

MANOR ROYAL NEWS

The newsletter for Manor Royal Business District

ISSUE 8



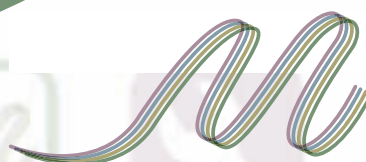
A Smooth start

"Since the creation of the BID, Manor Royal is slowly beginning to look and feel different. Let's build on that positive start and together we can achieve the benefit of a better trading and working environment."

Trevor Williams,
MRBG Chair.

Featured in this issue

Manor Royal scores
Smooth roads
Getting to know you



Chairman's message

**BE
PART
OF IT**

IT'S UP TO YOU

Welcome to the winter issue of Manor Royal News. The first winter of the Manor Royal BID.

Some things can take time to get going and promised change can feel a long way off. In our case things have got off to a fairly brisk start.

Perhaps the most notable difference to Manor Royal since the last issue is the improved road surfaces. My thanks to West Sussex County Council and to their contractors, Balfour Beatty, who have carried out this work ahead schedule in recognition of the importance they attach to Manor Royal, the BID and supporting our local economy.

As well as direct delivery - something the BID is doing to improve the infrastructure, enhance

the facilities and make Manor Royal more secure - using our influence and collaborating with key partners is an important feature of what we can do as a BID.

We can promote change by using our collective voice to highlight our concerns to the influential people in organisations that control funding and make decisions. It is good to see that the BID has already had an impact and has received some positive responses.

We have recently formalised our position on some important issues in the form of a strategic statement and are prepared to represent Manor Royal interests in the debate on Gatwick Airport, about which there are a number of questions still to be

answered. The statements are available on our website.

As always, I urge you to take an interest in the BID and the future of Manor Royal. We are looking to put together a five year programme of capital projects and other softer improvements over the next few weeks. It is important that you are engaged.

After all it's your money, it's your BID and it's your Manor Royal. Be part of it.

Trevor Williams
Chairman
Manor Royal Business Group

Manor Royal Scores

The partnership between Manor Royal and Crawley Town Football Club has now been officially launched. As well as other benefits, that means Manor Royal employees are entitled to huge match day discounts on selected matches.

Crawley Town Chief Executive Michael Dunford said: "We're extremely excited about this partnership because it gives the club access to the hundreds of companies and employees at Manor Royal. In return, we will be working with the Manor Royal Business Group to offer them exposure at a forward-thinking Football League club as well as opportunities for the people who work on Manor Royal to enjoy League One football at The Checkatrade.com Stadium."



Trevor Williams, chairman of the Manor Royal Business Group, said: "This partnership brings together the biggest business park and the biggest football club within the Gatwick Diamond. We look forward to it being a big success for the football club and for Manor Royal businesses and employees.

"It's our aim to ensure that the Business Improvement District (BID) becomes a first class business destination. This is a great opportunity to increase the fan base of Crawley Town FC and deliver more benefits to the business community of Manor Royal.

Trevor (right) with Michael Dunford, Crawley Town FC Chief Executive.

The first Manor Royal Match Day took place at the Checkatrade.com stadium against Walsall on the 23rd November. But don't worry if you missed out. Other Manor Royal Match Days are planned between now and the end of the season.

You can apply for your Manor Royal Match Day tickets by completing a simple form available on the Events page of the Manor Royal website. If you work for a Manor Royal business be sure not to miss out.

Getting to know you

“Usually when you exhibit at a trade show, you need to rugby tackle people on to your stand. KYN (Know Your Neighbour) was different. There was an openness of people there.”

That was one exhibitor’s experience of the first Know Your Neighbour event earlier this year and that’s exactly what the event is all about - creating a positive environment where Manor Royal companies and people come together and find out about other Manor Royal companies and what they do. Simple.



Last time over 150 delegates representing 75 companies attended. We think we should be able to do better than that and we want to create an atmosphere that feels both exclusive and friendly.

The following companies are among those already signed up and you can join them: Greenham Tools, Business Doctors, Document Options,

ATTEND

EXHIBIT

CONNECT

One Manor Royal

500 companies

30,000 people

How many know you?



Transvalair, Flightstore, Wave Office Supplies, BizWiselT, GatwickDiamondJobs.com, Sweetinburg & Windsor, Coordination Catering Hire, Kafevend, SOS Systems Limited, Copy Solutions, Auditel, Gatwick Diamond Business, Motorline Toyota and more.

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

The event is free to attend as a delegate or exhibitor - provided your business is located in the Manor Royal BID area.

Also as part of this event will be a chance to present your business and attend seminars (details to be announced)

Almost half of the stand space is already taken and you are advised to sign up early.

More details are available online at www.manorroyal.org on the Events page or email info@manorroyal.org

Got something to promote?

A number of firms are already taking advantage of free advertising and promotion on the Promotions & Offers page in the Local Life section of the Manor Royal website. Are you?

Getting about with ease

easing the cost of travel

One of the key benefits of the Manor Royal BID is automatic FREE membership of The Queens Award winning easitNETWORK, a sustainable transport initiative offering staff based on Manor Royal discounts on trains, buses, access to loan bikes and car-sharing.

Membership is available to all employees from businesses of any size. As well as saving the cost of membership, Manor Royal members



are making some decent savings on their travel costs.

Discounted rail travel has proven to be hugely popular. The 20% reduction on travel across the

Southern rail network, including season tickets, has amounted to approximately £200k of savings made by Manor Royal commuters.

For more information about joining easitCRAWLEY please email info@easit.org.uk or go to www.easit.org.uk



Case study: B&CE Benefit Schemes, provider of the People's Pension

"Through our membership, our staff are able to take full advantage of a number of initiatives, from discounted rail and bus travel to discounts in some local stores. It has also given us a voice in local transport issues which directly affect our employees.



"Now that Manor Royal has successfully launched its own Business Improvement District (BID), created and run by Manor Royal businesses, BID members will automatically become members of easitCRAWLEY.

"The BID levy includes the annual easit membership fee. We believe this is a real benefit, as more businesses will become part of the easit network. This means that the network will have an even greater voice in setting up and maintaining wider, longer term

initiatives for the good of the local economy.

"One recent example is the introduction of the Gatwick Travel Card scheme through Metrobus, which was opened up to all easit members who could then enjoy a monthly saving of 59% on their travel. With more organisations involved in easit, and with the backing of the BID, further benefits are sure to be on the horizon."

Rick Cole, Director of IT & Group Services, B&CE Benefit Schemes

Get on board with the Metrobus App

Metrobus, based at Wheatstone Close off of Gatwick Road, have been working on an exciting new way to make purchasing bus tickets even easier using your mobile phone.

Tickets are available in one day, two day, three day, one week and four week durations. The app also links in to the Metrobus Travel Info page on the website (including Real Time Passenger Information).

More information is available at www.metrobus.co.uk/app

It's really easy. Here are the basics:

- Download the new Metrobus 'App' onto your phone for free.
- Use the app to purchase your ticket using your debit or credit card through a secure weblink
- The app will generate a 'M-Ticket' that you show to the driver for boarding.
- Sit back and enjoy the ride.



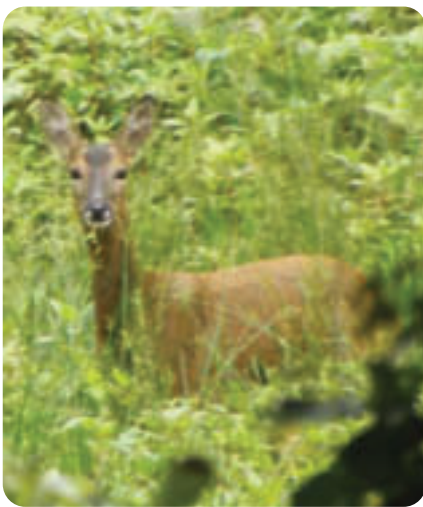
Nick Hill, Head of Commercial Development, using the app



Faster, cheaper, more relaxed

Park Progress

One of our three capital projects in year one is the creation of the People's Park, which involves reclaiming the area known as Crawler's Brook and turning it into an attractive area for staff to use. Plans are being drawn up that include the potential to reinstate the path that linked Manor Royal (the road) with Fleming Way.



A planning application will be submitted by the end of the year and we will publish designs and plans as soon as they are available. Work is expected to start on-site in early 2014.

But that hasn't stopped staff from Tesco.com getting stuck in alongside young people from Sussex Central YMCA's "The Foyer" in West Green to start to clear Himalayan Balsam from the flood pond.

The event was organised by Crawley Borough Council's Lets Face It! Initiative and by all it accounts it was a great success. And yes, someone did spot one of the Manor Royal deers.

If you are interested in team building or volunteering on the park, get in touch.

Procurement Hub providing savings



As well as looking at the potential for group buying, the BID has partnered with Auditel to provide a cost management facility to look at other ways businesses can save. Here are some examples of how that is working.

Treetop Design and Print are a full service design and print house based in The Bell Centre. They produce Manor Royal News. Through the Auditel Manor Royal Procurement Hub they have reduced their utilities costs by an average of 27%. Graham Lovegrove Managing Director said "We asked Auditel to look at our utility costs

and are delighted with the results. We would be happy to recommend the Auditel Procurement Hub to other Manor Royal businesses."

Xpress, a multi-faceted organisation providing services centred around but not exclusively based in the print industry, have had positive results engaging the Auditel Manor Royal Procurement Hub in areas of utilities and telecommunications. While a Manor Royal motor dealership has saved approximately 24% on stationery and 21% on Gas.

In an environment of ever increasing costs, the Manor Royal Procurement Hub could help your business save too. It costs nothing to find out.

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

Broadband update

Since the last issue the MRBG has been looking at how to resolve problems associated with poor broadband. Our research looked at a range of technologies including WiFi, wireless and possible fibre solutions and involved a small task group of Manor Royal businesses.

As a group we have a much better understanding of what is out there and what the possibilities are. The project is at a critical phase and at the point of going to print a decision is about to be taken about which solution to commit to.

We will report on this in due course.



Make sure you check the website and that you are signed up to receive Manor Royal eBulletins for the latest developments.

Until then email info@manorroyal.org to let us know your thoughts on broadband in Manor Royal

Get in touch

If you have a comment on this newsletter or a story for a future issue contact Steve Sawyer on 01293 449882 or email him at steve@manorroyal.org



Cool, health, geeks

Local expertise in Air Conditioning and Boilers

London Cool, based at the Meadowbrook Industrial Centre in Maxwell Way, have been trading in the HVAC (heating, ventilation and air conditioning) industry on Manor Royal since March 1995. They have built up a team of 19 people and boast a number of Manor Royal firms among their impressive customer base.

"We believe it is extremely important to work with local companies because keeping business local makes economic sense." Said Paul Berry, Managing Director, "The potential for Manor Royal firms to work together is great. There is a huge diversity of industries and skills leading to a good supply and demand chain."

With locally based engineers, customers can benefit from the best rates and over 50 years combined experience providing an expert service when it comes to air



conditioning and domestic and commercial boiler installation, service and maintenance and emergency breakdowns.

Visit www.londoncool.com, call **0800 440 444** or email mail@londoncool.com for more information and a free quote.

Did you know?

From January 1st 2015, it will be illegal to use any HCFCs to service Refrigeration Air Conditioning equipment, so recycled or reclaimed HCFC may no longer be used. Are you prepared?

For everything radio controlled

RC Geeks has recently moved in to The Brunel Centre to expand its Radio Control business.

"We looked at several locations before deciding on Manor Royal, but overall Manor Royal provided affordable units with a great location."



RC Geeks started as a business run from home and has grown to employ 5 of its own "RC Geeks" who are very knowledgeable in their field. RC Geeks stock a wide range of products, from quadcopters to radio control cars - basically everything radio controlled.

"Our range has expanded tremendously over the last 3 years and has evolved as technology has moved forward. One of our most exciting products is a remote controlled quadcopter, which is very easy to fly and includes a mount for a GoPro camera. With built in GPS it is very stable and safe to fly, superb for aerial photography".

For more information visit www.rcgeeks.co.uk or call **01737 457404**.

Good Health with Body Health Clinic

Body Health Clinic is a new osteopathy and injury clinic in Priestley Way.

"We specialise in the treatment and prevention of joint, muscle, ligament and nerve problems." Said Sam Hewitt who has studied health science in the USA as well as graduating from the British School of Osteopathy, "Osteopathy is a system of diagnosis and treatment for a wide range of conditions and injuries. It is a safe and natural approach to healthcare, working to restore your body to a state of health and balance."



Body Health Clinic can help with injury treatment and prevention from back pain to sports injuries to improving flexibility. Plus Manor Royal staff can claim 15% discount off their first 2 treatments reducing the pain in the back and the purse.

Visit www.bodyhealthclinic.co.uk or call **07882 156 214** for more information.

Check the online Promotions and Offers page in the Local Life section of the Manor Royal website to see what's on offer from other Manor Royal firms.

Royal Developments

On this page we highlight some of the new developments, completed and planned, for Manor Royal.

A place of learning



A new school, the Gatwick School, is planned to open in September 2014 at the site of G23 on Gatwick Road opposite P&H Motorcycles. It will be an all through school eventually accommodating 1,020 pupils between 4 and 16. Paul Reilly has been appointed as the Executive Head and is extremely excited to meet prospective parents and members of the local community: "I'm eager to meet community partners, pupils and families and begin the work of establishing The Gatwick School." You can find out more at www.thegatwickschool.org.uk



Principal Park grows

The first phase of development at Principal Park to construct a data centre encompassing 15 acres of the 30 acre site is well underway. Anyone nearby can't fail to notice the diggers and huge mounds of earth.



Roads resurfaced

The poor condition of roads and footpaths is something we all notice, bounce over, swerve around and generally get annoyed by. It also has a negative impact on the perception of the area. In the BID survey it was rated as the second most important issue to tackle.



That's why the Business Group has been liaising with West Sussex County Council about fast tracking major resurfacing works - which has now happened.



The works were carried out by Balfour Beatty as part of the County Council's Operation Watershed.



Other development news

Dixon's at County Oak have been given permission to use part of their unit as a café (CR/2013/0507/FUL)

First Choice House (London Road) has been approved for conversion for use as 75 residential apartments (CR/2013/0359/PA3)

Former GSK site (now Principal Park) has approval to create a data centre facility (CR/2013/0255/FUL)

Dialog (former Qiagen House, Fleming Way) has been given permission for use as a Car Showroom for Caterham Cars. (CR/2013/0400/FUL)

4 Charlwood Court (County Oak Way); an application has been made to use the unit as a gym to run small sized fitness sessions by Crossfit Crawley. (CR/2013/0527/FUL)

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

Royal noticeboard

Welland champs

Welland Medical are the only company in West Sussex and only manufacturing company in the south of England to have been awarded Investors in People Champion status. A prestigious award only given to companies who have already achieved the Gold standard and who have been outstanding in promoting the values and principles of Investors in People and who lead by example in the way they manage and develop their people.

Visit www.wellandmedical.com



Paul Devoy, head of Investors in People visiting the Welland offices

GDB welcome apprentice

Gatwick Diamond Business has taken on Sophia Chapman as an apprentice Marketing & Events Administrator. Having just finished school Sophia is looking forward to getting into the world of work with GDB while continuing her Further Education. Visit www.gatwickdiamondbusiness.com



Manor Royal HR Forum

Do you manage people? Do you want to connect, share best practice and receive industry updates with other Manor Royal HR people and managers? We are exploring setting up a Forum for HR professionals and people with responsibility for managing. We need a core of about 20-30 to make it work well. Interested?

Email info@manorroyal.org

Offers and promotions

Take a look at the latest offers now available online on the "Offers & Promotions" page in the Local Life section? Offers include: CreativePod, Greenstar Cleaners, Auditel, Integrated Fire Solutions, Body Health Clinic, SOS Systems, Lion Security and so much more.

On the move

The Manor Royal BID company has moved. The new contact details are: MRBD Limited, The Office Company (Suite 73), Gatwick Road, Manor Royal Business District, Crawley, RH10 9RZ. 01293 449 882. Everything else stays the same.

New Director

Councillor Bob Lanzer is the new Cabinet Member for Planning and Economic Development at Crawley Borough Council and replaces Councillor Claire Denman on the Manor Royal BID Board of Directors. See how the BID company is organised on the Manor Royal BID pages online.



Get in touch

Got something to say, share or promote?

Email info@manorroyal.org, call 01293 449 882 or visit www.manorroyal.org

LinkedIn

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Join in the Manor Royal discussions on LinkedIn and follow Manor Royal on Twitter.