

Invest in South Ribble

SUMMER 2014
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Supporting Local Businesses

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
01772 625567



SMEs Benefit from Supportive Business Environment

South Ribble Borough Council provides a supportive business environment for local businesses by offering links to support organisations and funding initiatives to help businesses develop.

Under a new policy small businesses and those in retail premises, such as shops and restaurants, will see a reduction in their business rates.

The reductions came into effect in April 2014. In an attempt to bring empty retail premises back into use, potential ratepayers will be offered a 50 per cent reduction if they take up a retail space which has been vacant for longer than a year.

For more information on business rate relief please call 01772 625238/9.

Expansion Across the Borough



City Deal to Generate Growth

A new City Deal has been agreed to accelerate local economic growth. Building on the success of the first wave of City Deals agreed last year, the Preston, South Ribble and Lancashire City Deal will drive forward local growth by encouraging areas to make the most of their economic assets.

Over a 10-year period, the deal is expected to generate more than 20,000 new private sector jobs, including 5,000 in the Lancashire Enterprise Zone and 17,420 new homes, whilst creating £1billion in economic growth.

The £434m scheme, led by South Ribble Borough Council, Preston City Council, Lancashire County Council and the Lancashire Enterprise Partnership, will make the area one of the most important economic centres outside of London and will act as a catalyst for growth - attracting an estimated £2.3bn of commercial investment.

This will open up new investment opportunities for businesses and provide new markets for goods and services.

Ron Augustyn, managing director of Leyland Trucks, said: "The focus on infrastructure means less congestion for employees. It will mean more houses and attract other businesses to invest here - hopefully more engineering companies to add to the skilled workforce, which will provide a larger talent pool for our recruitment efforts."

Our Website is Now Live!

We are delighted to announce the launch of our investment website, which will give new investors and established South Ribble businesses the opportunity to access support services and find out about the latest news in the borough.

The website, www.businessinsouthribble.com, features a bespoke property search function, enabling companies to find commercial premises through our free investment location service. It will also offer help with business support, training and employment, advice on business regulations and details of support for new business starts.



150th F-35 Aircraft Set Complete

BAE Systems has completed the manufacture of the 150th F-35 rear fuselage and tail set at its military aircraft factory in Samlesbury, Lancashire.

The set, known as AF070 is a Conventional Take Off and Landing (CTOL) variant destined for the US Air Force.

Jon Evans, head of production delivery, F-35 said: "We are now producing aircraft sets at a rate of one every five days thanks to the multi-million pound investment we made in the Samlesbury site, so we're well on the journey to being able to produce at a rate of one a day by 2018. With a potential requirement of 3,000+ aircraft, the scale of this programme is huge, and so is our commitment to deliver to it."

BAE Systems is responsible for the production of each and every rear fuselage and tail set. The company also plays a key role in vehicle and mission systems, life support systems and prognostics health management integration.

Elite Sets Aside £50k for Training

Elite Telecom, a leading unified communications provider based at Matrix Park, Buckshaw Village, has announced a £50,000 training budget in its bid to ensure that the company leads the sector with the most skilled and knowledgeable employees.

The company has already invested significantly in both in-house and external staff training across all departments, differentiating itself in a competitive recruitment market by offering training as part of a wider benefits package.

Matt Newing, CEO of Elite Telecom, said: "Nurturing talent within the business is part of our focus on ensuring we have skilled, motivated and loyal staff across the company."

"Setting aside a sizeable budget for training is a key part of our business development strategy and will ensure we offer specialist services delivered with consistent efficiency."



(L-R) Matt Adamson, group account manager and Craig Fox, senior accounts assistant

TEG is Quids in With Business Acquisition

The TEG group, which specialises in tailored organic waste solutions, has acquired the business and assets of a Devon-based composting operation for a fee of just £1.

The Matrix Park-based company announced it would pay £1 to purchase the Hillbarton site from Glendale Recycling, a subsidiary of Parkwood Holdings. A further consideration of up to £400,000 will be payable if the operation hits performance targets over the next four years.



Places for People Plans Major Expansion

Places for People, a property management, development and regeneration company based at South Rings Business Park in Bamber Bridge has put forward a proposal to expand its current office space.

The business wants to create a three-storey office and conference facility, a gym, industrial starter units and additional parking at their South Ribble facility.

Pat Egan, managing director, Places for People Homes, said: "As a result of the organisation's continued success, plans have been submitted to expand our regional hub. As a major employer in the South Ribble area, the expansion of the site is an exciting prospect."

TEG will be responsible for processing 34,000 tonnes of organic waste per year, with permission to raise this to 50,000 tonnes per year.



Mick Fishwick, chief executive officer of TEG, said: "We are delighted to have acquired this excellent facility from Glendale as the plant fits well from a geographical perspective, whilst giving us the opportunity to service the South West of England."

Driving New Opportunities



Technology Firm Acquired by Canadian Group

Leyland-based Mi Technology Group has been acquired by CSA Group, a Canadian firm based in Toronto with multiple offices across America, Asia and Europe.

The company, established in 1993, provides analysis and consultancy services, testing cars, commercial vehicles and off-highway machines for environmental impact, emissions and engine performance. CSA Group specialises in product certification and testing.

Martin O'Leary, managing director of Mi Technology Group, said: "We are an established and recognised brand in the automotive sector with a history of more than 30 years in the UK.

"By joining CSA Group, we will have the resources needed to expand our automotive testing reach to overseas markets as well as having the ability to build on emerging business in sectors such as aerospace, oil, gas and industrial."



Good News All Round for Clean Air Power

Green engineering company Clean Air Power, based in Leyland, has reported recent successes with increased



Leyland's Torotrak Completes £23m Takeover

Low carbon vehicle technology engineering company Torotrak has acquired Flybrid Automotive Ltd, technology leaders in flywheel-based hybrid systems for vehicles, in a deal worth up to £23m.

The company said the purchase of the remaining 80 per cent of Silverstone-based Flybrid provides a platform for the joint development and launch of Flybrid's Kinetic Energy Recovery System technology for various vehicle applications.

Torotrak, based on Aston Way, Leyland, believes the combination of the two businesses will allow for the development of low-cost, high-performance, hybrid systems for mass market adoption in both cars and commercial vehicles.

As part of the deal, Flybrid's managing director, Jon Hilton, will join the board of Torotrak, along with Doug Cross, Flybrid's technical director, joining the company as chief technology officer.

Jeremy Deering, chief executive of Torotrak, said: "This announcement marks a significant step in our strategy to capitalise on the substantial opportunities in global automotive markets in the next few years.

"The acquisition of Flybrid enables the group to commercialise an affordable hybrid system that the directors believe is capable of mass market adoption."

revenue, development and a new chief financial officer.

The firm develops Dual-Fuel™ technology which enables heavy duty diesel engines to run on natural gas. They saw a 25 per cent rise in turnover following interest in its products in Europe, reporting £9.9m for the year to 31 December 2013 - up £7.9m from the previous year.

Clean Air Power has simultaneously announced its entry into a funded concept development agreement with a global truck manufacturer to develop a dual fuel engine for the South East Asian market.

The company has also appointed a new chief financial officer, Neill Skinner, who

has previously worked in audit and lead advisory roles at global accountancy firms as well as holding positions in strategy and corporate development.

John Pettitt, chief executive, said: "Clean Air Power has delivered a strong performance, in line with market expectations, driven largely by the sales growth of our European products.

"We are very encouraged by the further opportunities generated by our Ricardo co-operation agreement. This will allow us to develop products quickly to address growing global demand that is evident from both manufacturers and operators."

Welcoming New Neighbours

Chestnut Expands and Makes a Move

Chestnut Insurance Services has relocated to Leyland Business Park following the growth of its team and an increase in demand for its services.

The insurance company has moved from its former 600 sq ft office in Leyland to new premises which are twice the size.

The firm, which provides personal and commercial insurance services, has also recruited a trio of new starters including an office administrator and two insurance advisors, taking the total headcount to seven, whilst they are also in the process of recruiting apprentices from Runshaw College.

Jemma Holden, company owner and director, said: "We have had a busy and successful few months and moving to newer and bigger premises gives us the perfect structure to service our clients in what has been a great year for us.

"We are a small, friendly company offering the highest standards of service. The team has a wealth of experience and as a company, we realise that everyone has different needs. We use our years of experience and knowledge to ensure we secure the best deal for each customer."

(L-R) Lesley Hitchman, insurance advisor; Kerri-Anne Peachey, administrator; Keith Powell, insurance advisor; Jemma Holden, director; Nicola Dee, business development manager and Julie Wright, insurance advisor



Manchester Truck Company 'Parks Up'

A Greater Manchester-based truck parts distributor has opened its second distribution centre in Bamber Bridge.

Tranzparts, whose head office is in Radcliffe, has taken a three-year lease on a 6,700 sq ft unit at Walton Summit Industrial Estate.

The company was founded in 1979 and supplies HGV components including brakes, batteries and lighting. It has a turnover of £1.5m and employs 16 members of staff.

Daniel Walsh, director of Tranzparts, said: "We've carved out a good reputation in the automotive parts industry and this has afforded us a solid platform on which to build the business. Our second location needed to be in touching distance of an excellent motorway network and the unit at Walton Summit ticked all the boxes for us."



Trio of Deals at Penwortham Estate

Three lettings totalling 16,600 sq ft have been agreed at Crossley House Industrial Estate in Penwortham.

Haulage and courier company S&L Fastrack has taken 3,600 sq ft for 12 months, Boulton Vehicles Ltd is to take 6,500 sq ft on a three-year deal and existing tenant Redline Coaches has moved to larger 6,500 sq ft premises.

Robert Pinkus & Co acted on behalf of the landlords during the transaction.

Mark Harrison, agency surveyor at Robert Pinkus & Co, said: "Crossley House Industrial Estate is now trading close to capacity with just one 1,800 sq ft unit left to occupy, which is excellent news for the estate and a great boost to the local economy."

Genesis Relocates to Whitestake

Genesis IT, founded in Leyland in 2003, has relocated to a new site in Whitestake.

The firm has moved to 703 sq ft premises at Meadowcroft Business Park, having outgrown its previous location on Preston's Riversway.

Genesis provides IT installation and data management services to clients across Lancashire.

Mike Rushworth, managing director, said: "Location is extremely important to us as we offer a one hour response time to all our clients, so we couldn't move too far away from our previous base.

"Since relocating we have recruited an additional field technician, Peter Snape, and will also be creating a number of roles to support further business growth."



High Achievers

National Recognition for Leyland Opticians

Leyland Opticians, owned by senior optometrist Colin Tonner, was one of four practices shortlisted in the Technology Practice of the Year category at the Annual Optician Awards.

Eye specialists from across the UK attended the prize-giving ceremony at London's Hilton Hotel on Park Lane on 12 April.

Colin said: "It came as both a surprise and a delight to find that firstly we had been nominated for these professionally-recognised awards and then shortlisted for consideration by the judges."

"To have made the final four was something to be immensely proud of and is testament to our investment, which runs to almost £100,000 since taking over the business just over 10 years ago."

The extensive range of technologies in the practice allows for your eyes to be assessed in greater depth. This can result in diagnosis of eye problems up to five years earlier than is possible with standard eye tests.



(L-R) Debbie Jenkinson, technician; Colin Tonner, optometrist; Diane Wildman, manager and Adnan Undre, optometrist



Triple Triumph for Conlon Construction

Bamber Bridge-based Conlon Construction is celebrating a triple award win.

Winning its first ever Gold Award from the Considerate Constructors Scheme, which monitors, grades and rewards best practice beyond statutory requirements, Conlon was recognised for its work on a £2.2m refurbishment project at St Phillips CE Primary School in Atherton.

The firm was presented with a second accolade by the Considerate Constructors Scheme, a Bronze Award, for its £2.2m project to establish a new research and development laboratory at Sika Ltd in Preston.

Conlon has also achieved a RoSPA Gold Award (Royal Society for the Prevention of Accidents) for Occupational Health and Safety. The RoSPA Awards recognise health and safety success and an ongoing commitment to raising health and safety standards.

Michael Conlon, chairman, said: "We're absolutely thrilled to have received two gold awards and are so pleased that our work has been recognised in this way."

Conlon has also taken advantage of funding made available by Lancashire County Council to provide additional shower and changing facilities and a cycle store for those employees who cycle to work. The Sustainable Travel Team offers grants of up to £5,000 for businesses. E-mail sustainabletravel@lancashire.gov.uk or call 01772 530201.



Margaret Smith, council leader

Station On The Right Track

Leyland Railway Station is set for a major upgrade after £3.5m was made available for essential improvements.

Funding will enable the installation of a new footbridge and three lifts, providing access to all platforms for wheelchair users, people with prams and those with limited mobility.

The money has been made available as part of a £100m extension to the Government's Access for All programme, which aims to improve accessibility to the country's rail stations.

The announcement came just weeks after the completion of a new ticket office and other recent improvements at the station, such as new shelters and a CCTV system, carried out by South Ribble Borough Council, Lancashire County Council, Network Rail and Northern Rail.

Provision of lifts was the crucial improvement that South Ribble Borough Council had been lobbying for since 2008, after the authority garnered the support of local businesses and education establishments.

It comes as another huge and timely boost to the local economy, with work moving forward on the nearby Cuerden site at the end of the M65.

The exact schedule for the work has yet to be revealed, although it will be completed within the next phase of the Access For All programme.

Growing Potential



Orvia Has Key to Business Success

Leyland-based Orvia, part of the Enterprise Lancashire group, offers quality, independent help and support to business start-ups and has a proven track record of supporting thousands of individuals and businesses throughout Lancashire.

After leaving a position in the logistics and procurement sector, Tony Bartley decided on a change of career and worked with Enterprise Lancashire's advisors from Orvia to start a business at Worden Crafts Centre in Leyland, run by South Ribble Borough Council.

Tony said: "Working with Orvia has enabled me to set up a business at the centre where I provide art lessons and commission work using my own unique ideas. I would definitely recommend this service to people looking to get on their feet and start up a new business."

New Micropub Opens in Leyland

A disused travel agency on Hough Lane, Leyland, has recently been renovated and reopened as the North West's newest micropub.

The Market Ale House reverts to traditional pub culture serving ales, ciders, wines, soft drinks and snacks such as pork pies and cheese boards without music or entertainment - the ethos being to enjoy a relaxing drink and conversation.

The owners, Alison and Danny Hindle, also run The Railway Pub half a mile away in Leyland.

The micropub is a 'new and innovative' development which is proving popular and having a positive effect on the market area and town centre as a whole.

Sportswear Firm Scores a Hat-Trick

Walton Summit-based international sportswear company, Kukri, has secured three high profile deals to become the official kit provider for Warwickshire County Cricket Club, Welsh Athletics and Team Northern Ireland at the Commonwealth Games.

The deal with Welsh Athletics sees Kukri as the team's official kit supplier until 2019. The kit will be worn by athletes competing for Wales, including school teams and those competing at this year's Commonwealth Games.

The sportswear firm will provide Warwickshire CCC's kit until the end of the 2016 season and is working on a unique design that will win the approval of players and fans alike.

Kukri will also provide Team Northern Ireland with bespoke off-field, leisure and travel kits for the Commonwealth Games. The firm had already brokered an agreement to kit out the England team and is hoping the games in Glasgow this year will boost the brand's profile and recognition.

Phil Morris, managing director, said: "We've seen an awful lot of growth. Our market share in the UK is about three per cent and we're the market leader, so there is huge potential in the bespoke area. In five years we'd like to think we'll be four or five times as big as we are now."

Formed in 1999, Kukri currently employs approximately 150 members of staff.



Phil Morris, managing director

London Calls for Shabby-Chic Entrepreneur

Peppermint Cottage furniture restorers, based on Hough Lane in Leyland, have attended an exclusive event in London on behalf of Santander to showcase their entrepreneurship.

Held at The Science Museum, the event introduced more than 150 small businesses to entrepreneurs such as James Caan from Dragons' Den and Nick Wheeler, founder of Charles Tyrwhitt which specialises in formal menswear.

Peppermint Cottage, which gives new life to old furniture by repainting and restyling the pieces to ensure they are personalised, was selected by the Leyland branch business manager.

Speaking about the event, Karen Swan, owner, said: "We are delighted that the Leyland Santander branch put us forward for this event as we were able to meet other like-minded small business owners as well as many fantastic entrepreneurs, which has helped us to learn from their past experiences."

"The event was a really inspiring day and we left feeling motivated and confident about our future endeavours."



Building on Success

News Update

The Central Lancashire Business Event 2014 will be held on Thursday 2nd October. See www.centrallancashirebusinessevents.co.uk for more information.



(L-R) Daniel Hill, regional fundraiser and Sue Thompson, chief officer at Rosemere Cancer Foundation, Andrew Dewhurst, director; Suzanne Taylor, proposals manager; Allison Lees, PR coordinator at Eric Wright

Flood Project All Wright

Bamber Bridge-based Eric Wright Civil Engineering has recently completed a 64-week project for United Utilities to improve reservoirs in Rossendale.

The £4.8m project saw the business work on the biggest spillway in the UK, a formation which helps water pass over an embankment at a steady rate to protect the local area from flooding.

The civil engineering division is part of the Eric Wright Group, established in 1923. The group has a strong tradition of returning a proportion of its profits to the community through the support of local charities.

The firm was the main sponsor of Rosemere Cancer Foundation's Valentine's Appeal, donating £1,500 to the charity which helped stage the Valentine's Concert as well as a number of other fundraising activities.

Jim Carter, deputy chairman at Eric Wright Group, said: *"The Valentine's Concert was a magical night and we were delighted to support the Rosemere Valentine's Appeal. It is wonderful to know that we're playing a part in helping generate vital funding for projects which support local patients during their treatment."*

£1.2m Runshaw Scheme Nears Completion

Construction work on a new 8,000 sq ft sports annex with eight classrooms at Runshaw College, Leyland, is nearing completion.

Work is being carried out by Conlon Construction, which started on site in October 2013.

The project aims to centralise Runshaw's School of Sport, creating additional space for students and providing ever-improving facilities for young people aged 16-19 who are undertaking further education and vocational courses.

David Sharrock, assistant principal at Runshaw College, said: *"It's been really exciting to see this development come together. This new building will ensure we continue to have world-class facilities for students."*



(L-R) Emma Brereton, account manager; Rachel Mann, PR assistant and Tracy Hargreaves, account director

Marketing Agency Gains Trio of New Recruits

South Ribble-based marketing communications agency, The Write Angle, has recruited three new members to its expanding team.

Tracy Hargreaves, Emma Brereton and Rachel Mann have joined as account director, account manager and PR assistant, pooling a wide range of skills to work across a portfolio of private and public sector clients.

Managing director, Angela Smith, says: *"All three team members bring first-class knowledge, experience and plenty of enthusiasm to an already dynamic team."*

Jobs Boost as Landmark Hotel Reopens

A landmark Lancashire hotel has recently reopened creating approximately 40 full and part-time jobs.

The former Swallow Hotel, on Preston New Road, Samlesbury, has relaunched as The Samlesbury Hotel after a multi-million-pound makeover by its new owners, Manchester-based Squire Hotels.

The Samlesbury Hotel is a modern contemporary four-star hotel with 80 brand new bedrooms, meeting rooms and a main function room accommodating up to 160 people. The venue also boasts a leisure club, bar and grill.

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