

BUSINESS NEWSLETTER OF



Invest in South Ribble

AUTUMN 2014
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Former deputy prime minister, Lord Heseltine and Edwin Booth,
chairman of the Lancashire Enterprise Partnership.

go to: www.businessinsouthribble.com or call: 01772 625567

It's Happening in South Ribble

Growing Potential

Welcome to the South Ribble Business Newsletter

South Ribble offers:

A great location for business

Good value for money for investors

A great choice of highly accessible business premises

Skills to meet business needs

Contact us to find out more
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30 Years of Exact Abacus

Founded in 1984 with a payroll of just two, Exact Abacus is a true success story for South Ribble.

The family-run e-commerce services business located on Matrix Park has flourished over the past three decades. Founded to service the mail order industry, Exact Abacus has continued to evolve its offering throughout the online revolution and now boasts more than 80 specialist staff across a range of disciplines, including digital marketing, e-commerce and back office software, fulfilment and customer care.

Lee Gregson, managing director of Exact Abacus, said: *"We're really proud of our 30 years in business, it's a huge achievement especially in such a fast moving industry."*

"With the rise of multi-channel selling, we've found our niche and it's serving us well."

Lee Gregson, managing director



City Deal: The Shape of Things to Come



A582 Infrastructure Improvement



City Deal Business Launch

The Preston, South Ribble and Lancashire City Deal is gathering momentum following its official launch this summer.

Agreed between South Ribble Borough Council, Preston City Council, Lancashire County Council and central government, the City Deal includes the creation of more than 20,000 jobs and the building of 17,000 new homes in South Ribble and Preston.

Government adviser, Lord Heseltine, visited the area in June to see the start of the work to widen the A582 in South Ribble, which marked the beginning of the £434m infrastructure improvements cited in the deal.

He said: *"It's fantastic to see the rapid progress that has been made in Preston, South Ribble and Lancashire over the last six months."*

"The City Deal has given the area the opportunity to unlock significant economic growth and leverage considerable commercial investment."

It will provide substantial transport, infrastructure and community improvements and deliver three decades of growth in ten years.

Any short-term disruption caused by works will be outweighed by the benefits of quicker travel times, more jobs and new public facilities and amenities. The development that the infrastructure unlocks will also fund regeneration schemes and improvements in the heart of our towns and villages.

Work has continued to progress on the A582 throughout the summer, with improvements now underway at Cop Lane. Lancashire County Council will also be consulting on a proposed route for a new Penwortham Bypass this Autumn.

The City Deal will provide around £1bn in gross value added and £2.3bn in leveraged commercial investment, whilst the borough's growing skilled workforce and customer base will present new and exciting opportunities for businesses to flourish and grow.

The co-ordination of infrastructure projects across Central Lancashire will also unlock the potential of key 'serviced sites', which will open up new opportunities for companies to invest.

To find out more about the City Deal, visit: www.southribble.gov.uk/citydeal.

South Ribble Home of Advanced Manufacturing



Leyland Trucks' 125,000th LF Takes to the Road

The UK's leading manufacturer of commercial vehicles is celebrating the production of its 125,000th DAF LF vehicle.

Leyland Trucks began producing the model in 2001 and never envisaged the success it would achieve. Having been crowned International Truck of the Year, the LF is now the best-selling model in its category.

Commenting on the milestone, Ron Augustyn, managing director of Leyland Trucks, said: *"We are really proud of this production milestone, the efficiency of our factory and the commitment of all our staff who have made Leyland Trucks one of Britain's most successful manufacturers."*

The LF joins an impressive list of key milestones for Leyland Trucks, which have been achieved during more than a century of truck production and engineering excellence.

Its 60,000 sq m headquarters on Croston Road in Farington is home to more than 750 employees and a 16,720 sq m PACCAR parts distribution centre.

50 Years of the Red Arrows

The Royal Air Force Aerobatic Team, the Red Arrows, has hailed the aircraft they've used to wow crowds for more than 30 years.

The Hawk T1 was first constructed by BAE Systems in 1979 and the Samlesbury-based team continues to work alongside the Red Arrows today to provide engineering support and spares.

BAE Systems is also building the next generation of aircraft, the Hawk T2, which will be used to train the RAF pilots of the future.

The wings for the T2 are built at the company's Samlesbury site with production currently underway for orders to supply air forces in Saudi Arabia and Oman.

Chris Boardman, managing director of BAE Systems' Military Air and Information business, said: *"We're incredibly proud of our long association with the RAF Red Arrows who inspire audiences across the globe with their incredible flying displays."*

The Red Arrows are regarded as one of the world's top aerobatic teams with their close passes and precision flying and are currently in their 50th display season.



Juno Races Ahead

Leyland-based Juno has been acquired by Leeds sports car brand Ginetta, in a move designed to support the manufacture of the Ginetta-Juno LMP3 prototype car.

Founded in 1999, Juno has been developing race cars since 2001. As part of the deal, Juno founder Ewan Baldry, a former Williams F1 engineer, becomes technical director at Ginetta.

Ewan said: *"Juno has worked successfully in sports prototype motorsport and it is great to be moving up the ladder. We are very confident that the Ginetta-Juno LMP3 car will be a force to be reckoned with and clearly it provides another option for the drivers progressing through Ginetta's, already established, route to the top."*



Taranis Passes the Stealth Test

An aircraft described as the most advanced ever built in Britain has completed its latest round of test flights.

Taranis, named after the Celtic God of thunder, has been flown

in a stealthy configuration which made it invisible to radar during trials earlier this year.

The unmanned combat air vehicle (UCAV) was unveiled by aerospace, defence and security firm, BAE Systems, which has a major facility in Samlesbury, in 2010 and completed its first flight last year.

Nigel Whitehead, BAE Systems' group managing director, said the latest flights *"underline the UK's lead in unmanned air systems."*

He added: *"The engineering data gathered from the latest phase of trials will help us develop the stealth technologies on Taranis further."*

Business and Growth

High Achievers

BIBAs Recognise South Ribble's Elite

More than 1,000 of Lancashire's top businesses gathered for the 2014 Be Inspired Business Awards, held on Friday 12 September at the Blackpool Tower Circus and Ballroom.

Of the 19 trophies awarded, it was great to see a number of South Ribble-based businesses honoured on the night.

Conlon Construction scooped Construction Business of the Year, whilst Steve Pearson, CEO for specialist communications company, RemVox Ltd, was crowned Entrepreneur of the Year.

Chemical Innovations was awarded Business of the Year, whilst Eric Wright, chairman of the Eric Wright Group, took home the coveted title of Lancastrian of the Year.

Global chief executive of Saatchi and Saatchi, Kevin Roberts, hosted the prestigious event, with entertainment from Peter Andre.

Phil Bevan, owner of Moss House Farm



Expansion on the Menu

South Ribble catering firm, Moss House Farm, has recruited two new staff members thanks to Boost Business Lancashire's Growth Mentoring scheme.

Founded in 2005 by owner Phil Bevan, the company now boasts a team of five full-time and part-time staff, providing catering services to the region's councils, businesses and private clients.

As part of its ambitious growth plan, Moss House Farm has also recently relocated to a custom-built kitchen to help keep up with growing demand.

Phil said: *"I've certainly felt the benefit of mentoring as it has given me time to step outside the business and look at it with greater objectivity. I really enjoyed the programme and would recommend it to any business that fits the criteria."*

Boost Business Lancashire provides free or part-funded support in areas including mentoring, leadership, access to finance, innovation and skills. It aims to grow the region's economy by £20m and create 1,200 jobs by 2015.

For more information, contact Boost Business Lancashire today on 0800 488 0057 or email info@boostbusinesslancashire.co.uk.

Founder and owner David Kevill



Digital Switch-On for IT Firm

Bamber Bridge-based Inspire Business Training is targeting future growth after taking part in the Lancashire Forum programme.

The company delivers bespoke training in several subjects, including spreadsheets and finance for non-financial people, which enables SMEs to operate their businesses more effectively.

Founder and owner, David Kevill, took part in the programme to develop fresh ideas in order to help grow the business. Following the event, he's creating new training techniques and refocusing the firm's offering to make it even more convenient for clients to improve their skills and understanding.

David said: *"The sessions enabled me to get a productive overview of our service offer, which is that good spreadsheet skills are of enormous benefit to SMEs, enabling owner-managers to save time and improve the accuracy and efficiency of the organisation."*

"We also design and develop spreadsheet based systems and since being involved with the Lancashire Forum we are now increasingly offering cloud based versions of these systems."

The Lancashire Forum programme is part of Boost Business Lancashire. For more information call 0800 488 0057 or email info@boostbusinesslancashire.co.uk.

Fresh Investment For South Ribble



Technology Strategy Board Bolsters Home-Grown Manufacturer

Leyland manufacturer, Torotrak, and machinery giant, JCB, have secured £3.3m from the Technology Strategy Board to work on a £7.3m off-highway vehicle project

The funding was granted under the Advanced Propulsion Centre initiative, which is designed to boost the development and manufacture of new, low carbon vehicle technologies in the UK.

Torotrak is set to receive an expected £1.1m to develop its Flybrid technology during a 30-month mechanical energy recovery project.

Jeremy Deering, Torotrak's chief executive, said: "We are delighted to be working with off-highway equipment market leader, JCB. This project further underlines the broad range of applications for our Flybrid KERS technology, particularly in proving its value in demanding environments and harsh duty cycle applications."

Seven Figure Sum for AK Stainless

A laser cutting business based in Bamber Bridge has bolstered growth and created four new jobs after securing a seven-figure funding package from HSBC.

The company, which is located on Walton Summit Industrial Estate, has also purchased two advanced technology laser cutting machines, which will enable it to offer a greater range of services including the ability to cut tubes and box sections, as well as brass and copper.

Managing director, Tony Baron, said: "This investment was important to the businesses because it means we can do more with existing customers and also attract new business. It's important to invest to stay ahead of the competition and that is something we strive to do."



Do you have a business news story?

Please let us know, email info@businessinsouthribble.co.uk.



Project manager Barry Pearson

A Perfect 10 for Nitecrest

A Leyland-based manufacturer has recruited 10 new staff members thanks to government support.

Nitecrest, which manufactures telecoms, loyalty and gift cards, has also invested in new machinery following a £70,000 grant from the Regional Growth Fund, which will allow the firm to increase output by more than a third.

Barry Pearson, project manager at Nitecrest, said: "The investment will enable us to win more business from overseas and retain existing clients.

"The grant has helped us to invest and reach this point sooner, allowing us to become more competitive in the global market, such as offering an online e-commerce service where start-ups and SMEs can order smaller batches of personalised cards."

Cash Injection for Leyland Travel Website

A Leyland business is amongst the latest to be granted investment by Lancashire County Council's Rosebud Fund.

iknow-UK, which operates an online travel site for holiday accommodation bookings, has recruited six new staff members as a result of the recent cash injection and is currently hiring for another four positions.

Paul Taberner of Enterprise Ventures, which manages the fund, said: "After 11 years in the business, iknow-UK understands exactly what its visitors are looking for. It is able to offer them the widest choice of accommodation and makes it easy for them to book. The Rosebud funding will help it grow the business by further developing the team."



Supporting Local Businesses

Milestone Order for Leyland Engineer

A green engineering firm located in the heart of South

Ribble has secured a £500,000 contract with one of the UK's largest distribution businesses.

Clean Air Power is to provide Sainsbury's with 19 Genesis-Edge, Dual-Fuel trucks, which is in addition to the 100 that the firm already operates.

John Pettitt, chief executive of Clean Air Power, said: "The strong demand for our products is being driven by the expansion of Europe's natural gas refuelling network.

"With further European orders expected imminently and the launch of new products in the US and Russia coming later this year, I am confident that the company is on course to meet market expectation."

Clean Air Power is a global leader in Dual-Fuel combustion technology for heavy duty diesel engines, which substantially cut fuel costs and carbon emissions without sacrificing engine efficiency or reliability.



Conlon Scores £5m Sir Tom Finney Scheme

Bamber Bridge contractor, Conlon Construction, has been awarded a £5m project to revamp a former college into a new campus for Sir Tom Finney Community School.

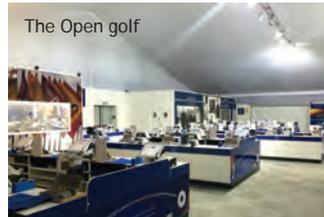


Splash sculpture at Sir Tom Finney School

Opened in 2008 by the late Preston North End legend, Sir Tom Finney School was designed to accommodate 140 pupils with special educational needs.

The move to Ribbleton Hall Drive will ensure the school has specialist facilities to accommodate its current and future needs. This includes a new hydrotherapy pool as well as hard and soft landscaping to the campus, which will feature wheelchair ramps and a sensory garden.

Michael Conlon, chairman at Conlon Construction, said: "We will be delivering this scheme to a tight programme completing in March 2015 to ensure that pupils from Sir Tom Finney School can benefit from the new facilities as soon as possible."



The Open golf

Medal-Winning Performance for Bleep UK

Leyland-based Bleep UK scored a hat-trick during this year's summer of sport by supplying

electronic point of sale terminals for the Commonwealth Games, Brazil World Cup and The Open golf tournament.

Ross Weszka, head of marketing at Bleep, said: "The Commonwealth Games capped off a great sporting summer for us.

"This was another prestigious event which we supplied, further demonstrating that we are the leading provider of event EPOS systems. Our innovative software, coupled with internal laser scanners and integrated payment devices, directly result in faster transactions and a better customer experience, even in the most fast-paced environments."

Established in 1981, Bleep is a supplier, designer and manufacturer of EPOS solutions and touch screen till systems for the retail and hospitality industries.

Channel 4 Appearance for Leyland Advisor

An independent financial advisor from Leyland is to feature in a national TV documentary, after taking to Twitter to voice his concerns.



L-R Greg Heath and Susan Heath

Greg Heath, managing director for Derbyshire Booth Financial Management, grew uneasy over the rise in fraudulent pension switching enquiries, something which sparked the interest of the deputy money editor of the Sunday Times.

Following an appearance in the national broadsheet, it wasn't long before Greg was en route to London for an interview with Channel 4's Dispatches.

Greg explained: "They were all a complete rip-off, with the callers making unfounded promises about how they could give the pension holder a better performing fund by transferring it elsewhere.

"The level of exposure the issue will get will hopefully help stop a lot of people losing serious amounts of their hard-earned money."

The programme will be the first in the new series of Dispatches, to be broadcast in October.

Celebrating Success

THURSDAY LINKUP

Thursday LinkUp

A brand new networking event is here - Thursday LinkUp.

Created for businesses in and around South Ribble, Thursday LinkUp is a chance to get together with other local professionals and entrepreneurs in a relaxed and friendly environment.

Following the huge success of the first event, we're delighted to announce that the next Thursday LinkUp will be held at The Railway Tavern, near Buckshaw Village on 16 October from 5.30pm, with nibbles and drinks included.

You are welcome to turn up on the night, otherwise please RSVP to emmat@writeanglepr.co.uk.



The InBev Trekkers

AB InBev UK Conquers Morecambe Trek

A group of 15 trekkers from AB InBev UK raised more than £2,000 for St Catherine's Hospice after walking 12 kilometres across Morecambe Bay.

It also raised a further £1,400, following its annual family fun day, which was attended by Graham Walton, Mayor of South Ribble.

AB InBev UK works in partnership with Help the Hospices, by giving its employees the opportunity to volunteer at local hospices, with the company matching all funds raised.

Chris I'Anson, brewery manager, said: *"Our dream is to be crowned the Best Beer Company Bringing People Together for a Better World. This means having the best products and people, as well as making positive contributions to the communities we work in."*

"I would like to express how proud I am of everyone at the brewery involved in fundraising activities for St Catherine's, which provides an invaluable service to the local community."

AB InBev UK's Samlesbury brewery employs around 260 staff and operates 24 hours a day, 363 days a year. Brands brewed on site include Stella Artois, Budweiser, Brahma, Bass and Boddingtons.

L-R Professor Malcolm Joyce, Professor Mary Smyth, Professor Andrew Atherton, Eric Wright and Jonathan Rayner



Lancaster University Tops Out

Eric Wright Construction has topped out an £8m engineering building at Lancaster University.

The 50,600 sq ft, two-winged development will house mechanical workshops and laboratories on the ground floor and electronics and chemical engineering on the first floor, with levels three and four providing academic office space, study areas and meeting zones.

Chairman of Eric Wright, a Bamber Bridge-based group, addressed those gathered to witness the ceremony where he recalled another 'topping out' he'd attended just under half a century ago at Lancaster University.

The project is due for completion in autumn 2014.

News in Brief

Baroness Visit for Baxi

Baxi has welcomed Baroness Verma, parliamentary under secretary of state for the Department of Energy & Climate Change, to its Bamber Bridge site who visited to learn more about its latest energy efficient campaign.

Electrical Firm Toasts Pub Takeover

One of Leyland's oldest pubs, the Original Ship Inn on Towngate, has toasted its new occupiers, lighting specialist Chorley Electrical.

Free Wi-Fi at Landmark Hotel

The Macdonald Tickled Trout Hotel in Samlesbury has launched free wi-fi as part of a £1m investment.

South Ribble's Global Sales Star

Congratulations to clinical trials manager Synexus after taking 69th spot in the Sunday Times HSBC International Track 200, which ranks Britain's fastest-growing international sales stars.

A Cut Above the Rest

Congratulations to Georgina Halpin, a creative stylist at Leyland-based Heaven on Earth, after taking third place in the national Goldwell Colour Zoom Challenge 2014.

Job Boost for Morrison's Expansion

Plans to divide the B&Q at Bamber Bridge in two, paving the way for a Morrison's store, will create more than 300 new jobs.

Business and Growth



International Apprentices Visit Leyland Trucks

The UK's leading manufacturer of commercial vehicles has welcomed 23 apprentices, 12 from Germany and 11 from BAE Systems, to its production facility in Leyland.

The German party comprised apprentices from MTU Aero Engines and Airbus and is touring the North West's top manufacturing sites.

As part of the tour, the group participated in a Q&A with Leyland Trucks' design engineers and viewed a 3D CAD demonstration showcasing the use of various technologies employed during the design and development of a truck. The apprentices also got to see the assembly of the firm's award-winning vehicles first-hand.

Ivan Shearer, Leyland Trucks' HR director, commented: *"We enjoyed hosting the visit and were glad to be able to demonstrate the advanced nature of our assembly facility at Leyland."*

"We are sure our visitors left with a positive impression of the skills and capabilities in daily operation here at Leyland Trucks and that they will benefit from the experience."

Leyland Trucks is a £570m revenue business based in the heart of South Ribble and currently employs 16 apprentices, with plans to recruit an additional six this autumn.

Typhoon Injects £10m in Lancashire

The Eurofighter Typhoon, one of the world's most advanced combat aircraft, generated £9.6m in business opportunities for Lancashire companies in 2013.

The figures were published by BAE Systems, which manufactures the units at its Samlesbury site, with final assembly and flight-testing undertaken at its Warton base.

The Typhoon not only supplies cutting-edge technology to the nation's armed forces but also supports a regional supply chain that includes Bamber Bridge-based ThyssenKrup Aerospace, which supplies specialist heat treatments for the project.

Chris Boardman, managing director of BAE Systems Military Air and Information (MAI) business, said the figures underlined the importance of the Typhoon programme to the local economy.

He said: *"When we see one of the RAF's elite pilots take to the air in a Typhoon, it is the collective achievement of thousands of people across the country whose day-to-day jobs make it happen."*

"The programme is supporting highly-skilled people who make our supply chain tick."



Eric Wright Hosts Supply Partner Event



Eric Wright Facilities Management (EWF), a division of the Eric Wright Group, has held its first supply partner event to improve communication and operational efficiencies with its supply partners.

More than 40 leading supply chain partners attended the event, including Ameon Limited, Hyde Flooring and CLC Decorators, gaining insight into how they can improve service to clients and work more efficiently, with the ultimate aim of minimising costs.

Workshops as diverse as partner processes, procurement opportunities, operational procedures and safe working practices, provided all attendees with the opportunity to network and gain a better understanding of the group's future objectives while advancing their knowledge of future procurement opportunities.

Connal O'Brien, managing director of EWF, said: *"We are delighted with the results of the event. We've always worked closely with our supply chain, but this event clearly identifies our intention to work even more efficiently going forward, with our partners proving essential to our business and future growth."*

Supporting South Ribble Businesses

We are pleased to introduce our support for your business in South Ribble.

Jennifer Clough (Economic Development) would like to work with your business to make sure that we and our partners provide the services and conditions that you need to thrive.

In order to help businesses, South Ribble Borough Council offers a range of help free of charge.

We can offer:

Details of local commercial sites and premises

Business networking opportunities

Information on support for business growth

Local training & recruitment provider details

To find out more please contact Jennifer on 01772 625567 or email info@businessinsouthribble.com or visit www.businessinsouthribble.com