

MANOR ROYAL NEWS

The newsletter for Manor Royal Business District

Welcome to the first ever issue of Manor Royal News. This publication, which is designed and printed in Manor Royal, is yours so let us know what you like, what you don't and what you want to see in it.

I am delighted to have been nominated as Chairman of the recently formed Manor Royal Business Group. It presents me with a fantastic opportunity to meet and work with people from local businesses and authorities. It also provides Thales, as a major employer in the area, with an opportunity to demonstrate its commitment to corporate responsibility.

The group is a partnership, an association of organisations and individuals committed to working together in order to improve the trading environment for companies located on Manor Royal.

The partnership is committed to identifying business needs and enabling projects to be delivered by influencing change, attracting investment and creating a network of parties to deliver common goals.

There are more than 350 businesses on Manor Royal undertaking a diverse range of activities with many opportunities to be identified and explored.

Our mission is to promote the area as a location of choice for employers, employees and visitors by working together to deliver meaningful improvements.

As well as Thales, other members of the Manor Royal Business Group currently include CGGVeritas, Virgin Atlantic, Doosan Power Systems, Bon Appetit, Grant Thornton, Welland Medical, Varian Medical Systems, Eezehaul, P&H Motorcycles and Premier Inn.

I hope you enjoy the first issue of Manor Royal News and I look forward to meeting and working with you all.

Trevor Williams
Chairman
Manor Royal Business Group

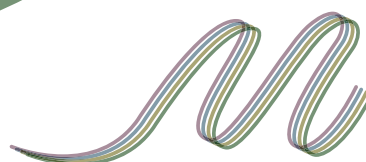


Featured in this issue

Your Manor Royal,
Your Say

New neighbours

Get dirty on
Manor Royal



MANOR ROYAL CRAWLEY GATWICK
BUSINESS DISTRICT

How is it for you?



It's big, it's home to loads of businesses and thousands of people work here. But how is it for you? The purpose of the Manor Royal Business Group, chaired by Trevor Williams at Thales, is to make Manor Royal a better place to work and do business.

The Business Group wants to make sure the funds it has available, and any future investment it attracts, are spent on the things that matter most.

Some ideas suggested so far are:

- More/better facilities (shops, cafés etc.) for employees
- Promote joint purchasing of goods and services for Manor Royal businesses
- Improve the appearance in terms of design and green areas
- Install marked jogging routes and improve cycle ways
- Create opportunities for businesses to trade with one another

- Develop a dedicated Manor Royal website as a portal for businesses, workers and visitors to the area.

Get online at www.manorroyal.org to find out what others have suggested so far and let us know what you want. You can feedback online using the eform provided, send an email to info@manorroyal.org or call Steve Sawyer, Manor Royal Business District Manager, on 01293 683235 to discuss or arrange a meeting.

Virtually Manor Royal

At the moment the Manor Royal web pages have a temporary home courtesy of Crawley Borough Council. The plan is to create a dedicated website full of content the businesses and employees of Manor Royal want to see.

Watch out for this at www.manorroyal.org and in the meantime let us know if there is something you want online. You might just get it - literally and virtually

Your business - your directory

To help promote Manor Royal, its businesses and encourage a bit of inter-trading the Manor Royal Business Group is putting together a directory of businesses. Check the website at www.manorroyal.org for more details in the near future.

Get in touch!

If you have a comment on this newsletter or a story for a future issue contact Steve Sawyer on 01293 683235 or email him at steve@manorroyal.org



easitNETWORK



easitNETWORK is an initiative designed to support and encourage the most influential businesses in a local area to adopt alternative transport behaviours to reduce pollution, ease congestion and increase staff satisfaction.

The benefits of bringing together major employers are in establishing a working partnership, sense of community and a sizeable group that is more effective in lobbying for changes to public transport provision and generating funding for new initiatives. This makes them more likely to be effective in the long term.

Given the importance of Manor Royal to the local and wider economy, easitCRAWLEY was introduced in 2008 to tackle the problems caused by business-related traffic movements and to help achieve better commercial and community outcomes.

easitCRAWLEY has introduced many travel initiatives including discounts on

“After the consolidation of the CGGVeritas London and Crawley operations onto the Crawley sites in 2008, we knew we had to find ways of reducing the pressures for our limited car parking and to help employees find alternative ways of commuting. CGGVeritas joined the easitCRAWLEY travel scheme at the beginning of 2010 to enable us to achieve our long term goal of managing the volume of commuter vehicles generated by our employees.”

CGGVeritas

public transport, new public transport routes, a bespoke car sharing website, improved road conditions and loan bicycles with discounts at local retailers.

New projects under development include the introduction of electric charging posts in Manor Royal Business District and ensuring Crawley becomes a pioneering location for the future development of PIPs (power in posts) sites in the south east. This year will also see a fleet of electric pool cars introduced for members and a move into supplying green energy for members.

For more information call 01306 886677, email info@easit.org.uk or visit the transport section at www.manorroyal.org

More success

easitNETWORK has recently been recognised by the Queen and the Prime Minister and awarded the highest business award in the country - the Queen's Enterprise Award for Sustainable Development.



The Queen's Award Office was impressed with how the easitNETWORK team of just three employees has managed to deliver such a strong performance in terms of promoting sustainable transport.

easitNETWORK also won a Gatwick Diamond Green Business Award for Travel and Transport in 2009 and 2011.

“We would like to thank you for the work that the easit team do for all the local businesses, including ourselves, and look forward to working together in the future. You have managed to fix transport issues that we felt were perhaps unfixable.”

Virgin Atlantic



Big place, big improvements



The vision for Manor Royal Business District is: "By 2026 Manor Royal 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."

The work of the newly-formed Manor Royal Business Group will help achieve these ambitions but there has already been a lot of progress made.

In the past two years improvements have been made to make Manor Royal a better place to do business.

New branding for Manor Royal was created and the impressive gateway signage was installed last year, welcoming workers and visitors to the business district.

Other, smaller gateway signage is also in place at the roundabout at James Watt Way, another at the London Road end of Fleming Way with another planned to be installed on the footbridge over Gatwick Road, on the approach to Manor Royal.

All signs include the new Manor Royal Business District branding, chosen by businesses.

The major road improvements were completed on 2009.

The easit CRAWLEY transport network has been established to ease travel concerns of employers across Manor Royal, reducing congestion while encouraging and incentivising greater use of public transport.

A new picnic area for workers was installed at Crawters Brook by Crawley Borough Council, with the help of Cadia, County Tree Surgeons, Thales and Vinyl Plus Graphics. The area was landscaped and picnic tables installed before summer 2009.

Grass verges around the estate have also been improved, making Manor Royal more attractive to businesses and visitors.

Potential future improvements include

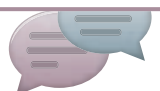
- Improved green areas, including ways to stop parking on grass verges
- Better facilities and services for people who work on Manor Royal
- Enhanced vacant and low quality buildings to make the area more attractive
- Improved reputation as a business location with strong environmental credentials.

Facts and figures

- Manor Royal Business District is the biggest business park in the south east covering a total area of 240 hectares, 154 hectares of which is developed or developable
- Home to more than 350 businesses, it provides 30,000 jobs (40 per cent of Crawley's total employment)
- Crawley provides 45 per cent of all employment in the Gatwick Diamond, and Manor Royal accounts for approximately 19 per cent of all jobs in the Diamond
- It is a major contributor to West Sussex, the Gatwick Diamond and wider south east economy
- 18,000 people commute to Manor Royal from outside the town
- Home to numerous blue chip, global companies such as Virgin Atlantic, CCGVeritas, Thales, Varian Medical Systems, Elekta, Vent-Axia, Doosan Power Systems and Grant Thornton

Get in touch!

If you have a comment on this newsletter or a story for a future issue contact Steve Sawyer on **01293 683235** or email him at steve@manorroyal.org



New neighbours



In this column we'll meet businesses who have recently moved to Manor Royal Business District. If you are new to the area and would like to be profiled contact Steve Sawyer, Manor Royal Business District Manager, on 01293 683235 or email steve@manorroyal.org

Doosan Power Systems has been a leading employer in Crawley for more

than 20 years. Up until 2010 our global headquarters were in the town centre.

When this area was earmarked for redevelopment, Doosan was keen to continue and build its presence in the local area.

It provided the opportunity for Doosan Power Systems to do this, while benefiting from the excellent

transport links Manor Royal enjoys, being located near Crawley town centre and Gatwick Airport.

Doosan House is a stylish, eye-catching structure with landscaped gardens and a grand entrance, and the inside is no less impressive. In contrast to our past presence in Crawley, Doosan Power Systems owns rather than leases the property, which has plenty of space for future expansion. Both factors demonstrate a long-term commitment to Manor Royal and confidence for the future.

The Manor Royal Business Group provides the opportunity to contribute towards the continued improvement of Manor Royal. Since re-locating to Manor Royal, we have found a strong sense of community and we look forward to playing an active part in this.

Doosan Power Systems is a provider of cleaner, greener products and services for power generation. The company employs more than 6,000 people globally and posted a turnover of £851m in 2010.

New deals and tenants

Since January some of the other property and investment deals that have been completed on Manor Royal include:

- Evans Cycles taking up some new warehouse space
- Delta Airlines, AIS, Gatwick Airport International Ltd and Rock Insurance moving into new offices in Magellan Terrace on Gatwick Road

Want some?

If you are in search of premises and you want to know what Manor Royal has to offer, visit the Property and Premises page at www.manorroyal.org and complete the online property enquiry form or contact Steve Sawyer (Manor Royal Business District Manager).

The Manor Royal website also provides information about the Manor Royal Masterplan and where to go to get planning advice and assistance.

The shape of things to come?

Manor Royal is constantly evolving and changing with a good mix of property to meet changing occupier needs as well as attracting new companies large and small. Among some of the bigger sites currently available are:

Address

Unit Xa1, Sussex Manor Business Park,
Gatwick Road RH10 9RG

Former Edwards facility,
Manor Royal RH10 2LW

The Gateway,
London Road RH10 9PZ

Land at former
Thales building,
Gatwick Road RH10 9RL

Description/amenities

Available on a leasehold basis, the space comprises warehouse space with ground and first floor office space.

- Car parking
- Loading area
- Good eaves height
- Roller shutters

Available on a leasehold or freehold basis, this site comprises 10 acres of vacant land at a prominent location at the heart of Manor Royal.

A five acre site zoned for employment uses at a highly prominent location, available on a freehold or leasehold basis. The Gateway offers pre-let design and build opportunities for HQ office, warehouse, manufacturing or R&D uses.

Available on a freehold basis, this site comprises a 10 acre plot of vacant land available for industrial development.

Businesses must take control

Cadia, the Gatwick Diamond Business Association, has been the representative voice on Manor Royal since its formation in the mid-1950s. In the decades since there have been good times and bad times, but never quite catastrophic times.

Over recent years we have been working closely with both Crawley Borough Council and West Sussex County Council to encourage investment in the area. But this work cannot solely depend upon the public purse. It is now time for us - the business community - to step up.



Through the formation of the Business Group, chaired by Trevor Williams of Thales, along with the appointment of Steve Sawyer as Business District

Manager we have real ownership being taken and a real opportunity to improve and raise the profile of Manor Royal.

There are more than 350 businesses on Manor Royal, which means that there are more than 350 business owners or managers and it is time for us to work together to make Manor Royal the place to be in business at the heart of the Gatwick Diamond.

Jeremy Taylor

Chief Executive

**Gatwick Diamond Business Association
Cadia**

Get dirty on Manor Royal

The Business Community Partnership Crawley-Gatwick (BCP) has teamed up with the Manor Royal Business Group and Crawley Borough Council to provide an opportunity for employees from Manor Royal to get involved in a unique project.

In 2009 staff from Thales helped improve the front of Crawter's Brook - the green area near to the roundabout of Gatwick Road and Manor Royal - to create a picnic area. A site of ecological interest, it connects Manor Royal road with Fleming Way. The plan is to try and

re-establish this link, possibly create a green gym and create an even better place to relax in the sun.

The BCP will be organising a series of team challenges for local employee volunteers to get involved. If your business wants to be associated with making a lasting, visible difference to Manor Royal, contact Judith Cousin at judith@bhbc.org.uk or call her on 01273 810276.

The BCP provides assistance to local firms that want to get involved in employee volunteering projects. From



teambuilding days to brokerage for mentoring and skills exchange projects. The BCP is supported by an Advisory Group made up of local partners and is chaired by Manor Royal businessman Keith Pordum of Bon Appetit.

Manor Royal football

Staff at Doosan Power Systems are keen to arrange football matches against other local organisations. A few companies (Doosan Power Systems, B&CE, Virgin and Thales) on Manor Royal are already playing five-a-side matches against each other and looking for new challengers!

If we get enough teams we could organise a Manor Royal tournament or league. If you would like a match, either as a one-off or a regular fixture, email Luke Murphy at Doosan Power Systems at luke.murphy@doosan.com

Football not your game?

If there are other social activities you would like to see on Manor Royal or encourage other businesses to get involved in, feel free to contact Steve Sawyer, Business District Manager, to discuss.

Business continuity

The Manor Royal Emergency Planning Liaison and Security Group is a sub-group of the over-arching Business Group concerned with creating a more resilient business community.

This will include all sizes of business along with Gatwick Airport Limited and the police, ambulance and fire services. The group will look to develop emergency procedures for the business district along with mutual aid agreements between organisations promoting business continuity for all.



Another aim is to improve communication between companies. We could have made sure that you had up-to-the-minute information about what was happening, who was affected, access routes and how this all affects you.

Crime can be thwarted due to widespread knowledge of potential criminal activity in the area, enabling local businesses as well as councils to take action to protect property, premises, open amenity sites and bridlepaths.

A free lunchtime seminar is planned for September 14 at Virgin Atlantic's The Base, Fleming Way, exclusively for Manor Royal businesses.

If you want to book your place, join the information network or find out more, contact Steve Sawyer, Business District Manager.

Big, small and very different

Manor Royal's diverse business base is one of its great selling points. Not only does it make for an interesting place, it also creates fantastic opportunities to buy local and create connections that can have real commercial and other benefits.

Featured here are just two. We hope to uncover many more and feature them in future editions of the newsletter and online.



Varian Medical Systems - saving lives every day

Varian Medical Systems - formerly TEM - has been resident on Manor Royal since 1955 when Ronald Myles steered a precision equipment manufacturer towards radiotherapy.

When Varian acquired TEM in 1984, the UK plant had already become a pioneer in the manufacture of radiation therapy simulators. Today, Varian Medical Systems is the global leader in radiotherapy. Two out of every three



people treated with modern radiotherapy worldwide are treated on Varian machines.

In recent years, Varian UK has gone from strength to strength, winning prestigious national awards for export, technology and training and growing extremely successful sales, service and support groups. At the time Varian

acquired TEM, it employed 60 people and was a \$1 million company. Today, Varian's UK operation employs 220 people and contributes more than £100 million (\$150 million) per annum.

Read the full story at www.manorroyal.org

Contributed by Steve Pullen, Manufacturing Engineering Manager, Varian Medical Systems and Vice-Chair of the Manor Royal Business Group.



“Innovation in Crawley has meant more work for the local operation and therefore more business for Gatwick Diamond companies, as many suppliers to Varian are local”

Andy Partridge, Varian's manufacturing manager.

If you think your business is worth knowing about, you have an interesting story to tell or offer to make to your fellow Manor Royal business colleagues why not get in touch?

Beautiful Nails and Body Salon - your secret Manor Royal retreat

Proving that small can be beautiful, Beautiful Nails is a great example of the broad range of business to be found just off of the main thoroughfares of Manor Royal and Fleming Way. Tucked away in premises just off of Kelvin Way, Manor Royal workers will find something a little bit different.

Established by proprietor Denise Holland almost eight years ago, Beautiful Nails and Body Salon is a very small business compared to the likes of Thales and very different from the traditional manufacturing firms that were typical of Manor Royal 60 years ago.

Denise is keen for the salon to be a place where people can escape from work mode and enjoy some much deserved me time at lunchtime or after work. The salon boasts four treatment rooms and a huge range of treatments to choose from.



Manor Royal workers can also benefit from a special 10 per cent discount privilege card. To find out more visit www.beautifulnailssalon.co.uk or call 01293 400129.

Introducing



Steve Sawyer has been appointed as the Manor Royal Business District Manager. His post has funding for two years and his job is to work with the Business Group to help make Manor Royal a better place for businesses, staff and visitors.

But while the post is new Steve is no stranger to the area. As well as having the experience of overseeing the work to

deliver the Manor Royal Masterplan, new signage and other area-wide improvements, Steve also lives in the town. He has even worked for one or two of the firms on Manor Royal in the past.

Steve said : "I'm really looking forward to working with the Business Group and getting to know as many of the Manor Royal businesses as I can. Manor Royal is a place that can easily be taken for granted but given it is one of the largest business parks in the south east, home to literally hundreds of businesses and 30,000 jobs it deserves special attention."

So if you want to get something done, need to know something but don't know who to ask or want to arrange a meeting, contact Steve by phone on 01293 683235 or email steve@manorroyal.org or via the website at www.manorroyal.org

Get... Linked in[®] to Manor Royal Business District

There is already a Linked In group set up for the Manor Royal Business District. The intention is to build an online community where Manor Royal Businesses can make contact with other businesses, find out what is going on, advertise promotions and even job opportunities.

If there is sufficient interest we can also create special sub-groups. One of the first sub-groups will be the Manor Royal Business Continuity Sub Group. If you want to get Linked In and receive regular updates and the very latest information search for Manor Royal Business District on Linked In and sign up.

Useful contacts

Set out in the table below is a selection of useful numbers and contact details. If you are in any doubt about who to call, feel free to contact **Steve Sawyer**, Manor Royal Business District Manager. You can also visit www.manorroyal.org for further information, including access to an online business enquiry form that you can use to ask a question, make a suggestion or report a problem.

Service	email / website	Phone
Business District Manager	steve@manorroyal.org	01293 683235 07881 514656
General enquiries	info@manorroyal.org	01293 683235
Planning advice	info@manorroyal.org	01293 438512
Green business advice	gbp@crawley.gov.uk	01293 438543
Fly-tipping	amenity.services@crawley.gov.uk	0800 5875 888
Roads and highways	highwaysandtransporthq@westsussex.gov.uk	01243 777100
Economic development	economic.development@crawley.gov.uk	01293 438704
Business support/Business Link	www.businesslink.gov.uk	0845 600 9006
Crawley Borough Council switchboard		01293 438000
West Sussex County Council switchboard		01243 777100
Manor Royal Police Community Support Officer	colin.mcdaniel@sussex.pnn.police.uk	0845 6070 999 extension 27940 07760 158144
Crawley Borough Council Community Safety Team	communitysafety@crawley.gov.uk	01293 438681
Emergency planning	caps@crawley.gov.uk	01293 438000 01293 551636 (out of hours)