

# Invest in South Ribble

SUMMER 2013  
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# Innovation Sets New Standards

## Welcome to 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

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## Lunar Seals £3m Sales at Show

Lostock Hall-based manufacturer Lunar Caravans has announced sales of more than £3m following a recent trade exhibition.

The lightweight caravan specialist said its 'Delta' range continued to perform well thanks, in part, to recent reports that singer Adele had bought one.



Brian Mellor, Chairman and CEO, at the launch of the new Lunar Vacanza Camper Car.

The sales were sealed at the Spring Caravan and Camping Show at the National Exhibition Centre, in the West Midlands.

Lunar chairman and CEO, Brian Mellor, said: "This was a great show for us as it saw Lunar's exciting launch back into the motorhome market. The brand new Lunar Vacanza Camper Car was unveiled for the first time on opening morning to expectant press and public, with the first few sales secured on opening day.

"As well as achieving great product sales, we also have a considerable number of enquiries and test drive requests making us optimistic of further sales in the coming months."

Lunar Caravans was established in 1969 and employs 250 people at its headquarters at Sherdley Road.



## Leyland Trucks to Build New DAF Low Emission Models

Two new truck models launched by DAF are to be built by Leyland Trucks at its modern plant in Farington.

The DAF LF and CF models, which meet new European-wide Euro 6 emissions standards coming into effect at the end of the year, will be built alongside the new Euro 6 XF for long haulage; production of the Right Hand Driver version has already started at Leyland Trucks.

The CF will enter production in the summer, followed by the new LF series in the autumn.

The Euro 6 LF and CF models were launched at the Commercial Vehicle Show in Birmingham earlier this year. They have been developed by engineering teams at DAF Trucks in the Netherlands and at Leyland Trucks. The development programme was the largest ever undertaken by the two companies, both of which are subsidiaries of US truck manufacturer, PACCAR Inc.

Emissions from the new models will be more than 95 per cent cleaner than those under the first stages of the Euro emissions legislation introduced some 20 years ago.

Leyland Trucks operates the UK's only volume truck assembly plant. Significant investments were made in the facilities in order to design and produce industry-leading trucks meeting the new Euro 6 emission standards next to the current Euro 5 model series.

"These new trucks set the industry standard for efficiency and driver comfort," says Ron Augustyn, managing director of Leyland Trucks. "Meeting the new emission legislation in the best way is vital to our continuing success in expanding DAF's presence across Europe where it is the fastest growing truck marque. The LF truck will be manufactured exclusively in Leyland."

Leyland Trucks employs 1,000 people at its state-of-the-art plant at Croston Road, Leyland.

DAF Trucks is the market leader in the UK truck market accounting for almost one in three new trucks sold. All of these are produced at Leyland along with trucks for sale throughout mainland Europe and beyond.



# Jobs Boost for Local Community



Bespoke's offices at South Rings Business Park

## Happy Birthday Bespoke!

Web design agency Bespoke Internet has grown its workforce by almost 60 per cent after relocating to new premises at South Rings Business Park, Bamber Bridge, twelve months ago.

The firm, which relocated from Preston's Riversway in April 2012, established a dedicated training facility as part of the move.

Workshops are delivered to businesses wanting to improve in areas including Google Analytics, Google SEO, email marketing, social media and LinkedIn.

In addition to increasing its staff numbers, Bespoke has also achieved 27 per cent growth in turnover as more and more businesses are requesting products including mobile websites, apps and e-marketing tools, rather than just a website.

Bespoke managing director, Steve Brennan, who established the company in 2001, is forecasting further growth during 2013.

*"The move here has been fantastic. We are in a great location and it has enabled us to offer more services which has seen the whole operation grow,"* said Steve.

*"Last year was extra special as we were a supplier to Preston Guild 2012, which was a wonderful opportunity to profile a historic celebration to a worldwide audience."*

*"This year we're finding businesses want much more than just a website - they want the training and ongoing consultancy to help them get the very best possible results."*

*"Marking our first year at South Rings is an important milestone and it's great that after 12 years we are still seeing double-digit growth year-on-year. It's certainly showing no sign of slowing down."*

To find out more about Bespoke Internet visit [www.bespokeinternet.com](http://www.bespokeinternet.com), tweet @bespokeinternet or call 01772 591100.

## South Ribble Council Teams Up With Waitrose

**South Ribble Borough Council has been working with Waitrose on its new development in the borough.**

The Council supported a Waitrose recruitment drive earlier this year and even hosted a recruitment event for the supermarket giant.

Waitrose's newest regional distribution centre opens in summer 2013 in Matrix Park, Buckshaw Village and the council and partners have been working with the retailer to find local talent to work at the site.

More than 600 jobs were up for grabs and the council was keen to ensure the development benefited the local community in and around the local area.

## Local Businesses Supporting the Community

**Leyland-based Mattefinish Photography and David Cowburn Funeral Directors have both raised money for Rosemere Cancer Foundation.**

Matt Langton, who launched Mattefinish Photography, based on Towngate, Leyland, in March 2010, decided to celebrate three years in business by supporting the charity and raised £1,000 with an exhibition and celebratory dinner.

Matt explained: *"I have been doing quite a bit of work with Rosemere, so what better way to celebrate the third anniversary of Mattefinish than an exhibition to support the charity?"*

David and Suzanne Cowburn, who set up David Cowburn Funeral Directors in March 2012, donated £200 to the Cancer Foundation.

David said: *"We are very grateful for the start we have had in our first year of trading and this is a way of giving something back. Rosemere does great work in research, providing equipment and improving lives, and we are happy to help however we can."*



David and Suzanne Cowburn

Location, Location, Location

# New Facility Delivers Business Growth



North West Projects new offices in Buckshaw Village

## Chemical Reaction in Matrix Park

North West Projects, a Chorley firm that provides mechanical design services for the nuclear and chemical industries, will relocate to Matrix Park, Buckshaw Village this summer.

The company is currently constructing a new 30,000 sq ft building that will house 150 of the company's specialist technical designers. The move will create 60 new jobs in the area over the next three years.

North West Projects worked closely with South Ribble Borough Council to identify a suitable site for the building and navigate the planning process.

Providing the ideal base to help the business grow, the new facility will include state-of-the-art IT and security systems to enable the company to work on high security work for military sites. It will also feature a café, conference facilities, a gym and meeting spaces.

Frank Dalton, managing director at North West Projects, said: "We are all very excited about moving into the new facility and are delighted at the support we have received from the council and our bank who have shown great confidence in our plans."

Internationally-renowned sculptor Charles Hadcock has been commissioned to install a sculpture for the site, which will be his first piece displayed in the North West and has been manufactured in South Ribble.

North West Projects has set aside 10,000 sq ft to lease to other companies and is hoping to attract businesses with a nuclear or technical focus. The company has also secured planning permission for a further 20,000 sq ft on the site.

North West Projects has grown in the past six years from 20 to 160 staff and now has a turnover of £12m.

## New Facility on the Rise

The Dr. Oetker Group has announced that the re-development of its Leyland manufacturing site is progressing well. Due to be fully operational during 2013, investment for the new production facility is part of a three-year programme that will secure the future of the site as a centre of excellence for the Dr. Oetker Group and cement its long-term viability.

A statement from the firm said: "Ultimately, the increased production capacity will safeguard hundreds of jobs and also create new ones."

South Ribble Borough Council, working together with Jobcentre Plus and Preston College, is supporting the new development and the recruitment and training of staff.

## £12m to Open Up Enterprise Zone

Lancashire Enterprise Partnership has submitted a bid for £12.4m of government funding to open up access to BAE Systems' site at Samlesbury.

The funding would pay for a new entrance to the site off the A59 Whalley Road as well as further new roads to support the development of buildings on the site.

If the bid is successful, work on the new buildings is expected to begin in 2014.

The Lancashire Enterprise Zone spans 150 hectares of land at BAE Systems' globally-renowned Samlesbury and Warton sites. Companies that relocate to the zone will benefit from flexible support from the public and private sectors, simplified planning regulations and government-backed tax relief on business rates.

The zone is expected to create 6,000 new jobs by 2015, with a further 6,000 in the manufacturing supply chain.

Meanwhile, the deputy chairman of Walton Summit-based Eric Wright Group has been appointed to the board of the Lancashire Enterprise Partnership, the driving force behind the Enterprise Zone.

Jim Carter, deputy chairman of the Group (pictured below), replaces Mike Appleton, chairman of the Fylde Coast Economic Development Company.





Location, Location, Location

# South Ribble Attracts New Investment

## Full Speed Ahead at Torotrak

Torotrak, the Leyland-based company that develops technology to improve transport efficiency, has agreed a £6m licensing deal and acquired a 20 per cent stake in a Midlands-based business.

Indianapolis-based Allison Transmission paid £2m in March, with a further £1.4m payable in July 2013 and £2.6m in March 2014 for perpetual exclusive rights to use Torotrak's main drive transmission technology in the commercial vehicles market. The company also bought additional shares in Torotrak, raising £2.5m.

Torotrak has also invested £3m to acquire a 20 per cent stake in Nottinghamshire-based Flybrid Automotive, which makes hybrid energy storage devices based on high-speed flywheel technology for Formula 1 and mainstream vehicles.

The deal includes an exclusive option to acquire the remaining 80 per cent of the company by December 2013.

Torotrak CEO Jeremy Deering said: "The announcement of the Allison agreement, and our investment in Flybrid, represent collectively an important milestone and I believe a true turning point for the company."

Torotrak CEO, Jeremy Deering  
Torotrak's Flybrid's flywheel technology (inset)



## Hawks Contract for Samlesbury

Production is underway on a new fleet of specialist training aircraft at BAE Systems' factory in Samlesbury.

BAE Systems was commissioned to produce 30 Hawk Advanced Jet Trainers following orders from Saudi Arabia and Oman.

The wings of the aircraft are being built at Samlesbury, with the final assembly and testing taking place in Warton. The first finished aircraft will fly from Warton in 2015.

The plans mean Lancashire is now home to three major BAE Systems production lines: the company's Eurofighter Typhoon is assembled in Warton, with production of the F-35 stealth fighter taking place in Samlesbury.

A new production line with an overhead monorail system was added to the F-35 facility in October, taking the company's total spend on machinery connected to the aircraft to £150m.

BAE Systems has also announced that it will recruit 387 engineering and business apprentices across its UK business in 2013 - 60 more than the previous year.

The new recruits will join the company's five-year Higher Apprenticeship Programme, which combines on-the-job training with the opportunity to study for degree-level qualifications.

Chris Allam, senior vice-president for the F-35 project at BAE Systems, said the development would add another state-of-the-art element to the F-35 facility.

He said: "Less than six months since completing the extension to this world-class facility, we have now got a world-class assembly line to go with it. As far as manufacturing goes, this puts us right at the top of the premier league."

## Law Firm Upgrades to New Offices

Marsden Rawsthorn Solicitors has relocated its Chorley team to more modern, larger offices at Matrix Park, Buckshaw Village.

Debbie Pettitt, chief executive said: "These new premises provide much more flexibility for our growth. They also make us more accessible to our clients in Chorley and Leyland and the surrounding areas, and this location is well placed for the motorway networks if people are travelling from further afield."

The new premises also offer a modern reception area and plenty of free parking for visitors.

The firm employs 85 staff across its two offices in Preston and Buckshaw Village and offers expertise in all aspects of law including business & commerce, property, dispute resolution, family law and wills & administration of estates.



# Winning Performances



New members Alex and Louisa

## Buckshaw Village PR Company Expands Team

Award-winning Buckshaw Village-based agency, The Write Angle has added two new members to its expanding team.

Alexandra Blundell and Louisa Austin have joined as account director and account executive respectively, pooling a wide range of skills to work across various business to business, consumer and public sector clients.

The appointments follow several new client wins for the agency which has scooped up multiple business and industry awards in recent years. Managing director Angela Smith says: "Both new team members bring first-class experience and plenty of enthusiasm to our already dynamic team."

"As a company we are already in a period of growth; the new appointments not only enable us to add the best possible value to our existing clients but have equipped us to continue expanding into new markets."



Olympic stamps produced by B&D Print Services

## A Job of Olympic Proportions

A Leyland printer put in a gold medal-winning performance last summer when it was commissioned to produce commemorative stamps for the Olympics.

Royal Mail enlisted the help of B&D Print Services as part of its ambitious project to produce a commemorative stamp for every team GB gold medal winner.

Each time a triumphant GB athlete crossed the finish line, the company worked through the night to ensure the stamps were ready for customers to buy the next day in 84 post offices across the region.

On Super Saturday, when Team GB came away with an awe-inspiring six gold medals, the B&D team worked until 1.00am to complete the printing of the stamps.

## Beeston Manor Upholds its Five Star Rating



Julie Bickerstaffe-Smith, Beeston Manor

South Ribble Environmental Health Team offers extensive support to local food businesses in the form of advice and visits. The team works to help businesses achieve high standards of hygiene, which attracts customers and helps businesses to thrive.

Beeston Manor, Hoghton, recently achieved another five star-rating for food hygiene following an unannounced inspection by South Ribble Borough Council. The privately-owned manor retained its impressive five star rating and as a result inspection visits have been reduced.

The family-run business set in 140 acres of land can hold wedding ceremonies and receptions, has a restaurant, two function suites for events and 14 en-suite bedrooms. The Grade II listed barn has been restored and converted by the Bickerstaffe family with exposed stone walls and beams.

Co-Owner and Director of Catering, Julie Bickerstaffe-Smith said: "We are delighted to receive another five star rating. As inspections are unannounced, it is very important that we are consistent in achieving high standards at all times."

## Top Job for Karen at Careers Body

Karen O'Donoghue, chief executive of Leyland-based social business The Via Partnership, has been appointed president and chair of a new professional body for the career development sector.

The Career Development Institute (CDI) was created as the successor to a group of professional bodies including the Institute of Careers Guidance.

Karen said the CDI would focus on providing a strong and coherent voice for career development and finding better ways to measure the social and economic impact of the industry.

The Via Partnership works with public, private and third sector organisations in areas such as workforce development, redundancy transition and business growth. It also provides careers information, advice and guidance for young people and adults.



Karen O'Donoghue, The Via Partnership



# Celebrity Success

## Bring on the BIBAs

Six South Ribble businesses have been shortlisted for the 2013 Be Inspired Business Awards (BIBAs).

Founded 12 years ago, and now organised by the North & Western Lancashire Chamber of Commerce, the BIBAs recognise business achievement in Lancashire across all business sectors.

Leyland's Bleep UK, which designs and manufactures electronic point of sale (EPOS) systems for the retail and hospitality sectors, has been shortlisted in four categories: Manufacturer of the Year, Entrepreneur of the Year, Small Business of the Year and Business of the Year.

Leyland's Ainscough Training Services and NSG Environmental, based in Chorley, have each been shortlisted in three categories.

Business Insight3, a security company based in Bamber Bridge, has been shortlisted in the Service Business of the Year and Creative Business of the Year categories.

QED Ltd, a CCTV equipment manufacturer in Bamber Bridge, and Mad Science North West, a science communication company based in Walton Summit, have each been shortlisted for two awards.

The awards ceremony will take place at Blackpool Tower on Friday 20 September.

## Stepping Up the Pace

An independent shoe retailer based on Towngate in Leyland has won free press coverage and mentoring support after being recognised in a national competition.



Paces and Laces

Paces and Laces, a children's shoe shop offering a professional and friendly fitting service with a large range of brands, was selected as a regional winner in the Local Business Accelerators competition.

Regional winners receive a free advertising campaign and support from local mentors, with one overall winner then selected to receive support from Dragons' Den star Deborah Meaden, an ambassador for the competition.

Isobel Pickering, owner of Paces and Laces said: "We are delighted to have won an award and to be recognised for the hard work we have put in over the last two years. We are passionate about offering great quality products and service so this is a fabulous achievement."



Ghostwalker, Simon Entwistle

## Top Honour for Spooky Simon

Samlesbury Hall's resident ghost walker was shortlisted for a major national tourism award earlier this year.

Simon Entwistle, who leads the hall's popular Spooky Sunday tours, was one of 10 finalists in the running for Tourism Superstar 2013.

The competition, run by the national tourist board Visit England and the Daily Mirror, aims to recognise an individual "who makes breaks in England extra special and goes above and beyond the call of duty to offer visitors a priceless experience".

David Curtis-Brignell, chairman of English Tourism Week, said: "The search for Visit England's Tourism Superstar 2013 unearthed some real unsung heroes of the industry."

The tours are part of an expanding local offer to attract visitors into the area and grow the visitor economy.

## National Recognition for Constructors

Two South Ribble-based construction firms have been recognised for being considerate constructors, returning home from the National Site Awards with six trophies in tow.

Conlon Construction and the Eric Wright Group are both members of the Considerate Constructors Scheme, a national initiative with voluntary codes of practice to enable firms to ensure they are sensitive to the environments, communities and neighbourhoods in which they work.

Recipient of an impressive four awards, Conlon Construction was recognised for its work at Laneshaw Bridge Primary School in Colne (silver), Capernwray Hall (bronze), Eccleston Health Centre (bronze) and Sandbach School in Cheshire (bronze).

The Eric Wright Group received two accolades for its work at St. Mary's Catholic College in Blackpool (bronze) and Bolton One community leisure centre (bronze).

It's Happening in South Ribble

# Supporting Local Businesses

## Festival Brings Penwortham to Life

A brand new arts festival celebrating local music, poetry and drama took place in Penwortham this spring.

Penwortham Live, held on Friday 12 and Saturday 13 April, attracted more than 1,500 people to events including live music, plays, art, crafts and children's activities at 17 venues across the town.

Festival-goers paid £5 each for a wristband to allow them entry to all events. Participating venues included the Fleece Inn, Slice of Sicily, the Cow Shed, Penwortham Library and the Aphrodite Health Food Store.

The festival was organised by the Creatives Network, a non-profit organisation that aims to bring together creative people across the North West, with the support of South Ribble Borough Council. It was based on Leyland Live, a similar event held in July 2012.

Nigel Stewart, co-ordinator of the Creatives Network, said: *"It was staggering. Normally, on a Friday or Saturday night, Penwortham is dead. Suddenly this sleepy urban area was full of people and all the ATMs were empty by the end of the weekend."*

*"It was a great boost for local businesses and the people who came loved it. On the Friday night you couldn't physically get in the local pub and they very nearly ran out of beer. It was a tremendous atmosphere."*

This year's Leyland Live will take place on 5 and 6 July.



Leyland Festival in full swing

## American Dream in Leyland

This year's Leyland Festival takes place on 15 June and will have an American theme, with visitors invited to try their luck on a surfing simulator and sample food and drink from across the pond.

There will be a parade through Leyland town centre, children's activities, a dog show, classic and current vehicle displays, craft stalls and live entertainment. There will also be food challenges, wild west fun and "Bake Off USA".

The festival offers a good opportunity for businesses to raise their profile, attract new customers or try out a new business idea.

Organised by the Leyland Festival Committee and supported by South Ribble Borough Council, the Leyland Festival attracts thousands of people to the town every year to enjoy live performances, shopping and museum events.

Local businesses and organisations, such as APC and Leyland Rotary, work together to make the festival a success and to support local charities including Sue Ryder, Galloway's and Rosemere Cancer Foundation.

## Supporting South Ribble Businesses

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

Our Economic Development Team at South Ribble Borough Council 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](mailto:info@businessinsouthribble.com) or visit [www.businessinsouthribble.com](http://www.businessinsouthribble.com)