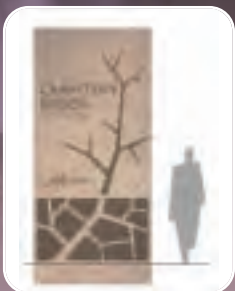


MANOR ROYAL NEWS

The newsletter for Manor Royal Business District

ISSUE 9



Going green

Plans to create a new park area at Manor Royal have now been submitted to the council, kicking off the first of three major capital projects driven by the Manor Royal BID - each of them to be delivered in 2014.

Featured in this issue

PM visits Vent Axia

Guests from Japan

Sussex Wildlife Trust
partnership



Chairman's message

**BE
PART
OF IT**

IT'S UP TO YOU

Welcome to issue 9 of Manor Royal News - the first of the new year.

Last year was an eventful one. It started with blizzard-like snow and ended with gale force winds and torrential rain. In between, we established and launched the Manor Royal BID and the Manor Royal Company, MRBD Limited, to manage the BID.

This year will be a busy and important one for Manor Royal and the BID - and for all our businesses, as, we are told, the economy is picking up.

The main work on the capital projects we said we would concentrate on in year one of the BID now gets underway - and we should see the results of that starting in the next few weeks.

By the time you read this you will either be getting ready for, or will have already attended, the Know Your Neighbour event (page 4) where, as Manor Royal based firms, we come together to meet and find out about other Manor Royal companies, the things they do and the services they provide.

If you have attended, you will by now have been given a sneak



preview of where the BID is going to next. We will concentrate more on that in the next issue of Manor Royal News and as we prepare for our first AGM sometime in September.

It's encouraging to see Manor Royal businesses and their staff start to enjoy the benefits of the partnerships the Manor Royal Company has established and, if you are not one of those companies already taking advantage of what's on offer, I would urge you to do so.

From promoting local trade to helping to reduce costs, from improving the appearance of Manor Royal to improving the environment for the people that work and visit here, the Manor Royal BID is working to deliver on these objectives. If you have a view or - better still - want to be involved in that work, do get in touch. We want you!

In this issue you will find out about the appointment of Prowse and Company to assist the BID on its marketing and communications, how we have partnered with Sussex Wildlife Trust to provide an extra level of maintenance and support for employee volunteering, plus news of a new pedestrian crossing and ideas for promoting local trade.

Finally, good luck to those teams taking part in the Manor Royal 6-a-side football tournament.

It's your BID and it's your Manor Royal. Be part of it.

**Trevor Williams
Chairman
Manor Royal Business Group**

Local firm appointed to help promote Manor Royal

Following a competitive tender, MRBD Ltd has appointed award-winning international PR and marketing consultancy, Prowse & Company Ltd, to provide communications consultancy for the Manor Royal business community.

Prowse will be responsible for managing marketing and communications for MRBD and will help promote MRBD's key objectives,

including increasing the sense of community among businesses located on Manor Royal, encouraging local procurement and trading opportunities and promoting the business district further afield.

"Manor Royal Business District is one of the largest business parks in the UK with a large concentration of businesses and people," said Trevor Williams, Manor Royal Business

Group chairman. "Engaging with these businesses in a world where time is limited is difficult. We have therefore brought in Prowse, an established company with a proven track record in place marketing and PR, to help manage the process."

Prowse MD Joanne Rogers said: "We are delighted to be working with the Manor Royal team. A well planned and executed communications strategy can have a powerful impact on the reputation of a location and we are confident that we will quickly achieve results for the Manor Royal BID."

Developing the People's Park

BID partners with Sussex Wildlife Trust

The Manor Royal BID has set up a partnership with Sussex Wildlife Trust to help enhance the ecological value of the proposed People's Park in Crawter's Brook. The agreement, signed in January this year, provides BID member companies with an "uncapped opportunity" to participate in conservation projects at the site - and at a range of Trust sites of interest in the local area.

"We believe that it's very important to engage people with Nature and wildlife," said Sussex Wildlife Trust Business Development manager, Ashleigh Braund. "In doing so, they recognise the value of it - and if you value something you are more likely to protect and preserve it."

"We're over the moon that we have this opportunity to engage the people of Manor Royal - who are pretty hard-up for green space - and help them develop the People's Park to a bio-diverse level. Who knows, one day, maybe we will bring back some particularly rare species of orchid or some such, that has not been there for some time."

The project is part of a five-year plan to develop the Crawter's Brook



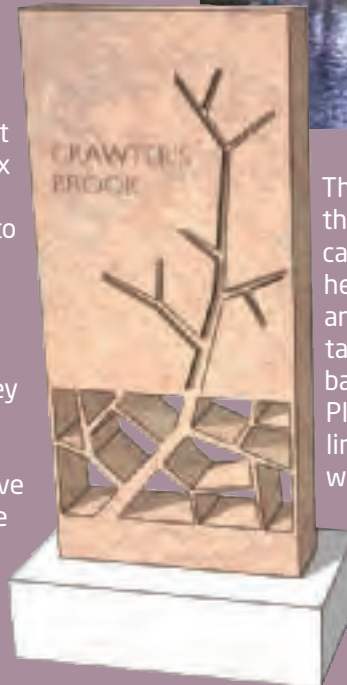
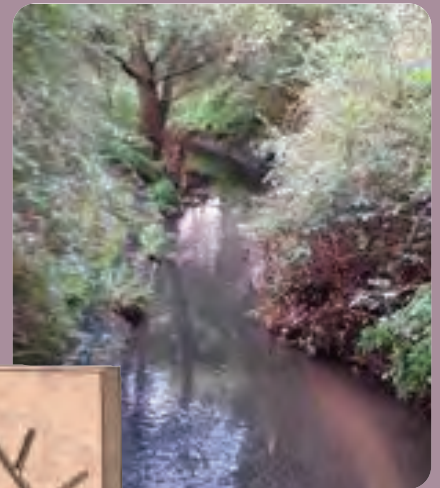
Improving Manor Royal's 'best kept secret'

Plans for regenerating Crawter's Brook and turning it into a People's Park for the Manor Royal community will hardly have escaped the notice of businesses stationed at Manor Royal in recent months.

The BID has now submitted its application for building the Park to Crawley Borough Council, with a pledge to provide £50,000 towards the £350,000 project (£300,000 to be provided by a Kick Start grant from West Sussex County Council). Tree clearance is expected to begin on site shortly, with construction to start late February.

In a piece in the Crawley and Horley Observer earlier this year, Steve Sawyer, MRBD Executive Director, referred to the site as "Manor Royal's best kept secret - except for some of its businesses, of course! But you'd have to be Indiana Jones to get from one end to the other at the moment," said Steve. "We're going to change all that!"

area. "I'm very keen to start engaging with the businesses and team at Manor Royal," said nature lover Ashleigh, who once worked at Manor Royal as part of the Virgin Holidays team before becoming involved at the Sussex Wildlife Trust. "I know only too well the importance of having an opportunity to get out of the office and into Nature and to gain some of the wellbeing that it has to offer!"



The intention is to make the Park "a place people can escape to from a hectic day and, say, have an informal meeting - or take time out and go back to work recharged." Plans show the Park linking Fleming Way with Manor Royal, and providing a boardwalk, decking area, cycle paths, seating and picnic benches as well as additional landscaping.

The project should be complete by the end of spring 2014, subject to planning permission.

Steve Sawyer, MRBD Executive Director adds: "We hope this move will help increase volunteering, support team building and generate cross-company interaction as well as build a positive sense of community at Manor Royal, that will in turn also benefit the wider community."

Like to host a team-building event or be involved in the project in some way? Just call Ashleigh on 01273 497522.

Know Your Neighbour 2014

"Create opportunities to increase trade by taking advantage of the number and variety of Manor Royal based firms." Extract from Manor Royal BID Plan

Of those businesses that responded to our survey last year, 45% wanted to see more initiatives to encourage local trade and 43% said that the way businesses on Manor Royal work together could be better. Hence, our Know Your Neighbour event - a chance for Manor Royal companies to meet other Manor Royal companies, discover who they are and what they do.

"The sheer number and huge diversity of companies based on Manor Royal is something visitors and researchers always remark on, going as far as to say it is one of the area's main selling points," says MRBD Board Member and Managing Director of P&H Motorcycles, Paul Searle. "We definitely need to make more of that."

At the time of going to press, we are talking to the Sandman Signature Hotel about extending the exhibition space to try to accommodate as many of those businesses that want to exhibit as possible.

At the lunchtime seminar, we also look forward to a good discussion about future plans for improving the trading environment of Manor Royal - including plans to promote local trade and the delivery of some of our major projects.

One Manor Royal

500 companies

30,000 people

How many know you?

A sample of the services on show at Know Your Neighbour 2014

Aviation	Drinks vending	Hot food vending
Logistics	Car sales	Banking services
Courier services	Motorcycle sales	Financial services
Van & commercial vehicle hire	Bicycle sales & services	Cost management
Telecommunications	Media & marketing	Pensions
Video production	Design & print	Security
Audio & visual	Print services	Fire & Safety equipment
Video conferencing	Document management	Ventilation Services
Photography	Office supplies	Engineering
Simulation	Sign making	Construction supplies
IT support & web design	Workplace supplies	Flooring
Hotels	Furniture supplies	Medical & health
Meetings & conferences	Office provider	Healthcare
Training & development	Storage	Beauty therapy
Education	Cleaning services	Recruitment
	Commercial property services	Education
		Catering hire

Find out more on the Events page at www.manorroyal.org or email info@manorroyal.org Pre-event registration essential.

ATTEND

EXHIBIT

CONNECT

BE
PART
OF IT

IT'S UP TO YOU

Know Your Neighbour
13th March 2014
10am - 3pm
Sandman Signature
Hotel

Movers and shakers

Japanese Foundation gets Royal treatment



On a recent visit to the UK - first stop Crawley - representatives from the Japan Foundation for Regional Vitalization, an organisation that promotes regional economic growth and development in Japan, were treated to an address from Manor Royal's very own MRBD Executive Director, Steve Sawyer.

In his presentation at the event, which took place in January, Steve explained the history and development of Manor Royal to the Foundation, which was visiting the UK and Germany to research work and projects contributing to regional development.

"It was a privilege to be able to present to the Foundation and to highlight the key facts about the development of Manor Royal from field to one of the biggest business areas of its kind in the UK," said Steve. "It was also good to have the chance to explain about the Manor Royal BID, a concept that Japan, with around 260 business improvement districts of their own, is familiar with - although each country tends to approach them slightly differently."

As well as getting the Manor Royal treatment from Steve, the group was given an introduction to the town by Angela Tanner, Crawley Borough Council's Head of Planning and Environmental Services; a presentation from Paul Roe,

Prime Minister visits Manor Royal's Vent-Axia

Manor Royal-based fan manufacturer Vent-Axia, a leader in low-carbon ventilation, was delighted to welcome Prime Minister David Cameron on a visit to its headquarters in Fleming Way in January.

Mr Cameron visited the Sussex firm to view three new assembly lines that were brought back to the UK from China following the reshoring of its domestic fan manufacturing business in January 2013.

The culmination of a two-year project, the new assembly lines have doubled the company's on-site manufacturing of its residential unitary fans, created 35 new site jobs in a tough economic climate and increased the number of employed assembly staff on site by 50%.

On his visit, Mr Cameron toured the production lines with CEO, Ronnie George of Volution, Vent-Axia's parent company - and spoke to new staff members.

"I was very pleased to visit Vent-Axia to see what a positive effect reshoring has had on the company and to meet the people who work here," he said. "Vent-Axia is a great example of a company that has brought manufacturing back to the UK, creating jobs for hard-working people. As part of our long-term economic plan, we will continue to



do all we can to make Britain the best place to start, grow and do business."

While at Vent-Axia, Mr Cameron was interested to see a cheque written to the company by the former Prime Minister Winston Churchill, which paid for fans installed at 10 Downing Street in 1945. Having never been banked, the cheque takes pride of place in the company's Manor Royal reception.

Vent-Axia employs 270 staff at its Manor Royal HQ. The addition of 35 jobs at the site, including 20 new production staff and six service support staff, has been a welcome boost to the local job market.

President of Crawley and Gatwick Chamber of Commerce, who spoke about setting up businesses in the UK and an address from Richard Burrows and Claire Pratley of Barclays Bank who talked about corporate social responsibility.

The visitors also had the opportunity to meet the Mayor of Crawley, Councillor Bob Burgess, and presented him with a donation for his chosen charity, the Outreach 3 Way. In return, they received a plaque of Crawley's coat of arms.

Getting together - virtually and for real

Vega bring the technology



Keen to build on its global success, VEGA Technology (Europe) Ltd have recently chosen Manor Royal as the location for its European Sales and Operations centre.

VEGA Technology (Europe) Ltd is the EMEA arm of VEGA Global, a long-established audio visual and video conferencing systems integrator, headquartered in Hong Kong and with 27 offices in 14 countries worldwide.

VEGA's core competencies revolve around the supply and installation of video conferencing and audio visual solutions, as well as a turnkey support mechanism that offers onsite managed services, 24/7 break-fix engineering and a video helpdesk.

"We are excited to be here at Manor Royal - and keen to build a reciprocal relationship with other Manor Royal

businesses," said Business Development Manager, Jason Wheeler, "and have set up an exclusive discount structure for fellow companies of the Business District."



VEGA will be exhibiting and providing hands-on demonstrations at the Know Your Neighbour event on 13th March (see page 4), and would welcome the opportunity to meet with as many local businesses as possible.

VEGA will also be hosting a Technology Showcase in the near future for businesses and organisations wanting to know more about the benefits an AV or VC solution could offer. Vega are also exclusively offering all Manor Royal businesses a free AV/VC systems health check and consultancy session to identify any service risks and to provide a technology roadmap for the future.

Vega's new premises can be found at the Bell Centre on Newton Road.

For more information visit www.vega-global.com call 0844 5000 991 or email Jason.wheeler@vega-global.com

Did you know?

Vega Global offers special rates for fellow Manor Royal firms. 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.

CGG to back science fair again

The world's leading geophysical company, CGG, based in Crompton Way, is to be the main sponsor of the South East's largest celebration of science, technology, engineering and maths (STEM) for young people for a third consecutive year.

The STEMfest 2014 event will take place



in schools and colleges throughout the community from mid-May, with the Big Bang Fair South East to be held at the South of England Showground on 1st July - with more than 4,000 young people and their teachers from across the region expected to attend.

For the second year running, we also hope to host the Crawley STEMfest comedy night here at Manor Royal.

For more details visit www.crawleystemfest.co.uk or email crawleystemfest@brighton.ac.uk

Development news

BOC site 'sold': One of Manor Royal's largest available sites (10 acres) has recently been sold. Expect news of other transactions and deals on some of the others.
Former Wingspan Club, Whitworth Road: Permitted change for use as a kidney dialysis centre (CR/2013/0617/FUL).

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

Land south of Hydehurst Lane:

Application to construct a new production facility and offices for Welland Medical (CR/2013/0620/FUL).

53-55 Gatwick Road: Approval to change first floor offices to residential has been withdrawn (CR/2013/0677/PA3).

Crawter's Brook: Creation of a new public park (CR/2013/0681/FUL).

Well trained, well driven, well fit

Why GO anywhere else?

GO Vauxhall, the new name for Vauxhall in Crawley and Horsham, has invested over £1million in a new site in Fleming Way, employing 40 people.

"Vauxhall's investment in the new site demonstrates long term, quality representation in the area for Vauxhall Motors," said Graham Masters, the company's General Sales Manager. "We invite all our neighbours to drop in to see our new site and to see for themselves some of the fantastic deals available."

"The new site complements five existing sites in South London and North Kent and makes GO Vauxhall truly the biggest, newest Vauxhall dealer group in London and the South East," said Graham.



With over 100 years' collective experience selling Vauxhalls, the GO Vauxhall team can recommend the best vehicles and finance solutions for personal and business needs.

GO Vauxhall can supply brand-new or delivery mileage cars with access to over 500 quality used cars, experienced aftersales and service teams, and specialist advice from Vauxhall experts.

The Manor Royal site offers a price match guarantee within 15 miles, as do all Vauxhall sites - ensuring the best deals in the area.

For more details visit www.vauxhall.co.uk or call 01293 853604

Get Crossfit at Manor Royal



Dan Bell and Glen Oliver (pictured) have recently launched Crossfit Crawley to help you meet your fitness goals - right here at Manor Royal - at their newly fitted out facility at Charlwood Court in County Oak Way.

"CrossFit is a strength and conditioning program designed to help people gain a broad and general

fitness that concentrates on constantly varied functional movements performed at high intensity," explained Dan Bell, Head Coach and owner. "But the best way to truly understand the benefits of Crossfit is to show up and give it a go!"

Crossfit Crawley is for people at all stages of their fitness journey and it provides quality training with dedicated coaches in a friendly environment. Dan and Glen are committed to a philosophy of getting you loving exercise and they don't believe in locking people into lengthy contracts.

There's also a special discount available to people working on Manor Royal. So, no more excuses!

Contact Dan Bell on CrossFitCrawley@gmail.com or visit www.crossfitcrawley.com



Ryebrook training award

Ryebrook Resins are the proud winners of the FeRFA 'Trainer of the Year Award' - sponsored by Cobra Insurance Brokers.

Based at the Kelvin Business Centre in Kelvin Way, Ryebrook Resins bring almost 30 years of specialist knowledge and experience to the formulation and application of seamless resin floor and wall finishes. They provide a supply and installation service with no split responsibilities where a highly trained workforce is crucial.

"Training is the key to the future of the resin flooring industry and this award is in recognition of Ryebrook Resins' continuing commitment to training and development of staff," explained Tony Hills, Director at Ryebrook Resins.

As winner of the 2013 Trainer of the Year, Ryebrook Resins has fully

RYEBROOK RESINS



supported the FeRFA Apprenticeship scheme, which has led to real improvements in staff morale and efficiency.

Serving the public, industrial and commercial markets Ryebrook Resins are keen to bring their talented workforce to fellow Manor Royal firms and have put together a special Manor Royal offer to prove it, available on the Offers & Promotions page.

Visit www.ryebrook.co.uk, call 01293 565 500 or email sales@ryebrook.co.uk

Royal noticeboard

Manor Royal Football

Entries are now open for the annual Manor Royal 6-a-side football tournament. The event takes place on the 5th June - before the World Cup starts! Space available for up to 12 teams. Will you get your name on the coveted Manor Royal Shield? See online events page at www.manorroyal.org



Don't get squashed

A new pedestrian crossing is to be installed at the London Road end of Fleming Way to help staff negotiate the road safely, thanks to close working between West Sussex County Council, the Manor Royal BID Company and Elekta. The crossing will be funded from section 106 contributions.



Manor Royal HR Forum - coming soon!

Bringing together HR professionals and those with people management responsibilities to connect, share best practice and receive industry updates from across the Business District, the Manor Royal HR Forum will have its first lunchtime session in May (details to follow). The session will be independently facilitated and hosted by Doosan Power Systems. More details to follow. In the meantime, please get in touch to register your interest. Email info@manorroyal.org



Offers and promotions

There are now loads of offers available to Manor Royal businesses and staff. Are you getting yours? Take a look at the Offers & Promotions page in the Local Life section of our website at www.manorroyal.org. New offers include: Crossfit Crawley (membership discount), Virgin Atlantic Airways (facilities and events offer), GatwickDiamondJobs.com (renewed recruitment discount), Basepoint Business Centre (offers on meeting room hire).

Smart Aviation offer smart office option

Smart Aviation have a part-serviced small office (circa 700 sq ft) available now. Competitive rates. Details available in the news section of the website at www.manorroyal.org or contact Charlotte on 01293 551244 or at charlotte.sobol@smart-aviation.co.uk

Get in touch

Got something to say, share or promote?

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

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