



24.04.09

I hope you had a good Easter break if you managed to get away from the business? With the chancellor talking up the economy and the budget due, will this improve confidence out there? Is your business taking advantage of the many free services available? If not, read on - I hope you find the articles below of interest.

Business Link Clinics Places Available For May & June

ARUN DISTRICT COUNCIL
Arun is OPEN FOR BUSINESS

Improve your business at our FREE Arun Business Clinics
Do you run your business or does your business run you

Places at the Business Link clinics are getting filled quickly! There are places now available for 12th May and 21st June. To book Read More...

[CALL BUSINESS LINK NOW ON 0845 6009006 and quote "Arun Business Clinics"](tel:08456009006)

Next Dates: 12th May and 16th June
Venue: Chichester College IT Centre, Littlehampton, [BN17 5AG](#).
Click on postcode for map & directions
Cost: FREE

Arun Business Clinics are open to any business, limited or sole trader that has been in operation for more than two years

Business Link is a national business advisory service funded via the South East England Development Agency (SEEDA). We look forward to helping you help your business.

In the daily challenge of running a business, it's often difficult to take a step back and look at the bigger picture. Just when you should be keeping your eye on the future, the day-to-day challenges take your time and attention away from your vision and plans.

It's so easy to get caught up working in your business, not on your business.

Arun District Council and Business Link have put together a series of Arun Business Clinics. These are designed to offer you a time and a place away from your business to talk over your business concerns, with an independent expert.

These FREE clinics have been designed to provide local enterprises with a face-to-face review with an experienced Business Link adviser. During the session the adviser will share information and ideas to develop an action plan that will help you progress towards your business goals. You can discuss finance, sales & marketing, staffing, operations or regulatory requirements -- whatever is causing concern at the moment. And if you need specialist help or support, the business adviser can help you find that too.

The clinics are being held at Chichester College IT Centre, Littlehampton once a month. Each session will last an hour so that your time away from your business will be kept to a minimum. Four slots are available during that day.

Arun is OPEN FOR BUSINESS

www.arun.gov.uk/business

Make A Perfect Pitch To Pilfer Top Prize!

A first prize package worth £50,000 is up for grabs to the UK small business that can make a perfect pitch and prove they've got the most innovative ideas.

Run by online publishers Sift Media, The Pitch 2009 is a nationwide hunt for the UK's best business brains. [Read More...](#)

Innovative entrepreneurs have the chance to take part in one of five regional heats, where they will put their proposals to a panel of industry experts.

The five winning pitchers - plus one lucky runner-up - will then proceed to the contest's grand final, which will be held in London during this year's Enterprise Week (16-22 November).

They will again be asked to present their ideas in one last bid to win a prize package comprising £50,000 worth of business support, consultancy and products.

The competition is open to entries from businesses that meet the following conditions:

- Are UK based.
- Have been trading for less than three years.
- Employ no more than 20 members of staff.

Pre-start companies are also eligible to enter, as long as they can demonstrate a credible business plan and prove that there is a market for their product or service.

Entries will be assessed against:

- Innovation in at least one of the following areas:
 - Proof of concept.
 - Product delivery.
 - Marketing and PR.

- Customer service.
- Understanding of their market and evidence they have identified a genuine need for their product or service.
- Communication and engagement with customers.
- Sound financial and business management practices.

Interested firms are asked to complete an entry form and register their willingness to compete at one of the following regional heats:

- **Bristol:** 18 May deadline (event will take place 9 June).
- **Manchester:** 25 May deadline (event will take place 17 June).
- **Glasgow:** 1 June deadline (event will take place 23 June).
- **Birmingham:** 15 June deadline (event will take place 8 July).
- **London:** 22 June deadline (event will take place 14 July).

For more information about the competition and to download an entry form, visit [The Pitch 2009 website](#) (opens a new window)

Business Minister Visits Lancing BP

Business Minister Pat McFadden visited Lancing Business Park on April 20th to see at first hand how local businesses are coping with the economic downturn.

During a visit to the park he met with new business Tri-Fab Ltd the Lancing-based metal fabricators who formed after Parent company Kingspan Group, decided to relocate metal fabricators Interlink Fabrications Limited, from Sussex to North Yorkshire in August 2008. [Read More...](#)

Following this decision the management team of Interlink Fabrications decided to look for investment to start a new business that could build on the established relationships, reputation, and supply chain that exist in the South East.

Interlink South Limited commenced trading in mid December 2008. The company's new name, Tri-Fab Limited, is being introduced gradually during the next month.

During the visit to Tri-Fab Limited Mr McFadden said:

"I know that many local businesses are feeling the pressure, as cash flow has become tighter and access to credit has been squeezed. We are facing tough economic circumstances in this country, but talking Britain down will not help anybody.

"There are new businesses like Tri-Fab that are opening their doors - not closing them. These businessmen have seized the opportunity to set up a new company that can build on the established relationships, reputation, and supply chain that exist locally.

"Small businesses up and down the country are the lifeblood of the UK economy. That's why we have taken decisive action to help them and get credit flowing again. It's crucial that businesses understand what support is available to them from banks and the government, and how they can access it."*

Kenny Walker from Tri-Fab Ltd said:

"Thanks to the support of our investors and suppliers we have reversed the trend and opened our doors for business. Now, after only four months, we have resurrected 14 jobs directly and numerous others through our regional supply chain."

* taken from Mr McFadden's website www.patmcfadden.com

Leadership & Management Training @ Chi College

FREE* **Team Leading & Management Training**

Do you employ Team Leaders, Supervisors or First Line Managers?
Do you want these people to improve their skills and quality of work?
Read More...

If 'YES' and you employ 10 staff or less we can provide **Free Training** working towards Team Leading & First Line Management qualifications, certificated by the Institute of Leadership and Management (ILM)

Training can be delivered through workshops, or even at your workplace

Call Mike, Helen or Tessa on 01243 786321 ext 2125 for more information

* Only Registration Fees will be charged. Eligibility Criteria must be met

Young entrepreneurs progress to final of Arun Enterprise Challenge

Students from Arun fancying themselves as the next 'Apprentice' battled it out for the award of 'Most Enterprising School' in the semi-final of a business competition on Friday (20 March). Read More...

But there could only be one winner, and it was the team from Felpham Community College that claimed victory in a close challenge held at Self Storage Space in South Bersted Business Park.

Around 25 students from Angmering School, Bognor Regis Community College, Felpham Community College, and Littlehampton Community School competed for the title in the semi-final of the Arun Enterprise Challenge.

The young entrepreneurs' business skills were tested in a challenge based on the removal industry, with the participants having to demonstrate their ability in areas such as planning, quotations, and numerical problem solving.

Acting as mentors, local business people assisted the students with their challenge. The students work was also judged by two of the local experts.

Chris Shephard, Business Parks Coordinator for Arun, helped to organise the event. He said: "It was a really close-run contest as all of the students put together fantastic presentations. It was clear that they had all put a lot of thought and hard work into their pitches, and it made life very difficult for the judges.

"I think all four schools deserve immense credit for their efforts, but congratulations to Felpham Community College for coming out on top. We now cannot wait to see who triumphs in the final in summer."

One student from each of the school teams will now be selected to go on to the final of the Arun Enterprise Challenge to battle it out for the honour of being named 'Most Enterprising Student'.

Councillor Norman Dingemans, Arun's Cabinet Member for Economic and Cultural Development, said: "The Arun Enterprise Challenge is a great opportunity for young people aspiring to be the next 'Apprentice' or Dragon's Den contestant to show off their skills.

"The enthusiasm and attitude of many of these students really shines through in this type of event, and we will be working closely with them to help nurture their skills and encourage their entrepreneurial instincts."

Based on a successful pilot by Littlehampton Community School, the Arun Enterprise Challenge has been developed by the Arun Business Partnership, Barclays Bank plc, Bognor Regis Community College and the Education Business Partnership.

Open to all young people aged 14-17 years old (or in Years 10, 11 and 12 of secondary education), the competition aims to find the most enterprising school team and individual student in Arun.

Each round sees the remaining contestants face realistic business challenges, with winners chosen at the end of four different stages judged by local business people.

The four teams in the semi-final progressed after excelling in the previous task at the Flying Fortress in Ford back in November 2008, coming up with the best branding and business plans for a new range of footwear.

The final winners will receive their award at the prestigious Arun Business Awards 2009.

UK Corporate Games

You may have heard about the **UK Corporate Games** which this year, is being held in Brighton and Hove from **4 – 7 June**.

The Corporate Games is Europe's largest Corporate multi-sport festival, offering people the chance to represent their company or workplace in one of 24 sports or activities over a weekend of organised competitions. [Read More...](#)

This is a commercially-organised event, which is supported by Brighton and Hove City Council and Visit Brighton, and is expected to attract thousands of people from across the UK and abroad in to the City. There will be athlete parades, parties and celebrations to enjoy, as well as the competitions, plus a Business Enterprise Day to provide networking opportunities.

To encourage you to join in the fun, the SCSPT has negotiated a **10% discount** off your entry fee – but you must book before **6 May 2009** to take advantage! We are also happy to try to schedule free training or taster sessions in advance of the Games, dependant on demand, to give Sussex teams a head-start.

For more information about the games or entry details visit www.corporate-games.com or call **01733 380 888**.

Read the attached letter for more information. Don't delay, sign up today!!

Kind regards,

Donna Imrie | Active & Healthy Workplace Officer

Sussex County Sports Partnership Trust
Registered Office: Sports Development Unit, Dallington House, University of Brighton,
Falmer, Brighton BN1 9PH

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DImrie@brighton.ac.uk | www.sussexsport.org

A chance for workers to contribute to local research on health services!

West Sussex Primary Care Trust (the local NHS) is arranging some discussion groups at local workplaces in April and early May 2009 and is looking for volunteers to take part. The aim of the groups will be to find out how to improve access to the NHS Stop Smoking services for people from routine and manual occupational groups. [Read More...](#)

The research is being carried out by the University of Brighton and will help inform the way stop smoking services are shaped locally. A discussion group will normally need at least six people to attend and will last around forty minutes. A meal will be provided for all participants.

If you think you or your workplace could be a part of this study please contact David Bishop at West Sussex PCT today: Tel: 01903 708640 Email: david.bishop@westsussexpct.nhs.uk

West Sussex PCT and the West Sussex NHS Stop Smoking Service are always keen to continue partnerships with workplaces to support people to quit smoking, either through advice or a programme of stop smoking support. For support to stop smoking for you or your workplace please contact the West Sussex NHS Stop Smoking Service helpline on 01903 708000.

PALLETS

Dear All,

Please can you help? Do you have any spare standard sized, GKN pallets that you could donate? [Read More...](#)

Worthing Borough Council's Parks Department is hoping to launch a waste recycling scheme on the allotment sites in Worthing. It is hoped that pallets will be used to build large central compost bins, to be placed on the allotments and enable their waste to be recycled into compost.

Chris Bradley - Parks Manager is looking for around 3000 standard sized GKN pallets. If you can help, please email Chris at:

Chris.bradley@worthing.gov.uk

Many thanks

Suzy & Tina

*Suzy Bastable / Tina Barker
Economic Development
Tel: 01903 221306*

Scams...

I've had a query from Trading Standards at West Sussex County Council who are seeking information from any business that has been a victim of a scam, or had any attempts made at or on their premises. [Read More...](#)

If this is something you can help with please forward me details of any scams that you've witnessed recently so that I can forward on.

Profile: BAY STUDIO LTD

In these challenging times with businesses changing and sadly disappearing, rumours can circulate. Clare from Bay Studio (not to be confused with companies of a similar name), sent out a press release to their customers this week, letting them know that they are still very much alive and kicking.

Specialising in all types of signage, screen printing and design & print, Bay Studio are based in Riverside Industrial Estate, Littlehampton and are proud Arun Business Partnership award winners.

Clare
Bay Studio Ltd

Tel : 01903 717227
Fax : 01903 730867
W: www.baystudio.co.uk

Profile - Waste Matters UK Ltd

After a strenuous year of hard work and planning waste matters (uk) Ltd is now fully up and running!

Some of you may remember me from my previous employer verdant commercial services, as I have in the past taken part in and conducted presentations at the business partnership meetings, it has been partly through the success at these meetings on behalf of verdant that I decided a year ago that it was my turn!

So here I am, we have two separate divisions at "Waste Matters", the first being a recycling led waste broker offering waste and recycling collection solutions to all types of businesses. The other being Waste Matters Consultancy, where we offer best practise advise on all environmental issues in the work place, as well as working with current waste service providers to maximise your recycling potential and reduce your carbon footprint, and then documenting and reporting the findings along the way. This enables us to produce your bespoke graphs and certificates of carbon footprint reduction!

So watch out for me at a business park or business partnership meeting near you soon!

I would also like to thank businesses around the Arun district who have helped me out in the planning stages of the business.

Your help has been hugely appreciated and your advice has definitely been put into good practice.

Darren Jacks
Waste Matters (UK) Ltd

07519 680080

<http://www.wastemattersuk.com/>

Profile – Solent Interior Systems Ltd

Solent Interior Systems Limited are delighted to announce that they have recently been awarded three standards of accreditation, namely CHAS, the Contractors Health and Safety assessment scheme, Constructionline, the UK register of pre-qualified contractors and ISO 9001, the internationally recognised standard for an organisations' internal quality management.

The recent additions to the SiS portfolio of accreditations follows others with the Safe Contractor Approved organisation, Investors in People and The Association of Interior Specialists. With the company dating from 1991 to the present day, it is not just our wealth of experience that helps us to guide our clients to successful project conclusions but also the regulatory bodies standards that determine our quality when delivering our design, fit-out and refurbishment services.

<http://www.solentinteriors.co.uk/>

0845 658 5330

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