hours to the programme.

Business Superbrand

Vent-Axia has been ranked as a UK Business (B2B) Superbrand for 2015. The award followed independent research commissioned by The Centre for Brand Analysis which recognises the UK's Superbrands in an annual league table.

Summer Six-A-Side

This year's Manor Royal summer football tournament is being held on Thursday 4 June. If you'd like to take on Armarii, current holders of the Manor Royal football shield, contact Ed Stimpson to book your place via email ed.stimpson@freedomleisure.co.uk or call Ed on 01293 585308.

Feeling peckish?

Premier Inn on Manor Royal has launched a new lunch menu. The Fleming Way hotel is one of 15 Premier Inns across the country chosen to trial the new menu and the team is welcoming people to pop in and try it out.

Lunch is served Monday to Friday between 12 noon and 2.00 pm and you can pre-order so it's ready when you arrive. View the lunch menu and download the order form from the Manor Royal website Offers page.

Development Update

Construction of the new Leonardo Office development on the Crawley Business Quarter is making good progress. Read the latest Leonardo newsletter via the Manor Royal Website. Discover more at www.theleonardobuilding.com



➤ Congratulations to...

We're proud of you!

Superhero effort for St Catherine's raises 11K

Individuals with a taste for the highlife have abseiled 100 feet down the outside of the Sandman Signature hotel to raise money for St Catherine's Hospice. Following a superhero theme, participants dressed as their favourite hero before descending the seven storey building. The abseil, sponsored by Elekta, took place on Saturday 18 April.

Louise Brown, events fundraiser for St Catherine's, said: "This was a really fun and unusual challenge for thrill seekers who wanted to make an important difference to local people. By the time all abseil sponsorships are in, we hope to have raised more than £11,000 which will help us towards reaching the £5.5m we must raise every year to continue caring for local people with a terminal illness."



Trade Skills 4U Celebrates 10 Years

Trade Skills 4U is celebrating its 10th birthday with a special van giveaway. All customers who book a course with the Fleming Way-based business by Sunday 31 May will be entered into a prize draw to win a brand new Vauxhall Combo Van worth nearly £17,000.



In June, three finalists will be drawn and they will compete in a 'Giant Buzz Wire' challenge to win the van.

Since the company was launched in 2005, it has moved three times within Manor Royal and CEO Carl Bennett said locating the firm in the business district was one of the best decisions he has made. "It has definitely been a contributing factor in our success" said Carl.

"Location is a major factor when choosing a training provider and being based next to Gatwick Airport has worked out brilliantly. Delegates can travel in from all over the South East and there are loads of great hotels and B&B's to choose from. The infrastructure around Manor Royal is fantastic and the business community here is very strong. As our company has expanded, we've always been able to find suitable premises."

Honour for L-3

Manor Royal based L-3 has received a prestigious award for its Reality Seven simulator. The company supplies advanced simulation systems, training services and aircraft logistics support for both U.S. and international military services.

Alan Crawford, managing director of L-3 Link Simulation and Training UK Ltd was presented with the Air Transport World's Award for aviation technology achievement from ATW's Data Editor, Mark Nensel, at a gala dinner held in Washington DC.



Keep up-to-date with Manor Royal BID events online at www.manorroyal.org

Fastsigns celebrates 20 years

Congratulations to Gatwick Road based Fastsigns who have celebrated their 20th year of trading in Crawley.

The company invited fellow Manor Royal businesses, friends and customers, along with Henry Smith MP to celebrate with drinks and nibbles. Find out more at <http://www.fastsigns.co.uk/854-Crawley-banners-signs>



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Discover more about the Manor Royal Business Improvement District: www.manorroyal.org

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