



12.09.08

Good afternoon readers. I hope life on Coastal West Sussex's business parks is treating you well. Please continue to let me know about any exciting news from your business.

Arun Business Awards 2009

Calling Arun Businesses! Have you been nominated or nominated yourself for an Arun Business Partnership Business Of The Year Award 2008?

Winning an award can seriously improve your business and show your customers that they are dealing with a quality company, recognised by fellow business colleagues and the community. Read More...

There are 13 categories to choose from: Small Business of the Year (up to 5 employees), Small Business of the year (over 5 employees), Business of the Year (over 10 employees), New Business of the Year, Business In Education Award, Business Marketing & Promotion Award, Green Business of the Year, Business in the Community Award, Customer Care Award, Training & Development Award, Website of the Year Award, Disability Awareness Award, Sussex by the Sea Tourism Award.

Sussex Newspapers, publishers of the Bognor Regis Observer & Littlehampton Gazette sponsor the awards, which mean great publicity just for being nominated. Arun District Council organise the Awards through the Arun Business Partnership.

The closing date for nominations is 26th September so please hurry! For more information and a nomination form, please download the information from www.arunbusinesspartnership.co.uk or contact Miriam.nicholls@arun.gov.uk in Arun's Economic & Cultural Development team on 01903 713436.

The Awards Ceremony takes place on Thursday 16th October at Butlins, Bognor Regis. For FREE tickets please contact Linda Standley on 01903 713344 or email Linda.standley@arun.gov.uk.

London Calling

What a fantastic two weeks of sport the Beijing Olympics were! We can only hope London 2012 will be equally as thrilling, exciting and inspiring. I spent the last week reading press about the exciting transformations taking place in Stratford, an area where I spent a bit of time as a manager. It is incredible what a previously run-down area will become, and hopefully the legacy it will leave. It really makes me excited to see the opportunities ahead for all us, especially for businesses and people who want to volunteer.

So this is a call to arms if you like. To find out more about how to get involved Read more...

As a business, part of your future planning should be to at least register your business on <https://www.competefor.com/london2012business/login.jsp>; keep checking the www.london2012.com/get-involved and keep your eyes out locally, for sponsorship opportunities at events over the next four years. 2012 is coming. Are you ready?

Attention: Bognor & Littlehampton Businesses Bike To Work Grant Money Available

I have been informed by our grants officer, Joy Bradbury-Ball that there is an opportunity for up to £5k in the form of a grant to be awarded to a business or group, who are interested in enhancing the "bike to work" experience for its employees. This could be for things like bike racks or helmets for example. Read more...

I am looking for ideas from any business or business groups who might want to take up this opportunity. This grant will only be available until the end of October 2008, so please contact me as soon as possible at Christopher.Shephard@arun.gov.uk.

Lancing Business Park Event

Dear colleagues

7 September 2008

As advised in our last note in August we are holding a meeting on 23rd September at Brooklands House on the business park. An important part of the Business Plan was communication and this meeting will enable us to raise the awareness of what we are doing as the BID management team

Meet the current Management team
Project updates from each of the teams
An opportunity for LBP businesses to promote themselves to their neighbours

on a table top exhibition

Identify those businesses who are interested in pooling their purchasing power and create sub groups to manage by product or service

Advise communication method going forward

The meeting will commence at 4pm where visitors can see small table top exhibitions from circa 25 companies from the business park who want to exhibit their businesses. [Read More...](#)

We have then arranged a buffet and wine supplied by Tuk Tuk also from the Business Park this will be available from 4.30pm.

At 5pm the formal presentations will commence which should take less than an hour after which general questions or concerns can be discussed.

The event is planned to finish by 7pm.

If you are interested in attending and or having a table top exhibition please contact Mike Botting.

The cost of the event is being covered by our meeting sponsor for the day Lloyds TSB who will be available to discuss with you any banking needs.

We are also hoping the event will be promoted and covered by Splash FM the business park's preferred local radio station.

Mike Punter
BID Chairman

Finding Brooklands House



**BROOKLANDS
HOUSE**
Marlborough Road

INTERESTED IN PROMOTING YOUR BUSINESS?

Contact Mike Botting email: mikebotting@lancingbusinesspark.co.uk

Back To School – How can your business help?

The new school term started over the last week or so, as I'm sure all of you with or without kids will know! Schools and the education business partnerships are always on the look out to work even more closely with you, the local businesses in the area, especially with the arrival of the new diplomas. Read More....

For more information on how to get involved with one of your local schools, whether as a mentor, work experience or apprenticeships; please contact your local Education Business Partnership Co-ordinator:

Simon Acaster for Bognor Regis & Chichester:
Simon.Acaster@westsussex.gov.uk 01243

Jacqui Scerri for Littlehampton, Worthing & Lancing:
Jacqui.scerri@westsussex.gov.uk 01903 703562

Crime Update

This update comes from PC Wendy Rhodes in Littlehampton:

"There are a few things that have come to light over the weekend (30/31st August) as follows:

1) There has been a burglary at United Response in Fort Road East which happened sometime over the weekend. Something was thrown through the window and an untidy search was made and the offender/s have got away with cash from the cash box. [Read More](#)

2) A van was stolen sometime between 4pm Saturday 30th August and 5pm Sunday 31st August from Riverside Industrial Estate Unit M2, Carparts and Accessories. The van was later found by the owner in Greenfields, Wick.

3) A vehicle was broken into sometime over the weekend whilst parked on the industrial estate at Sawright, Unit 12, Lineside Ind Estate. Quarter light window was broken and entry gained and damage to steering column. Believed attempting to steal the vehicle.

4) Outside Unit 17 Wickham Business Centre, Harwood Road, Wick between 6pm Saturday 30th August and 5pm Sunday 31st August 2008 White Peugeot 205 was stolen. It had been left at the used car sales and was found abandoned in Seaton Road, Wick, it had been hotwired.

With all this in mind, we quite obviously have serious problems here and need for all to be vigilant. Please ensure that all units are aware of this so that they can ensure they are locking up and setting alarms before they leave buildings and for those who do leave cars parked on the estate it would be an idea if they were to be left in a well lit area and not hidden out of sight".

According to the Business Watch system at Rustington Trading estate there have also been a number of attempted break-ins at two separate premises, where windows have been broken and/or doors forced.

Please keep reporting these incidents to the police, follow their advice, and use the Business Watch system to keep your neighbours informed.

Family Business

From an article in The Bognor Regis Journal & Guardian, Wednesday September 10th 2008:

The producers of a prime time BBC Two series, Keep It In The Family, are searching the Bognor area, looking for a family business to feature on their programme.

The series will explore why so few children of business owners want to take over the reins of the companies founded by their fathers and forefathers.

If a suitable family business is found in the area, the film crew will spend weeks in the area, filming the daily life of the family firm. The current owners of the business will be nearing retirement age; unsure of what to do when they retire.

The programme will see a son or daughter, who currently has a successful career elsewhere, return home to take over running the firm for a short period, to see if they're cut out for it.

BBC Two's other business output includes the hit shows Dragon's Den and The Apprentice.

If you own a family business and would like to know more about appearing on this series, call the producers on 01752 727448 or email keepitinthefamily@twofour.co.uk

Who Needs Dragons Den?

If you are thinking of going on Dragons Den to raise money for an exciting start-up or to rapidly grow your existing business, think again. There are business angels in the local region looking to invest in local ventures and other equity and debt funds available for high growth small businesses. The [Enterprise Hub Network](#) can help you with this and other services such as allocating experienced business mentors and helping you protect your intellectual property. Read more...

The Enterprise Hub Network is fully funded by SEEDA to support potential high growth businesses. With funding recently secured to support businesses across the whole of West Sussex, the Gatwick Diamond Enterprise Hub is keen to connect with local entrepreneurs and entrepreneurial companies, particularly in Arun.

Colin Hayhurst, Portfolio Manager at the Gatwick Diamond Enterprise Hub explained how the Hub support their clients: "Most of our clients understand the need to develop a business plan to launch their venture or grow their established business. We help them do that by working with them on their business model, helping them raise finance, assisting them with their intellectual property protection and acting as a sounding board. We can also provide experienced entrepreneurs as mentors and get them assistance with market research and patents. We work closely with a select number of portfolio clients and help them grow their business fast."

A new Hub client in Bognor, [PanoAction](#) is receiving support for their new business that will bring panoramic digital video technology to the film industry. PanoAction innovations will lead to dramatically lowered costs for certain post-production services, whilst enhancing the creative process for producers who want to communicate a dynamic message. If you have seen the recently launched Google Street View you will know about the power of panoramic images. Christian Murray founder of PanoAction is a pioneer in this field and has spent 20 years in the movie industry. Working with leading technology providers, he plans to take this technology to the next level by providing the capability to create high definition interactive panoramic video.

Christian said of the support he is receiving from the Hub: "I have been guided by the Hub with our market research, competitive intelligence and development planning. My experience has matched and even exceeded prior experiences with professional consultants. Specifically, it is the personal attention you receive through the Hub that gives you the confidence to proceed when others are not so sure of your prior experience. The Hub has also provided me with invaluable links regarding specific product development initiatives and potential access to funding. If you think you have the right profile to be a Hub client I would recommend that you investigate the Hub's opportunities. I am excited to be working in the Arun District and look forward to working with the surrounding businesses and government agencies"

If you think you are a suitable Hub client please contact the Hub team on 01293 817700 or 07710 900640 or by email on info@gatwickdiamondhub.co.uk

Expanding Your Horizons: Trading Internationally

An article by David Ripley, Business Development Manager, International Trade Services, Sussex Enterprise.

How many of you read that title and thought, "I don't export or import" or "I wouldn't know where to start"? Did you dismiss it? Or, are you, like many businesses, intrigued by the thought of trading internationally - yet remain wary of the time and effort involved and the risks it might expose you to? Do you read the news headlines and wonder whether the rest of the world holds some opportunities while the UK dallies with recession? [Read More...](#)

A recent study by research company, Step Ahead Research Ltd., showed that most businesses actually started trading internationally because of some sort of prompt. For example, this might have been an enquiry from overseas or an offer to supply components at a good price. Other businesses sell an international service (e.g. freight forwarding, translation). Some businesses started selling abroad because they realised that the UK market wouldn't support a viable business on its own.

There are different risks to trading overseas, for instance language, distance, currency and culture have to be considered. Otherwise it is just like doing business in the domestic market where building a commercial relationship on trust and performance are most important. People buy from people in the main and face-to-face meetings are often the key to success.

When considering overseas trade the key questions centre on customer value – an exporter asks "will someone pay for my goods in Country X?" and an importer "can I get the right quality, cost and delivery from Country Y?" Is it that much different to deciding whether you can sell paper to Newcastle or buy jewellery from Workington?

If you are interested in exploring further contact david.ripley@sussexenterprise.co.uk. Sussex Enterprise is the Chamber of Commerce for the county and provides export documentation and training courses in trade subjects.

RS Couriers Secure NCA Membership

RS Couriers is pleased to announce its membership of the National Courier Association. Not only does this mean their clients now know they are externally checked and verified by industry experts, but it also means they can provide a nationwide service with the same service standards you would expect from your local supplier. RS Couriers new boss, Kate Lester, is speaking on behalf of the NCA at the Courier and Parcel Show at Excel on October 1st and thinks their new membership is a very good thing. [Read More](#)

She says, 'The NCA membership affiliates us with like minded courier companies around the UK extending and enhancing our service provision. We can now collect on behalf of our clients from any major town within 45minutes with the same service levels you have come to enjoy at RS'.

For more information have a look at the NCA website www.thenca.co.uk

For more information about RS Couriers see www.rscouriers.co.uk

British BIDs newsletter

British BIDs news: 8th September 2008

Please find attached the latest British BIDs news, including:

- Hams Hall ballot result
- British BIDs events
- Bb Surgeries
- Industrial BIDs Seminar
- Job Bank
- Ipswich BID enters the Guinness Book of Records

[Read More...](#) (attachment)

Previous Editions

If you're searching for an article in a previous edition of Coastal Business Park news, don't forget you can view pdf versions of all past editions [here](#)...

For more business news please visit www.arunbusinesspartnership.co.uk