

MANOR ROYAL NEWS

The newsletter for Manor Royal Business District

Picture courtesy of Liam McAvoey - Crawley News

ISSUE 7



It starts now

Manor Royal businesses have voted in favour of creating a Business Improvement District (BID) for the area, the biggest of its kind in the UK. In this issue of Manor Royal News you will be able to find out what that means for Manor Royal businesses and staff.

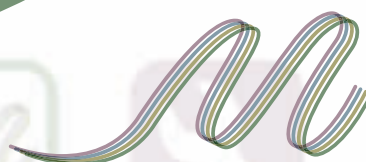
Featured in this issue

Major investment

People's Park

New Benefits

Produced and made possible by the Manor Royal BID



MANOR ROYAL CRAWLEY GATWICK
BUSINESS DISTRICT

Chairman's message

**BE
PART
OF IT**

IT'S UP TO YOU

These are exciting times for Manor Royal. Thanks to the BID we, the businesses, have a new level of control and influence. It's up to us what we do with it.

I am delighted that 70% of those who voted were in favour of creating a Business Improvement District (BID) for Manor Royal. I know that this would not have been a decision taken lightly. Times are still challenging and the idea of making even a small contribution to a central fund to improve the trading environment would have been carefully examined...and rightly so.

The actions we take now will determine whether that decision was a good one.

Amongst you will be the positive, the curious and the as yet unconvinced. That is understandable. The important thing to bear in mind is that the BID will be operating for the next five years at least, so let's make it work for our businesses from now. In addition, we want to deliver improvements for the 30,000 people that work at Manor Royal.

One thing though is certain, there can be no complacency.



A successful Manor Royal and a successful BID will depend on how involved we choose to be.

**My message is simply this:
"Be part of it"**

We now have the means and the resources to plan ahead and take decisions with the certainty that we can make things happen.

I am also delighted to say in the short time since the positive outcome of the postal ballot that an independent, not for profit limited company (MRBD Limited) has been formed. MRBD Limited will be the body that manages the BID made up of and controlled by you.

We have also appointed a full time Executive Director, whose sole function will be to work with the MRBD and oversee the delivery of the various projects we have

identified. He will be an important point of contact for us.

On the next few pages we introduce the founding board and the initial projects to be delivered over the next 12-18 months. Board positions will become available at our first AGM, scheduled for September 2014, but there are many more constructive and meaningful ways to influence how the BID operates.

If you are interested, which I hope you are, I would urge you to get in touch.

Here's to a challenging and exciting 5 years.

**Trevor Williams
Chairman
Manor Royal Business Group**

The Numbers

- 35% voted in the ballot
- 70% voted for the BID
- £2.6m to invest over 5 years
- 20% from other sources
- BID in place until 2018

Who knows you?

Over 150 delegates representing 75 companies with over 30 exhibitors attended the first Manor



Royal "Know Your Neighbour" event earlier this year. Plans are underway to do it again.

The event is specifically and only for Manor Royal based businesses and staff. "Know Your Neighbour" is all about getting to know about other Manor Royal companies and letting them know about you.

Do you know what other companies on Manor Royal do? Do they know what you do?

The event is free to attend provided you are located in the Manor Royal BID area, which includes County Oak.

The event takes place on 13th March 2014 at the Ramada Plaza Hotel between 10am and 3pm.

Some businesses have already signed up. **More details will follow shortly. If you are interested email steve@manorroyal.org**

In good company

Meet the Directors

The Founding Board of MRBD Limited is made up of five directors. At the first AGM, anyone interested in becoming a Director will be encouraged to put their name forward. Until then, in addition to the chairman, here are the directors.

Michael Deacon-Jackson of FTD Johns.

Michael has been in the local commercial property market since 1998 and has a good understanding of the office and industrial leasing and capital markets engaging with a lot of new and existing tenants.



Jeremy Taylor of Gatwick Diamond Business.

Jeremy is the Chief Executive of GDB. Established for over 50 years, GDB describes itself as a leading voice for business and commerce and has offices on Manor Royal.



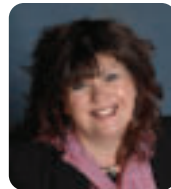
Paul Searle of P&H Motorcycles.

Paul is the Managing Director of P&H that has been in Crawley for over 30 years, and at its Gatwick Road location since 1996.



Councillor Claire Denman of Crawley Borough Council.

Claire is the Deputy Leader and Cabinet Member for Planning and Economic Development and has a good understanding of the role of the Council in supporting development and economic growth.



Could it be you?

Two new directors are being sought. Ideally, someone who hasn't been involved before to bring a new perspective. Get in touch if you're interested.

Not just a board

MRBD Limited is more than a Board of Directors. The Board is there to provide governance and accountability. Underneath that is the Management Group that makes decisions about the operation of the BID. In addition, and as required, there will also be a number of working groups responsible for individual projects.

Anyone interested in getting involved, should email steve@manorroyal.org

Investing in infrastructure

Early phase capital projects focus on improved security, connectivity and facilities.



Security

ANPR and CCTV positioned at strategic locations around the Business District means no vehicle will be able to enter or leave without being captured on camera.

Monitored 24/7 these cameras will help to make Manor Royal a "hard target" for criminal activity.

Broadband

A number of firms have mentioned they want service to be better and speeds faster.

MRBD Limited will look to appoint a partner and service provider to set up and run a wireless broadband network for Manor Royal to make it a "super connected area".

"People's Park"

The plans are to make Crawter's Brook much more than a neglected area with a few benches at the front.

The creation of a People's Park will provide a great space for informal meetings, break-out area and a place for staff to relax. Plus staff can be involved in its design and creation.

WHEN? The tendering process and appointment of contractors is underway. Project delivery is anticipated over a 6-8 month timeframe concluding Spring 2014. Details of these projects will appear online. Until then contact the Executive Director for details.

BROADBAND PROBLEMS? Make it known if you have an issue with broadband. This will help us to design and deliver a solution tailored to your needs. In the long run it will also make it cheaper. Email info@manorroyal.org and put BROADBAND in the subject title.

Manor Royal with Benefits

The objective is to make Manor Royal safer, cheaper and just plain better. To help achieve that a range of partners have been identified that can bring significant benefits for Manor Royal businesses and employees, all thanks to the BID. Expect more to be announced throughout the year.

Procurement Hub to reduce your costs

MRBD are delighted to partner with Auditel, a company providing highly effective cost management solutions to reduce your overheads and costs of running your business.



Lowering the cost of doing business

Coming with a proven track record, specialist knowledge and the benefit of a unique agreement for the benefit of Manor Royal firms, Auditel's expert team have ambitions to deliver savings to your business equivalent to the value of your BID levy contribution.

Auditel have recently moved into a local office to enable them to better serve local companies, they have already started helping local companies save time and money, why not give them a call?

Contact Auditel (Manor Royal) on 01293 - 344 442 or email crawley.bid@auditel.co.uk or visit www.auditel.co.uk



Protecting and supporting staff

In partnership with the West Sussex Credit Union, MRBD Limited has launched "Manor Royal Savers". This is a Save As You Earn scheme aimed at employees to encourage them to save regularly direct from their pay and allow them access to affordable

credit. Savers also benefits from discounts at high street stores and low cost health care cash plans

If you want to provide a zero-cost staff benefit to your staff, particularly those that might be at risk of falling into financial difficulties or prey to pay day lenders or loan sharks, or if you want to avoid salary advance requests "Manor Royal Savers" is for you.

Visit

www.westsussexcreditunion.co.uk and select Manor Royal Savers from the SAYE tab or call 01903 237221 / 210172



Making recruitment easier for all

Our partnership with award winning GatwickDiamondJobs.com is all about providing Manor Royal companies with an accessible, local and cost effective job board to simplify their local recruitment needs.

As part of this agreement Manor Royal firms benefit from preferential rates to recruit the staff that they need whilst also raising their company profile across the Gatwick Diamond area and beyond.



In addition to advertising local job opportunities, GatwickDiamondJobs.com work across the region to further enhance the local economy and develop better career opportunities for people of all ages and abilities.

Contact the team now on 01293 817740 or info@GatwickDiamondJobs.com

"Influence - you've got it"

Having influence is about being taken seriously. That is made all the more likely by being recognised as a legitimate "voice" that can represent the interests of the area and the businesses and staff of it. Guess what? It's already happening.

On roads: Major road works in Manor Royal have been fast tracked and will now take place later this year.

On parking: What seemed like an impossible problem caused by irresponsible parking in Gatwick Road could soon be eased thanks to a Traffic Regulation Order (TRO) negotiated for the area.

Investment: A positive relationship with West Sussex County Council has resulted in cash investment to help fund capital projects.

Broadband? We've been lobbying hard on this and Manor Royal is now recognised as an area in need of a better service.

****STOP PRESS****
One Manor Royal company is already making savings of 25% on their energy costs thanks to this partnership with Auditel. The saving that company receives is greater because of the BID.

Keeping watch on crime



Manor Royal is not a high crime area, nor does it want to become one. Alongside the installation of CCTV and ANPR cameras businesses can help each other by signing up to Manor Royal Business Watch (MRBW).

MRBW is a free to use secure network specifically designed for Manor Royal firms providing them with access to the very latest security information, alerts, intelligence and the ability to share



Easing the pain and cost of travel

Commuting costs you and your business time and money. Easit is a transport initiative focused entirely on assisting businesses and staff by providing practical cost saving solutions and programmes, including up to 20% discount on trains, an effective car share scheme, cycling initiatives and cheaper bus fares.



Manor Royal Man

Steve Sawyer has been appointed as Executive Director to the Manor Royal BID company, MRBD Limited.

Steve brings a wealth of experience in the fields of economic development, finance, fund raising, project management and more recently supporting the work of the Manor Royal Business Group.

Having also worked for a number of Manor Royal firms in the past, and being a Crawley resident, Steve is familiar with the area, the issues and the opportunities ahead.

Steve takes up his post officially in September and will be a dedicated point of contact and resource to Manor Royal working alongside the Board of Directors and the BID company in support of a successful Manor Royal and Manor Royal BID.

Contact Steve on steve@manorroyal.org or call 01293 683 235

information with one another to prevent businesses becoming a victim. It costs nothing to sign up thanks to the BID.

Contact Karen Methven, Business Watch Manager, on 01293 846 951 or info@cgbw.org.uk

The BID has made access to the easitNETWORK, and the full range of travel and transport benefits, freely available to Manor Royal based firms and their employees.

To find out more visit www.easit.org.uk or email info@easit.org.uk



Manor Royal scores with the Reds

Crawley Town Football Club is the biggest league football team in the Gatwick Diamond.

Manor Royal is the biggest business area of the Gatwick Diamond. That creates the basis for a winning partnership.

Manor Royal staff and businesses are set to benefit from substantially reduced ticket prices for selected games, free tickets for the kids, hospitality deals for some games plus special sponsorship rates for those firms that want to increase their exposure with The Reds.

More details to follow. Email info@manorroyal.org to register your interest."



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



Celebrating flying and fire (safety)

Flying high at forty

Established in August 1973, Aerotron has recently celebrated both its 40th anniversary and the opening of its new state of the art facility.

The company has just completed a major extension to its premises at Jenner Road in support of commercial and military aircraft operations. A recent winner of the prestigious Queens Award for industry, the



Tony Westley receiving the Queens Award

company now ranks among the largest component suppliers in the aviation industry worldwide and supports both fixed wing and rotary wing aircraft.

Forty years ago the firm started in old premises in Charlwood before moving to Manor Royal in 1980, sharing a warehouse with Air & Cargo Services. Staff back then numbered just four. Not long after, in 1984, additional warehousing was needed to accommodate the operation of a European Distribution Centre for McDonnell Douglas and the story of Aerotron's expansion began.

After consolidation in manufacture saw McDonnell Douglas absorbed by Boeing, the company purchased Airtech 1 in Jenner Road, previously occupied by Thales as a flight simulator operation, and the Westley family bought out the shares owned

by one of the American founders to become sole owners of the business.



Fast forward to now where an impressive new facility sits proudly in Jenner Road off of Fleming Way, testimony to a successful four decades. Extensive modernisation has been completed on the old building as well as a state of the art extension incorporating many energy saving devices offering an enhanced working environment for the 55 staff Aerotron now employ.

Visit www.aerotron.co.uk for more information

NOT on fire after 10 years

Approaching their 10th anniversary, Integrated Fire Solutions are in the mood to celebrate.

Following the unfortunate closure of Mid Sussex Fire, business founders Simon and Chris, spotted an opportunity to provide complete fire safety solutions to fellow businesses combining a quality service and a genuine, local alternative to having to use a large multinational company.

And that's exactly what Integrated Fire Solutions do from their base at Metana House in Priestley Way, where they have been based for a little over a year.

"Fire protection might not be the most exciting subject to talk about but it is absolutely critical for every business." Said owner, Simon, "We

bring a fresh and innovative approach to fire safety that our customers can trust, alongside excellent value and customer service."

Their new fully integrated electronic service system is evidence of their innovation. As is the use of iPads by their engineers and the added benefit customers have of being able to access their documentation at anytime through their dedicated customer portal.

Integrated Fire Solutions now employ 11 people, including two new members of staff from the Crawley area and have made use of another local firm to revamp their website.

Why not join in the celebrations at Integrated Fire Solutions. To mark the occasion they are offering any fellow Manor Royal firm a free survey of your fire protection equipment, in order to ensure

everything complies with UK fire legislation.

From fire risk assessments to installation of entire fire alarm systems to the annual service of a few fire extinguishers, Integrated Fire Solutions can help.

For more information visit www.integratedfiresolutions.com or call Simon or Gail on 01293 544449 or just pop in for a cuppa.



Integrated
FIRE SOLUTIONS



Royal Developments

On this page we highlight some of the new developments, completed and planned, for Manor Royal. A real sign of confidence and investment.

Principal Park goes Digital



Manor Royal's single biggest development site, Principal Park, is set to go digital subject to approval of a planning application to bring a new data centre to the rear of the 30 acre former GSK site.

The application has been made on behalf of HSBC Bank Pension Trust UK Ltd and Digital Realty, an international data centre developer and a trusted data centre solution provider for many of the world's leading enterprises.

It's a big development covering an area of almost 15 acres including the adjoining three acre former Telecon Metals and Carpenter Technology site, an old manufacturing, research and development facility off of Napier Way.

This high-technology development will require a range of staff and when it is fully operational will provide approximately 180 jobs on a 24 hour shift basis.

The planning application number is CR/2013/0255/FUL and a decision is expected to be made in September.

Mercedes-Benz of Gatwick's new multi-million-pound premises have been built on the plot of a former go-karting centre at Manor Royal and will provide local car buyers with state-of-the-art facilities. Opened for business on Monday 20th May, Mercedes-Benz of Gatwick transferred operations and its 65-strong workforce from its previous location in County Oak Way.

The three-storey development includes a much more spacious and stylish showroom, a dedicated AMG Performance Centre showcasing models from the powerful AMG line-up and a Drive-through service reception. Customers that prefer to wait whilst their vehicle is serviced can even take advantage of the contemporary facilities on offer.

Terry Bradshaw, General Manager, said that the move to a new site was long overdue but perfectly timed to coincide with the expansion of the model range and the ever-increasing popularity of the brand.

Manor from heaven for local motorists



"With its close proximity to Junction 10 of the M23, the new site is better located and customers will be impressed as soon as they pull in as parking is much improved over our previous home," he added. "Both inside and out, our new premises will be much more befitting of the Mercedes-Benz brand and will ensure that we can provide customers with a significantly enhanced retail experience."

It's also a very attractive new addition to one of the key entrances to Manor Royal.

For more information call 01293 594300 or visit www.mercedes-benzofgatwick.co.uk

Other development and occupier news

Vega Global, a global audiovisual and IT communications solution provider, move into the Bell Centre.

TPC Limited take up space in Crompton Way.

Auditel, move into premises at Gatwick Road.

Race Manager, have started slot-car racing from Gatwick Road.

Elekta have applied to convert storage space for research and development use (CR/2013/0281/FUL)

TLC have been granted permission to erect a storage and distribution facility on the site of the former Thales Communications building in Newton Road (CR/2013/0069/FUL)

NOTE: planning applications are viewable at www.crawley.gov.uk

Royal notes

Creative Pod get shirty



Manor Royal based Creative Pod have signed a two year sponsorship deal with League 1, Crawley Town FC as the back of shirt sponsor. A massive coup for the local design, marketing and print agency based in Metcalf Way. Managing Director Matt Turner has also been appointed as non-executive director to assist the club with marketing, fan engagement and the local community. **For more information about Creative Pod visit www.creativepod.net**

CGG champions



CGG, a world leading geophysical company based in Crompton Way, overcame another world leading company, Thales, 1-0 in a hotly contested final to be crowned Manor Royal 6-a-side football champions 2013. Altogether ten Manor Royal teams battled it out for the honour of having their name engraved on the Manor Royal Shield. **Get in touch if you are interested in future events, a Manor Royal Mini-League or want to propose other social events.**

GDJobs.com collaboration nominated

One of our partners - GatwickDiamondJobs.com - who already support Manor Royal firms by providing local, affordable recruitment advertising live up to their reputation and gain recognition for being 'More than a job board'. An employability advice resource for young people hosted within their sister site, BrightonandHoveJobs.com, has been shortlisted in the final three contenders for a Eurocities award in the 'Smart Jobs' category. **Contact GatwickDiamondJobs.com on 01293 817740 or info@gatwickdiamondjobs.com**

National recognition for Bon Appetit



Bon Appetit, based in the Bell Centre and regarded as the premier automated hot food catering service in the UK, has won the 'Highly Commended' Award at the prestigious Auto Vending National Innovation Awards. **For more information contact Keith on 0800 085 6975 or visit www.hotfoodvending.com. Special terms are available for Manor Royal businesses - see the online offers and promotions page in the Local Life section at www.manorroyal.org**

Winning Workplace Pension

B&CE, provider of The People's Pension and long-time residents at Manor Royal, has received a number of prestigious awards for its workplace pension provision, explicitly designed to help employers with automatic enrolment. In May, The People's Pension was awarded "Auto-enrolment Provider of the Year" by Professional Pension and then, shortly after, won the "Best DC Master Trust" at the Pension and Investor Provider Awards. **For further details visit www.bandce.co.uk and www.thepeoplespension.co.uk**



Patrick Heath-Lay, CEO at B&CE receiving one of several recent awards for The People's Pension

Get in touch

Got something to say, share or promote?

Email info@manorroyal.org, call 01293 683 235 or visit www.manorroyal.org

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