



**MANOR ROYAL**  
BUSINESS DISTRICT

CRAWLEY & GATWICK

*Be part of it!*

# Manor Royal News

THE OFFICIAL MAGAZINE OF THE MANOR ROYAL BUSINESS DISTRICT



## Featured in this issue:

New Parks for Manor Royal, Road and Infrastructure improvements, Vent Axia, GEW, Sussex Mind & Body, Ocean Trail and more  
Manor Royal companies featured

**MANOR  
ROYAL  
PROJECTS  
PECIAL**





# Chairman says

**Welcome to the Summer issue of Manor Royal News, in which we look at the ever-changing nature of the business district.**

Combined with the huge levels of private sector investment coming from developers intent on building modern premises, I'm pleased to see plans for significant levels of public sector investment alongside those funds generated by the Manor Royal BID itself.

Change is sometimes difficult to accept. However, progress depends on change.

Some of those changes - whether physical, social or cultural - were starting to happen anyway.

What COVID has done is to speed everything up.

Whatever we eventually decide about the changes we are witnessing, it is my strong belief that the Manor Royal BID has been an influential and positive force at once providing support while demonstrating creativity and ambition in bringing about improvements and working with public and private partners to do so.

I hope you enjoy finding out a bit more about those changes in this issue of Manor Royal News.

**Trevor Williams, Chairman**



# Inside Track

In a little over 18 months businesses will be voting to keep the Manor Royal BID going for another five years - or not!

In the lead up to that, the BID Board has been discussing what another five years of Manor Royal BID would look like, and indeed what Manor Royal itself - as a place - will look like. In all likelihood, it will be a different place to the one we see today, which has already changed significantly during the life of the BID.

We have been reviewing work to date, reflecting on the improvements already made, and started to produce the next iteration of the Manor Royal Projects Pack and Environmental Audit that represents the spatial vision for the business district.

We will also embark on a detailed survey of businesses and invite

an expert critical eye to judge the strengths, weaknesses and opportunities available to us as we did when we produced the last Economic Impact Study. This has been a successful strategy before and has been critical to attracting huge levels of additional interest and investment to the area.

As you read this magazine and contemplate the changes delivered and those ahead of us, do keep in mind that it is your feedback - from the businesses and the people that work here - that shapes all we do and so it will again.

Please take the time to engage with us and let us know how you think Manor Royal can become an even better place to work and trade.

**Steve Sawyer, Executive Director**

Sign up to receive the monthly eBulletin for the latest news as it happens

# A Vision for Change



The stated objective of the Manor Royal BID Company (MRBD Limited) is to improve the trading and working environment of the Manor Royal Business District. An important part of that is improving the quality of the public realm, street scene and its maintenance.

We know this is important because you tell us it is. Of those things the Manor Royal BID does almost 60% rated the work we do to improve the appearance and facilities as a priority. The second most highly rated priority behind representing and promoting the area, according to a recent survey.

Since its creation in 2013, the Manor Royal BID has commissioned and published two Manor Royal Projects Packs, a Grey (Hard) Infrastructure Audit and a Green (Soft) Infrastructure Audit.

This forward-thinking approach has enabled us to deliver some notable improvements to the area to enhance the overall experience of working and running a business here.

By creating the projects pack we can show developers, partners and funders what we are trying to achieve, which in turn helps us to attract the funding we need to match with the BID Levy that by itself is not enough to do all the things we do.

Work has begun on producing the next Projects Pack, which this year will also include a detailed visual survey of the area to look at those seemingly lower-level issues - like broken paving, and verge damage - that make the place feel "unloved".

The results will be a mix of bigger transformative projects and smaller improvements we could deliver and will directly inform our next Business Plan and how we might invest the money available to Manor Royal as part of the town's £21.1m Towns Fund allocation.

We encourage you to follow the development of the Projects Pack and to suggest areas you would like us to concentrate on. The final report is expected in September.

## Tell us

Have you got a great idea for ways to improve Manor Royal?

Is there an area you think could be improved by creating a new pocket park seating area?

Are there areas you think let Manor Royal down that need a bit of TLC?

Let us know. Send us an email with your thoughts and ideas, with pictures of problem areas, to [info@manorroyal.org](mailto:info@manorroyal.org)





# A great "deal" for Manor Royal

The Crawley Growth Programme Investment package and the Town Deal programme, means Manor Royal is set to benefit from literally millions of pounds of new investment.

A total of £4.865m from the Crawley Growth Programme has already helped to improve Gateway 1 (Manor Royal's busiest entry point) and install the digital advertising screens.

Other improvements to come include; improvements to the junctions along the London Road (A23), improved public realm and access at Gateway 2, new crossing points at County Oak and Manor Royal road, the possibility of creating a one-way system around Metcalf Way, a new bus lane on Manor Royal road, upgrades to key bus stop areas, cycling and walking facilities, public realm enhancements and wider facilities upgrades.

£1.5m from the Town deal will allow the Manor Royal BID to enhancement two of the area's key entry points and complete the network of micropark areas so that no employee from any business in Manor Royal is more than a 5-minute walk away from decent outdoor space.

Up to £2m will allow businesses to benefit from faster broadband and investment in "smart city" technology while up to £4m could be used to inspire a "green transformation" for Manor Royal.

We anticipate £8.65m of direct additional funding plus other funding, like the £8.6m assigned to develop a new innovation centre in Manor Royal, amounting to a total of almost £24m coming into Manor Royal over the next few years.



The Manor Royal BID working alongside key partners like Crawley Borough Council, West Sussex County Council and the Coast to Capital Local Enterprise Partnership has made this possible and is testimony to the work of the BID, the strategic role it now plays and the trust placed in it to guide and deliver high-profile projects, as well as provide the necessary resource to maintain them to a good standard.

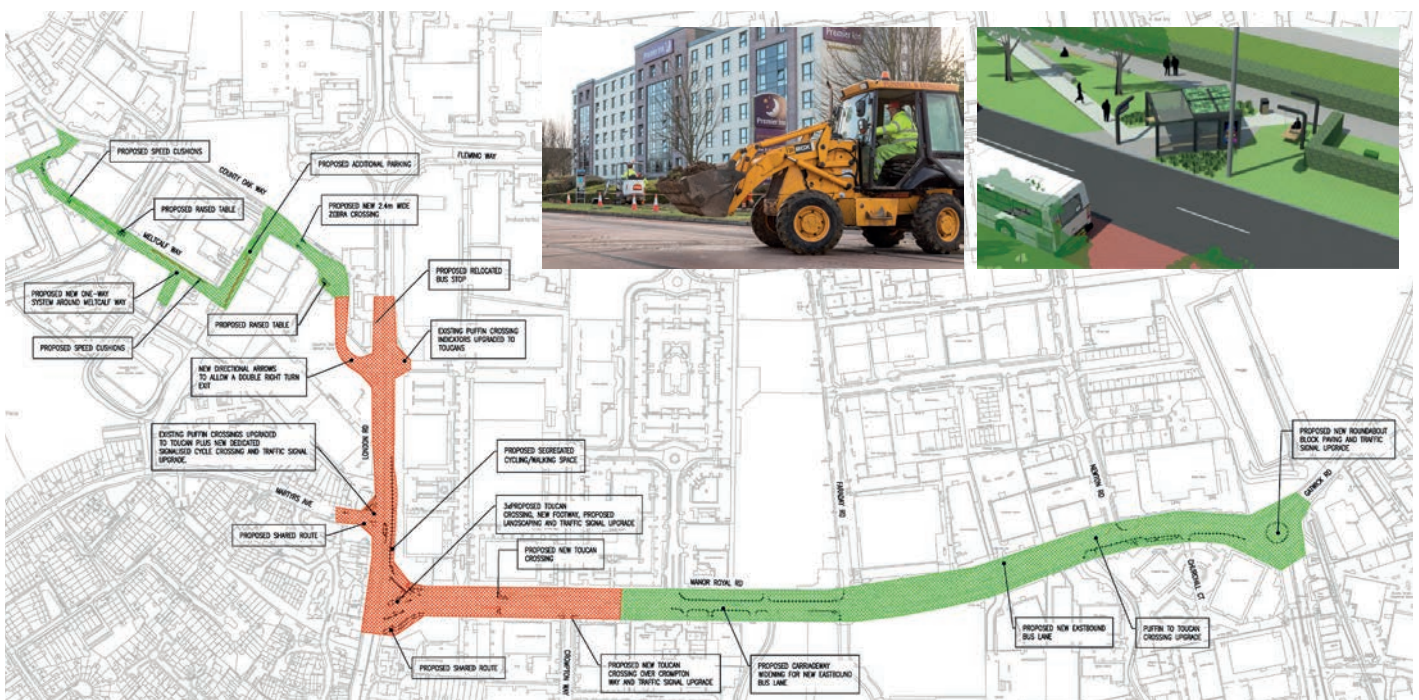
The first of the Crawley Growth Programme projects are expected to start later in 2021 and, subject to final sign off from the Government, the Town Deal funding should be available from April 2022 onwards.

Find out more about the Crawley Growth Programme at

[www.manorroyal.org/cgp](http://www.manorroyal.org/cgp)

Do you have an idea for improving the area or how future funds ought to be used?

Send your ideas to [info@manorroyal.org](mailto:info@manorroyal.org)





# New Micro-Parks in Manor Royal

Working in Manor Royal, we know the importance of good outdoor space, strong public realm and easy access to good facilities.

It has been the aim of the Manor Royal BID to ensure anyone working in the Business District is no more than a 5 minute walk away from quality outdoor space.

The Manor Royal BID is delighted to announce that the first wave of the Micro-Park programme is well under way.

Working with artists Dallas-Pierce-Quintero and Stephen Broadbent in partnership with Allen Scott Landscape Architects, work on the first four park areas has started with all 4 schemes due to finish in September this year.

The first four micro-parks are on;

Corner of Rutherford Way and Gatwick Road

Corner of Rutherford Way and Priestley Way

Corner of Priestley Way

Metcalf Way

These sites will eventually form a series of eight connected micro-parks across Manor Royal, providing a network of improved facilities including seating and outdoor meeting spaces, whilst telling the story of Manor Royal, it's history and the people who have made it what it is today.

You can see progress of all the sites at

[www.manorroyal.org/mystory](http://www.manorroyal.org/mystory)



Your company has the chance to participate in FREE conservation projects to help build teams, improve the environment and build a sustainable community.

We have had a long relationship with Sussex Wildlife Trust who provide a unique opportunity for Manor Royal based employees to join conservation based volunteering and team building activities at Crawter's Brook People's Park and at sites across the area..

For more details, see

[www.manorroyal.org/volunteering](http://www.manorroyal.org/volunteering)





# Creation through innovation



Manor Royal's future could be a much more innovative one thanks to plans for a new Fusion Innovation Centre based at Thales UK.

The Business District is already a diverse, mixed used business location boasting some of the world's market leading companies and a host of smaller, nimble businesses generating a vast range of products and services from life-saving medical devices to cutting-edge simulation and pilot training systems.

The Fusion Innovation Centre could be the place where these different companies and people can come together to build on their collective ideas, talents and expertise right here in Manor Royal.

## What's the idea behind the Innovation Centre?

Initiated by Thales UK, one of Europe's major defence and aerospace companies, together with the Coast to Capital LEP and Crawley Council, FUSION IC aims to drive

technological advancement and change within a number of key growth sectors. The innovation centre will provide a highly creative environment to focus collaborative research and innovation for commercial purposes.

## What will it deliver?

It is still early days for the Fusion Innovation Centre but the vision for what it will deliver is described by four basic objectives:

**Objective 1:** To provide a physical environment in which small businesses operate alongside larger organisations in activities linking to digitisation and cyber security; transportation and mobility; and clean energy and power

**Objective 2:** To seed a new business environment within Manor Royal that will help position the business district as INNOVATION district.

**Objective 3:** To build new a learning environment in which technical skills and knowhow are nurtured and deployed

**Objective 4:** To forge stronger links across the wider innovation ecosystem across and beyond the Coast to Capital area to help to position Manor Royal as a nationally significant innovation hub.

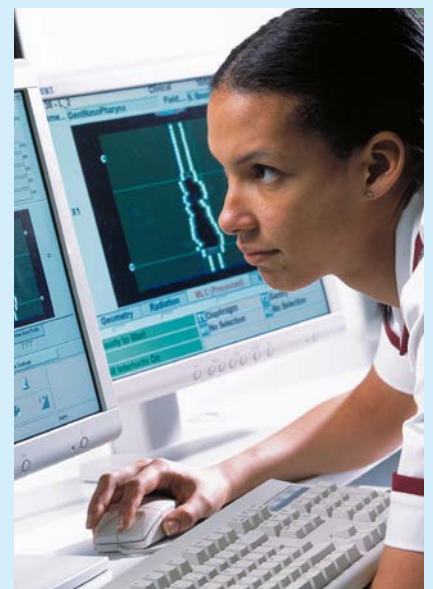
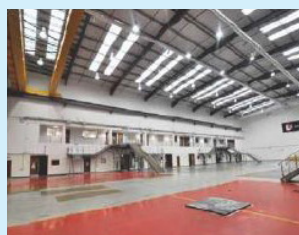
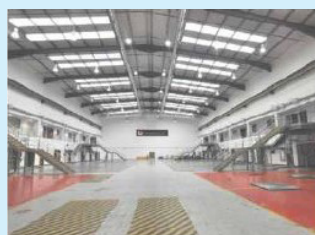
## DO YOU WANT TO GET INVOLVED?

Manor Royal companies are invited to get involved and to help shape the innovation centre - what it is, what it looks like, what it delivers whether as a possible collaborator, tenant or casual user of the centre.

To find out more, take the survey and get involved visit

[www.manorroyal.org/innovation](http://www.manorroyal.org/innovation)

Or by emailing [info@manorroyal.org](mailto:info@manorroyal.org)



# LITTLE THINGS - BIG DIFFERENCE

It's not just about the big stuff. What makes a place work is as much about the little things you do everyday.

As well as playing an integral role in designing, delivering and inputting to ideas for new projects to improve the area, the Manor Royal BID also invests in additional maintenance services to keep the place looking good and works with others, like the Councils, to represent your views and to help keep the place running.

We never forget how important the little things are.

Here are some examples.

## Grotty bits

Our environmental audit is getting up close and personal with the good, bad and not so pretty bits and to recommend solutions for putting them right.



Identifying grot spots

## Cleaning up

Through a combination of our Business Rangers and Maintenance Team, we try and spot and resolve issues as quickly as we can. If you see something we've missed, let us know.



Clearing rubbish quickly

## Parking

In a recent survey, 70% of you ranked transport and parking issues as your top priority for action. A new traffic order is planned for Fleming Way and a Parking Management Plan has been devised to control holiday, commuter and inconsiderate parking.



Devising parking solutions

## Potholes & pavements

We encourage everyone to report issues directly to West Sussex County Council using the LoveWestSussex app. We also keep a track of this and regularly liaise with WSCC where problems get "stuck". Great to see WSCC sorting some of the issues recently.



WSCC repairing pavements

## Maintaining standards

Our dedicated maintenance team is out every day trying to keep on top of Manor Royal - not an easy task across 540 acres. We are actively looking at ways we can extend this service.



Keeping the place tidy

## Congestion

Efforts to ease congestion and traffic issues include: commissioning a Transport Study, junction improvements via the Crawley Growth Programme, public transport subsidies (easit) and support for queue management at the tip.



Tip queue management



# Building for the future



During the past few months with the world still reeling, those familiar with Manor Royal would have noticed a good deal of construction work going on. During COVID plans have come forward to develop between 40-50 acres of land to provide up to 1 million square feet of modern commercial floorspace.

We interviewed Adrienne Howells, Development Director at GLP, about why they have chosen to invest and build in Manor Royal.

## Who are GLP?

GLP is one of Europe's leading investors, developers and operators of logistics real estate, infrastructure, finance and related technologies. GLP's European operation has a 30-year heritage of developing, investing and managing prime logistics real estate across 12 European countries. In the UK, GLP has 1.15 million sq ft of logistics space currently under construction with an intention to develop a further 3 million sq ft annually.

GLP's way of working is deeply rooted in a customer-centric culture, continuous innovation and developing best-in-class distribution warehouses for some of the world's most dynamic consumer brands, manufacturers, retailers and third party logistics companies.

## Where have you invested in Manor Royal?

We have invested in 7.7 acre site located adjacent to Napier Way and Woolborough Lane, near to where Hermes currently are and next to the Digital Realty data centre where GSK used to be.

## Why did you choose Manor Royal?

Mainly because Manor Royal Business District is the biggest business park in the Gatwick Diamond area and because of its excellent national and international transport links via Gatwick Airport, the A23 and the M23, and Thameslink rail services. The business district is also an extremely popular choice for a diverse range of occupiers, including a host of blue chip global brands, making it an attractive investment opportunity.



## What are you planning to build?

The proposal is for the construction of three logistics warehouses, together with associated car parking, landscaping and offices. Vehicular access is proposed from Napier Way/ Woolborough Lane via a rearranged priority junction. Each unit would be provided with its own allocated car, cycle and HGV parking, including electric vehicle charging points to promote the use of sustainable transport.

We are funding enhancements to the local cycle network, notably through a new cycleway on Woolborough Lane, and are working with the Manor Royal BID on how we can support their other initiatives.

The appearance of each building will feature the enhanced GLP standard specification 2020 which includes a modern treatment to the design of the primary office elevation, together with a range of enhancements throughout the welfare facilities.

We have identified a strong market for logistics in this location and we are very keen to commence development as soon as possible. Ideally, construction would commence during autumn 2021.

## What kind of businesses are you looking to attract?

The overarching design intention is to create a high-quality contemporary development that is both attractive and a functional extension to a well-established employment area. Combined with the site's excellent accessibility and with a sensitively landscaped environment, the proposal is intended to positively encourage new business to locate at Manor Royal, such as parcel operators, third-party logistics, retailers and e-commerce businesses, as well as local businesses who may be looking to relocate to larger or more modern facilities.

## How confident are you in the economic outlook for Manor Royal?

We feel very positive about the economic outlook for Manor Royal and we are confident that it will evolve into the south east's leading mixed-activity employment hub, providing modern business accommodation, a range of supporting amenities and achieving environmental excellence to drive the growth of Crawley and the Gatwick Diamond economy.

## How can people find out more about your development?

To find out more about our application, please visit Crawley Borough Council's website or contact Adrienne Howells, Development Director at GLP ([adrienne.howells@glp.com](mailto:adrienne.howells@glp.com)).

Find out more about GLP at

[www.glp.com](http://www.glp.com)

Find out more about Manor Royal at

[www.manorroyal.org](http://www.manorroyal.org)



# 'From the Manor'



The Crawley Observer is running a regular feature in print and online called 'From The Manor' featuring news and stories from companies large and small on Manor Royal. If you would like to feature in 'From the Manor' email [steve@manorroyal.org](mailto:steve@manorroyal.org)

## Crawley Observer

## Exclusive Manor Royal Advertising Offer

The Crawley Observer is offering introductory advertising rates exclusively to businesses on the Manor Royal Business District

Book a 4 week advertising campaign and get;

- Quarter page in the Crawley Observer
- 35,000 views on the Crawley Observer website
- 1 sponsored content on the Crawley Observer website

Total cost - £408 plus VAT

**SAVING OF £360 ON NORMAL RATES**

For more information and details, email [mandy.magee@jpimedia.co.uk](mailto:mandy.magee@jpimedia.co.uk)

## Macman

MacMan has arrived in Manor Royal, a long-established tech repair business also offering a popular Apple support package for businesses. Since the business launched in Brighton in 2006, MacMan has built a strong reputation and now has four retail/workshop locations in Brighton, Tunbridge Wells, Sevenoaks and now Crawley, which replaces its Horsham store.

Co-Founder, Matt Edbrooke, explains what attracted MacMan to Manor Royal.

"We've known for a long time that a

presence in Manor Royal made sense. We were drawn to the diversity of the businesses based here. We're excited to be part of the business community here and as the world continues to open up, we're looking forward to meeting our neighbours here in Manor Royal".

"Despite having to close our doors on and off during the lockdowns and tiers, demand for refurbished laptops, iPads and phones rocketed - as did the need for repairs and tech support as everyone switched to home working and schooling. We also quickly adapted our business model to allow for safe, timed drop off and collection of repairs - especially beneficial to anyone self-isolating. We have a large team and a fleet of vehicles which made the

process straightforward. For businesses, that meant setting them up to work from home at short notice, maintaining servers, sourcing and updating hardware and online, remote support - we essentially act as their in-house IT department - without all the associated costs!"

See the team at 5 Lloyds Court

[www.macman.co.uk](http://www.macman.co.uk)



## CO-ORDINATION EVENT HIRE - PERFECT FOR ANY EVENT



CO-ORDINATION  
EVENT HIRE

Co-ordination Event Hire recently relaunched their business at Tilgate Park Crawley, in The Walled Gardens. They wanted to reinvigorate the team after what has been a very difficult year. Co-Ordination hold an immense range of catering equipment for hire, including over 10,000 full covers of fine bone china, modern and classic crockery, cutlery and glassware, an extensive range of quality, elegant furniture, electric and gas cooking equipment, refrigeration, refrigerated trailers, and a wide array of coloured linens.

Jaimie Daniels from Co-ordination said;

"It has been an extremely tough time for the hospitality industry, but we're delighted that companies and individuals are now booking for Weddings, Corporate and a wide

variety of events with us once again. With the up and coming months looking so positive, we wanted to bring our fantastic team together to thank them for their continued support and to kick off the new season doing what we are best at. As a family business, we specialise in unrivalled service and prices that are incredibly competitive. We've relaunched our brand with a host of special packages that have attracted many new customers including Afternoon Tea, BBQ Party and Special Family Dinner Hire packages."

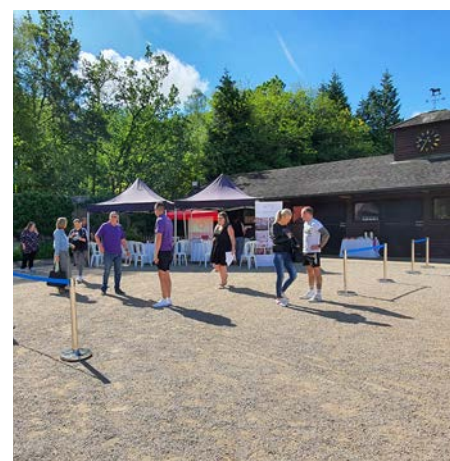
Jaimie continued;

"We are delighted to be part of the Manor Royal community and are ready to assist with any corporate events here on the Business District or further afield. And of course, we

always look after our Manor Royal friends with exclusive rates"

Find out more at

📄 [www.co-ordination.net](http://www.co-ordination.net)



## NEW TO MANOR ROYAL - SUSSEX MIND AND BODY



Charlotte Bracken is the owner of Sussex Mind and Body, a Beauty and Holistic Therapies Training School & Foot Specialist Clinic located in Gatwick Road, Manor Royal.

### Tell us about yourself...

"I trained in the beauty industry from leaving school and later gaining my teaching & assessing qualifications. I established a beauty training school & Foot Specialist clinic in Eastbourne, having now re-located to the Crawley area, I have set up a new school and foot specialist clinic in Manor Royal."

### What can we expect from Sussex Mind and Body?

"We are now offering a range of Beauty Guild accredited practical beauty & holistic therapy training courses. The courses are suitable for beginners to experienced therapists. We pride ourselves on supporting students throughout their learning

journey, our passion is seeing students learn new skills, grow in confidence and gain employment or building a new business because of their training.



As well as the training school, we also run a Foot Specialist clinic offering routine foot health appointments, advice & aftercare. Treating a wide

range of foot concerns for example: Corns, Thickened nails & Diabetic footcare.

There is nothing better than seeing a patient's feet when they come in to when they leave!"

### Why did you choose Manor Royal?

"When I looked for new premises, Manor Royal was the perfect choice due to the mix of large and small businesses, a welcoming & supportive business community and excellent transport links."

Find Sussex Mind and Body on Gatwick Road. Follow on Facebook and Instagram @sussexmindandbody, call 07962 080 478 or see

📄 [www.sussexmindandbody.co.uk](http://www.sussexmindandbody.co.uk)

Manor Royal businesses or NHS card holders get 10% discount on Foot Specialist appointments. Quote code MR10.



# Kelly's Beauty Box



Kelly's Beauty Box was established in 2016 and has recently moved into Basepoint Business Centre on Metcalf Way, Manor Royal.

Providing a wide range of high quality beauty treatments, the team have over 10 years of experience to ensure you feel pampered the moment you walk through the door.

The team provide the most relaxing and friendly service and pride themselves on ensuring your treatment is never rushed and that you always feel welcome.

The business was started by Kelly Crawley and one of the main focuses for Kelly has always been to stay 'on trend' and ensuring that any new products on the market are sought.

One of the new treatments recently introduced at Kelly's Beauty Box is Microblading, a semi permanent makeup solution to create eyebrows with no maintenance necessary.

Fully licensed and insured at their new premises, they offer a free consultation to anyone interested in this increasingly popular treatment.

Kelly says "Opening in Manor Royal has been very exciting for us, and we hope to provide all workers in the area our services on your doorstep. Our range of treatments also include Manicures, Pedicures, Gel Colour Nails, Hair Removal, Semi Permanent Lash Extensions, Eye Treatments, Dermaplaning and Cryotherapy.

We are pleased to introduce a 10% discount for all Manor Royal workers for every treatment."

[facebook.com/BeautyBoxByKelly](https://www.facebook.com/BeautyBoxByKelly)

## Keith Pordum - BonCulina



Earlier in 2021, Bon Appetit in Manor Royal was acquired by BonCulina, securing the majority share and holding 97%

of the business, whilst 3% retained by Keith Pordum.

He says; "BonCulina is an exceptional company that possesses the resources and marketing expertise to build a multi-million sales business within the next five years.

"Our market presence and operational capabilities when combined with BonCulina's advanced product portfolio and delivery systems will create an excellent catering solution which goes beyond vending for the 'back to work' environment."

BonCulina has now introduced a 'Game Changer' Smart restaurant service,

which is in response to the challenges faced by employers and the changing working patterns brought about by Covid.

Smart restaurant is offered as a zero-subsidy solution, one which cleverly combines traditional manned service with smart retail technology.

The Smart Restaurant catering service means that:

- ✓ You no longer need to rely on a consistent footfall of diners to operate successfully and profitably.
- ✓ Employees can enjoy an extensive range of high-end hot meals, carefully prepared by expert chefs, and delivered in patented Torus Pak® straight-to-plate technology.
- ✓ You can reduce food waste by up to 90% compared to traditional restaurant operations

The zero subsidy Smart Restaurant



service also comes with:

- BonCulina Anytime (hot food vending service to cover out of restaurant hours) and
- BonCulina Anywhere (home delivery service for those working from home).

This is a unique package ideally suited for businesses facing the challenge of how to cost effectively feed their staff from the 19th July, both in the office and at home.

Contact Keith on 07584 631407 or email me at [keith.pordum@bonculina.co.uk](mailto:keith.pordum@bonculina.co.uk)

📄 [www.bonculina.com/en](http://www.bonculina.com/en)

# Vent-Axia Wins Prestigious Industry Initiative Award for its 'COVID-19 Support Campaign'



Leading Manor Royal ventilation manufacturer Vent-Axia is delighted to announce that it has been named as the winner of the 'Industry Initiative Award' at the prestigious Electrical Wholesaler Awards 2021.

The company's 'COVID-19 Support Campaign' took the crown in an award that was in-part, decided by an industry vote as well as being critiqued by an expert judging panel.

"We are absolutely delighted that our COVID-19 Support Campaign has been recognised at these prestigious awards by being named winner of the Industry Initiative award", said Lena Hebestreit, Marketing Manager at Vent-Axia. "We have committed to making great efforts to help support the industry throughout the COVID-19

pandemic while raising awareness of the essential role of ventilation in mitigating virus transmission. We are thrilled to have this work recognised."

Vent-Axia's campaign included the critical supply of ventilation to COVID-19 hospital wards and field hospitals including the NHS Nightingale and Rainbow hospitals; critical communications with its #StayHealthy campaign and critical expert advice including its useful guide 'The Effect of Ventilation on COVID-19'.

In October 2020, Vent-Axia's COVID-19 Support Campaign was recognised as the British Chamber of Commerce named the company a 'UK Business Hero' as part of the Chamber's campaign to recognise the incredible work UK businesses were undertaking,

in the most challenging of years. The company was awarded this prestigious accolade for its valuable work during the pandemic.

As the pandemic has evolved with the recognition of airborne transmission of the virus, effective ventilation has become vital. Vent-Axia's 'COVID-19 Support Campaign' has helped in the fight against COVID-19 by supplying critical projects; sharing vital ventilation guidance and information; plus offering essential expert advice to businesses. The company has led the way in these activities dominating the share of voice on communications and leading the way in expert advice.

For further information on all products and services offered by Vent-Axia telephone 0344 856 0590 or visit

[www.vent-axia.com](http://www.vent-axia.com)

## GEW - 30 year anniversary



As GEW's 30th Anniversary in early March fell during the third UK COVID lockdown, celebrations had to be restrained. However, company founders Malcolm & Gillian Rae were presented with a commemorative book of messages from GEW staff, a 30th Anniversary memento and a magnificent, iced cake replica of a GEW LeoLED lamphead.

Malcolm commented: "Since starting GEW 30 years ago Gill and I have spent virtually no time reflecting upon history. Our focus has been on our customers, our products and increasingly our staff. The graphics arts industry is inexorably seeking ever more energy efficiency and our focus has been the provision of highly effective and durable LED curing solutions. Our highly innovative

ArcLED products have been universally accepted during the Arc to LED transition period which we are currently in right now.



"Our staff have worked throughout the COVID pandemic supporting our

customers around the world. I thank them all for their efforts, sometimes in difficult family situations.

"At the 30 Year milestone I reflect on our first order, from AB Graphics, reassured that they still buy UV systems from us today. I would like to thank all our customers, big and small, for their continued support and the positive messages received from so many of them.

"Age dims our faculties but I can honestly say that Gillian and I are as enthusiastic about the business today as we were 30 years ago. We are immensely proud to now be able to see the next generation of the Rae family steadily taking leading roles in the business."

[www.gewuv.com](http://www.gewuv.com)



## Data Mail Solutions

Data Mail Solutions (DMS) have been certified as a Carbon Balanced Printer since February 2021 and have targeted being Carbon Neutral by 2030. As a certified Carbon Balanced Printer, they demonstrate their commitment to help the World Land Trust (WLT) to save, protect and restore acres of critically threatened habitat. Carbon Balanced print is the first of many steps we are taking towards our carbon neutral goal and it offers a simple, effective solution to create huge benefits for the world we live in.

Simon Smode, CEO comments "Despite a challenging year, sustainability remains paramount for us as a business. Through our new Sustainable Procurement Policy, we aim to ensure our employees, customers and suppliers are aware of our commitment to long-term sustainability. We are proud to support the fantastic work WLT are doing to protect threatened habitats and wildlife".

Take a step towards your carbon reduction target, contact



alix.bell@datamail.co A certificate confirming your print has offset your residual greenhouse gas emissions through the protection of carbon rich habitats will be provided.

Read the full story at [manorroyal.org/news](http://manorroyal.org/news)

## Bringing wellness to Manor Royal - Wellness Factory

There is a new one-stop-shop for all your vitamins, supplements and wellness product needs. It is called Wellness Factory and it operates from its purpose-built facility here in Manor Royal.



The Wellness Factory is an online shop that aims to simplify the wellness market by offering a wide variety of high-quality, reputable products, and provide people with an easy and accessible approach to supplements and wellness.

Christian Sanderson, founder of Wellness Factory said;

"We believe passionately in the power of good health and proper nutrition. We want to provide support to our customers, allowing them to feel confident in choosing the wellness products they really need."

The team behind Wellness Factory strongly believe in sustainability and eco-friendly practice, especially when it comes to online shopping. That's why they, as a manufacturer of brands, have a huge focus on natural and sustainable manufacturing. They stock brands that use planet-friendly packaging and natural ingredients, and also offset their carbon footprint by planting trees with every purchase.

Wellness Factory is offering anyone who works on Manor Royal 30% off site wide! Use the code MR30 at checkout

[www.wellness-factory.co.uk](http://www.wellness-factory.co.uk)

## New from Avensys - Ocean Trail

The Avensys Family are very excited to announce the launch of their sister company Ocean Trail Ltd.

In 2021 as we go into our 21st year of trading, we see the arrival of 8 Volkswagen Camper Van and 2 Motorhomes, ready to hire for staycations across the UK. This is complete with a full range of products to purchase from all the main brands including Dometic, Campingaz, Kampa, Coleman, Vango and a range of brands for the outdoor cooking experience such as Cadac, Cobb, Campingaz & Ridgemonkey all available to buy in our Superstore in Manor royal, Crawley.

Camping and VW's have always been close to the heart of the Avensys Family and so it was a natural progression to adapt and diversify our business taking our expertise in hire and our love of road trips in Campervans.

Ocean trail will be based Crawley Sussex, just 5 minutes from Gatwick Airport. The business is based at the head office Avensys House in Fleming Way part of Manor Royal Business District in Crawley. Ocean Trail is fully owned by Avensys Ltd.

The Avensys family continue to work towards the same missions



and visions as they have for the past 21 years ago and we look forward to continue to offer a consistently high level of fast and friendly service provided by skilled and experienced staff in an exciting and interactive environment.

For booking, details and availability, see the website

[www.oceantrail.co.uk](http://www.oceantrail.co.uk)

## Opus Innovations launches new 'PPE Solutions' to PROTECT your PEOPLE and their ENVIRONMENT!

Many of us are wondering what living without restrictions will really mean. Some can't wait to ditch their mask and freely mingle, yet to many, question marks over how safe we really are when we open up fully will no doubt linger. This natural caution is understandable and as employers and businesses we should be doing everything to allay people's concerns.

With the working from home recommendations ceasing on the same date, many employees will be wondering what returning to the 'office' will look like. We at Opus Innovations have you covered. Our range of sustainable hygiene products are available immediately to meet your business needs.

From our sustainable alcohol hand gel in 100% recycled plastic bottles to Sanicair, our ultra-safe range of air disinfection devices.

Our gels come in 3 sizes for all your needs: 100ml, 500ml & 5 litre. The smaller bottles can be refilled from the larger container via a pelican pump. We even offer a refill service at our Manor Royal premises to encourage reuse of containers and reduce the number of bottles & containers heading to landfill.

Our Sanicair range includes a 23-litre ultrasonic vaporiser proven to kill 99.99% of airborne viruses. It can cover an area up to 200m<sup>2</sup> and is versatile enough to be set up as a vapour curtain to cover entrances and offer additional reassurance. We have a

2.5 litre handheld fogger that is battery powered for hard-to-reach areas or spaces without power. Our smallest air cleaning device runs on a 12V car charger and is perfect for disinfecting the air in cars and other modes of transport.

Our products are extremely competitively priced to encourage uptake, with attractive discounts for Manor Royal companies. Look out for our flyer included in this edition of the magazine

For more information please contact Opus at [enquiries@opus-innovations.com](mailto:enquiries@opus-innovations.com) or call 01293 516150.



## Cement Aid - Admixtures, Concrete & Masonry Protection

Cementaid UK LTD has been on the Manor Royal Business District since 1997. Cementaid produce a variety of ancillary concrete products but the main product we sell is our Caltite Waterproof Concrete Additive which is produced in their factory at Manor Royal.

The Cementaid Group was founded by Peter Aldred, DFC, in 1954. After serving in the RAF during World War 2, Peter started his concrete admixtures business in 1946.

Shortly after returning to civilian life, Peter's interest and research into advanced concrete technology led him to being recognised as one of the Industry's pioneering developers of admixtures and additives for enhanced concrete performance. After 4 years of research and development, Caltite was launched in 1958 and to this day the proven formulation has remained unchanged.

The Caltite System is a time-proven, practical system which produces damp-proof, highly durable field concrete which eliminates the need for membranes or other methods of waterproofing. Caltite has a successful track record of over 60 years helping designers and owners waterproof and protect concrete structures, even under the most aggressive field conditions.

Caltite concrete is used in everything from Basements, tunnels and other below ground structures to swimming pools, ornamental pools, salt water aquariums and water tanks.

Find out more at

[www.cementaid.co.uk](http://www.cementaid.co.uk)





# ➤ DIGITAL SIGNS

The Manor Royal BID has digital advertising screens at key locations around the Business District to help businesses promote and to convey important messages to companies, visitors and employees, supported by the Crawley Growth Programme.

Usually the preserve of big brands with big budgets, the Manor Royal Digital Screens make getting noticed affordable.

Approximately 2 million vehicles pass through the area each month - that's 24 million vehicle movements every year, plus thousands of bus passengers, cyclists and those on foot.

Find out more at [manorroyal.org/digitalsigns](http://manorroyal.org/digitalsigns)



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# ➤ MANOR ROYAL BID NOTICE BOARD

## Post your job for free

Hundreds of jobs are posted every year on the Manor Royal Jobs Board powered by LoveLocalJobs.com, saving over companies £46,000 and generating over 800 applications. If you have a job, get it posted - Free of charge. See more at [manorroyal.org/jobs](http://manorroyal.org/jobs)



## SUBSIDISED TRAINING

In partnership with Crawley College, Manor Royal companies benefit from reduced price, high quality and certified training delivered locally. See the latest course programme and train your staff for less.

☐ [www.manorroyal.org/training](http://www.manorroyal.org/training)

**SAVE THE DATE!**  
**MANOR ROYAL MATTERS AND AGM**  
**WEDNESDAY 10TH NOVEMBER 2021**  
**SIGN UP NOW**  
[www.manorroyal.org/events](http://www.manorroyal.org/events)

## MicroLearn - Free eLearning Platform

In partnership with the Access Group, Manor Royal companies benefit from free and unlimited access to Manor Royal "MicroLearn", a cutting-edge digital learning platform. Train your staff for free from anywhere.

[www.manorroyal.org/Microlearn](http://www.manorroyal.org/Microlearn)

## CALL FOR NEXT ISSUE:

If your business has a great story to appear in our next edition of the Manor Royal News, maybe a member of staff who deserves recognition, or a team that has gone above and beyond, email [chris@manorroyal.org](mailto:chris@manorroyal.org)

Discover more on the Manor Royal BID website [www.manorroyal.org](http://www.manorroyal.org)

## Free Teambuilding

Sussex Wildlife Trust provide a unique, cost free opportunity for Manor Royal based employees to join conservation based volunteering and team building activities at Crawter's Brook People's Park and at sites across the area.

For more details, see  
[www.manorroyal.org/volunteering](http://www.manorroyal.org/volunteering)



*Be part of it!*

## KEEP IN TOUCH

Got something to share or promote?  
Email [chris@manorroyal.org](mailto:chris@manorroyal.org)  
Discover more about the Manor Royal Business Improvement District:  
[www.manorroyal.org](http://www.manorroyal.org)

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## Sign up for regular eBulletins

If you want regular updates on all things Manor Royal, sign up to the free monthly Manor Royal BID eBulletin service. A simple sign up process from the homepage of our website will ensure you get to know what's going on each month - no hassle, no missing important stuff.