



**17.10.08**

Dear readers, what a crazy few weeks in the financial world it has been. And now, sadly I fear we are starting to see some of the effects in the real world. I sincerely hope your business is doing ok, whatever sector you may be in. This edition is picking up themes from the last one, cycling to work, London 2012, and Business Park initiatives. As usual your comments and thoughts are very welcome. I hope you find it useful.

## Free Bike Racks

I'm pleased to report that West Sussex County Council's cycling team has been in touch to pass on to Arun's businesses that this year they have 250 free cycle stands!

West Sussex County Council are willing to supply the cycle stands to their customers, free of charge if they are willing to install them. Companies looking to encourage their staff to cycle to work, will be supplying them with a safe and secure place to store their bike whilst there. Read More...

If any companies would like a stand(s), WSCC ask that they fill in the authorisation form attached, and send it back to them to the email address below. The stands are all Sheffield Stands (<http://www.lisproducts.co.uk/cycle-stands-and-racks/cycle-stands-and-racks-sheffield-stand.htm>) and require cementing into the ground (as oppose to bolt ons), we also ask that the requesting party collects the stands from the area office.

For further information please contact Fiona Baker at WSCC on 01243 777365 or email [Fiona.baker@westsussex.gov.uk](mailto:Fiona.baker@westsussex.gov.uk) There are guidance notes [here](#).

## Bike 2 Work Survey

Sussex Police are interested in your views on cycling to work, as part of a wider project called "The Year Of The Bike". Sergeant Allan of Littlehampton Police is putting in a bid for funding from the Local Area Agreement, to help improve cycling to work for employees. Read More...

This is your chance to have a say about what encourages/discourages you and your employees from cycling to work, and might result in some funding which could help implement suggested changes. Please return your survey by email to me at [Christopher.Shephard@arun.gov.uk](mailto:Christopher.Shephard@arun.gov.uk) or post to Chris Shephard, Economic & Cultural Development, Civic Centre, Maltravers Road, Littlehampton, BN17 5LF.

## Lancing Business Park BID: Trade Show

A few weeks ago, I was fortunate to be invited to the fantastic inaugural Lancing Business Park Trade Show. The idea was created when putting together the BID business plan. One of the projects to be delivered is called Lancing Connect. The idea behind it is to bring the business community closer together, to maximise trading opportunities where possible. The trade show was the first element of Lancing Connect, and by all accounts was a great success. [Read More...](#)

According to BID Manager, Mike Botting, 18 companies from Lancing Business Park exhibited their products and services, with 52 businesses attending the event at Brooklands House. Guests and exhibitors were treated to presentations from the BID team over a glass of wine and food, provided by Tuk Tuk Restaurant, Lancing Business Park's very own Thai restaurant, which is open to the public. Overall it was an excellent event, a great opportunity for businesses to get to know one another, and to ask questions about the BID and future plans for Lancing Business Park. I'm sure there'll be more events and opportunities like these as the BID projects develop over the next five years.

## London 2012 – Free Business Link Seminar

As a result of the fantastic events held in August & September across West Sussex, businesses in Arun are starting to investigate the opportunities presented by London 2012. As you'll know by now, 'Compete For' is the website where you can register your business and apply to be "tender ready".

Although most of this process is relatively straight forward, Business Link have identified that Quality Management Statements are an area where assistance is required. Consequently, Business Link has arranged this free seminar. [Read More...](#)

The event has been organised in partnership with Arun District Council, West Sussex Ahead of the Game and the Avisford Park Hilton Hotel. You will leave the workshop with a draft Quality Management Statement for your business, having covered:

The benefits of having a Quality Management Statement

Why a Quality Management Statement is required for London 2012 and Public Sector procurement

The advantages of progressing to ISO 9001/14001 certification

What public sector buyers are looking for.

To book your place click [here](#) and for other London 2012 business events visit [www.southeast2012events.co.uk](http://www.southeast2012events.co.uk)

<http://www.eventskent.co.uk/ClientApps/Silverbear.Web.EDMS/public/default.aspx?tabid=1536&id=7044&p=&orgId=1&guid=b7693738-1fc4-411c-92e7-f4063df9845d>

Commercial Property

## Brooklands House

As I've mentioned already in this edition, the Lancing Business Park Trade Show was held at Brooklands House, which is a smart, refurbished set of office units at the entrance to the Business Park. Space has been taken rapidly, but there is still some available. [Read More...](#)

Details: There are office suites from 500 to 5000 sq ft available on flexible terms & on a new lease. There is car parking for 200 cars, in a central location. Prices start from £7.50 per sq ft. Tel:01903/767729

## Commercial Property

### Holm Oak, Ellis Square and Own Your Own.

Cluttons Tod Miller is pleased to announce that Holm Oak Business Park in Worthing is now all under offer. This is alongside a recent sale of half an acre of land in Selsey for an office headquarters in Ellis Square. This proves that people are still investing even in these uncertain times.

In terms of available commercial property, the smart Own Your Own units in Littlehampton are on the market with modern units of varying sizes. For more information please contact Cluttons Tod Miller or Stiles Harold Williams.

“More than just a Free Lunch.....”

Come and see how disability legislation can benefit your business

Impact Workability (attachment) is a free supportive local service set up to help people in West Sussex, who have experienced a health difficulty and who wish to look for paid or unpaid work, training or education.

We know that you are busy running your businesses; and as a result this event takes place over lunch on Wednesday 5th November 12 – 2pm, at the Look & Sea Visitor Centre, 63 - 65 Surrey Street, Littlehampton, West Sussex BN17 5AW and hot food will be provided. [Read More...](#)

Speakers on the day will include:

Rustom Tata - Solicitor and Partner DMH STALLARD

Carole Robertson - Diversity Manager The Environment Agency

David Ambler - Employment Development Worker Workability West Sussex

Maxine Thomas - Service Manager

Brandon Walder - Local Employer Partnerships Job Centre Plus

There will be an opportunity to meet with Rustom and other speakers during the networking lunch in the Viewing Tower of the 'Look and Sea Visitor Centre', Littlehampton.

Book Your Place Here (attachment)

## Sussex Enterprise Importing & Exporting Events

I was contacted by Business Development Manager for International Trade at Sussex Enterprise David Ripley, to inform you of a useful event that is coming up.

Read More...

International Business Clinic - India, Tuesday 18th November 2008, Greenacre Court

Sussex Enterprise is delighted to co-operate with UK Trade and Investment South East, to host free Business Clinics for companies interested in trade with India. Graham Snape is the regional champion for India for UK Trade and Investment and has considerable knowledge of doing business on the Indian sub-continent. He regularly leads business groups to the sub-continent and helps companies to develop and implement practical trading strategies.

For further information and to book please click here  
<http://www.sussexenterprise.co.uk/viewPage.jsp?id=7578956>

UKTI: Commercial Officers Visits

UKTI has a number of opportunities coming up to meet with the Commercial Officers from Embassies and Consulates in the following regions: Saudi Arabia, China and the Baltics. For more information on these and other events please click here  
<http://www.uktisoutheast.com/events.aspx?EventType=336>

Booking is made via the UKTI South East website.

For events bookings please email [eventbookings@sussexenterprise.co.uk](mailto:eventbookings@sussexenterprise.co.uk) or call 01444 259 149

If you'd like to receive more event notices about importing or exporting please contact David Ripley at [david.ripley@sussexenterprise.co.uk](mailto:david.ripley@sussexenterprise.co.uk)

For export documentation enquiries please email [export@sussexenterprise.co.uk](mailto:export@sussexenterprise.co.uk)

## Road/Level Crossing Closure @ Woodgate

After weeks of suffering the Arundel Bridge Closure on the A27, and the works at Rustington / Angmering on the A259, there's another closure on the way. Read More...

This is paraphrased from Southern's newsletter dated 09/10/08

As part of the ongoing works at Barnham, it will be necessary to close Woodgate Crossing (A29) from 00h00 Friday morning 7th November, to 04h00 Saturday morning 8th November. Diversions will be via surrounding roads and the A259.

West Sussex County Council & Emergency Services have been notified according to the newsletter. There is a helpline number 08457 114141.

## Lineside/Fort Road/Harwood Road Businesses

Grant Money Available For Flowers

Littlehampton Town Council is seeking grant applications from Business or Community Groups, to take part in the In Bloom Competition. [Read More...](#)

I understand up to £500 is available. This is for business groups in Littlehampton town or Wick only. If you think that the entrances to the business areas on Fort Road, Harwood Road, and Lineside could benefit from this, please contact me and I will help a business group put a grant application together.

## Businesses Wanted – Stoolball Competition

You may think you can't afford the time. You may think that time is money. But, if you're thinking about different team building events, or finding innovative ways for your sales team to work that 10% harder to get you that extra deal, why not think about entering a team in this competition? [Read More...](#)

In the last few months, Arun and Inspire Leisure (the trust that runs Arun Leisure Centre & Littlehampton Swimming Centre), have had two competitions which have been excellent fun and a brilliant team building exercise. Indeed this month, Arun are running a "health at work" month, where we've had everything from massages, to a swimming gala! It really has been fantastic fun, and has all been slotted in to "lunchtime". Now, I know what you're saying "what's lunchtime?" and "You council types don't do any work" but in the Rounders tournament, Moore Stephens took part and had a great time. So one business has tried it, why not enter your business in the Stoolball competition?

So if I've convinced you to enter a team, what are the details? Have a look at this PDF and book your team in today!!  
[http://www.arunbusinesspartnership.co.uk/images/chrissheward/file/stoolball\\_tournament\\_poster.pdf](http://www.arunbusinesspartnership.co.uk/images/chrissheward/file/stoolball_tournament_poster.pdf)

## Employment Opportunity – Senior Position

A fast growing small company based in Brighton, which sells security equipment world-wide, seeks a General Manager to support and drive the growth of the business. This a great opportunity for somebody to take a senior position in a company with much potential. [Read More...](#)

The successful candidate will have strong people management skills and will work closely with the founder and Managing Director.

Do you know anybody who may be interested or suitable? If so please forward them details and/or let me know.

Best regards,

Colin Hayhurst

[colin.hayhurst@gatwickdiamondhub.co.uk](mailto:colin.hayhurst@gatwickdiamondhub.co.uk)

Portfolio Manager, West Sussex  
Gatwick Diamond Enterprise Hub

## Avoid theft be wise to criminal activity

This was sent to me and I thought it might be of interest to you. Although these incidents have happened in other areas of the country, opportunists are operating everywhere. Please make yourself aware of these scams and do what you can to protect your property.

Article from [www.roadtransport.com](http://www.roadtransport.com) 23 September 2008

Drivers, operators and warehouse staff are being asked to step up awareness following a series of carefully plotted thefts. The Freight Transport Association (FTA) has collaborated with the police, TruckWatch and the Joint Action Group On Lorry Theft (JAGOLT) to advise those in the haulage industry of a variety of types of criminal activity they could be confronted with. Read More...

These include:

### False tail-lift alert

A lorry was targeted by a Ford Transit passenger who falsely informed the driver, his tail-lift was coming down along the A303. Switching on a rear-facing camera for reversing, the driver saw no problem and the van then sped off.

### False information gathering

In the West Midlands area, a female impersonated a Vosa telephone worker to obtain details of drivers, delivery times and routes. Vosa confirmed this is not a call they would make.

### Hijack

During a rest break in an A41 lay-by between 8 and 9 September, a Polish lorry driver was assaulted by several men, threatened with a knife and bundled into a car boot. He was abandoned in Kineton, Warwickshire and his cab and semi-trailer were found near to Junction 6 of the M5, but the stolen load has not been recovered. Similar attacks have happened to a number of foreign-registered vehicles. Operators should inform any foreign subcontractors of the importance of following a safe parking practice.

### ID fraud

The Food Standards Agency (FSA) has warned of food distributors being targeted by identity-theft fraudsters in the West Yorkshire area. The culprits obtain letterheads of the legitimate company, change the contact details and then place an order. Before the delivery is made, the driver is contacted with a new address, where the goods are stolen and sold on elsewhere. Companies must get delivery drivers to phone in if the delivery address or schedule is changed.

#### Theft of load

Wine to the value of £50,000 was stolen when two men told a foreign haulier a warehouse was full, suggesting he should offload the 10 pallets to a small lorry nearby. The driver discovered the Hertfordshire theft when he realised the men signed the consignment note in the wrong place. TruckPol claims such crimes are preventable with the correct staff and driver training.

Joanna Bourke

Email at [joanna.bourke@rbi.co.uk](mailto:joanna.bourke@rbi.co.uk)

Powered by Commercial Motor

## Previous Editions

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