



# Park Life



...working together to build a strong business community

Produced in association with Sutton Winson DECEMBER 2013

## Festive greetings from your Chairman

As 2013 draws to a close we reflect on the continuing success of Lancing Business Park and its members.

We have had a very successful year in negotiating the BID to continue for another 5 year period and appointing our new co-ordinator Linda Stopp. The signage project has been completed and I am sure you will agree that this is proving a huge success. Thank you for the role you played in helping to complete this valuable project and it has been a good way of getting members to value and care for their environment.

The challenges for 2014 will revolve around achieving more, with less but we are in a good position to work on behalf of our members and the environment of Lancing Business Park. In line with our business plan we will be focusing **ON CLEAN UP**,

**SAFE, ACCESS AND CONNECTED.** If you have any constructive ideas on how we can achieve our aims then please do not hesitate to contact myself or our co-ordinator. I would like to wish you on behalf of Lancing

Business Park Committee a peaceful and relaxing Christmas and a prosperous New Year and please spare a thought for those having to work over the festive period.

Mike Punter, Chairman



## Are you ready for Winter?

Lancing Business Park Ltd does not have a statutory duty to deal with snow and ice and we unfortunately do not have the resources to make a commitment to provide a snow clearing service.

What we hope to do therefore is to encourage and facilitate self help as far as possible and to liaise with other authorities and agencies.

Objective responsibility for salting and gritting roads and pavements rests with West Sussex County Council (WSCC). However, they have

to prioritise when the weather deteriorates, and depend upon local businesses to take responsibility for maintaining access within the LBP.

### Legal Advice

Throughout the country people have been hesitant to clear snow because of fears of litigation if someone should slip on the treated area. This was raised at numerous forums during 2010 and the consensus appears to be that common sense should

prevail. The Ministry of Justice issued a letter during the first half of 2010 which states: "The prospects of a person who volunteers to clear snow from a pavement being successfully sued for damages by a person who subsequently slips on the cleared area and is injured are very small".

Direct.gov 2010

Live link, click here: [www.westsussexhighways.org/pages/winter-maintenance](http://www.westsussexhighways.org/pages/winter-maintenance)



# First impressions are so important...

It's a simple adage that we all know, but at times tend to overlook.

Sometimes in business, the people on the ground are so busy trying to meet the needs of new and existing clients, that they forget the basics; what impression does your building give to people when they first walk through the door?

Fortunately whilst fundamental to your business' success, it's a matter that is easily resolved.

Core Cleaning Services are a new company to the area, we offer a wide range of services, Offices, Shops, Workshops, Warehouses, Builders cleans, if it can be

cleaned we will clean it! Core Cleaning Services specializes in commercial cleaning services; from the small office right through to prestigious Head Office and multi site buildings.

A wealth of industry experience is backed by a strong ethos in delivering a truly quality service. Key to achieving this is the considerable emphasis placed on staff welfare; ensuring employees are motivated to carry out their work to the highest level. With this broad range of services and it's dedicated employees, Core Cleaning Services are the ideal choice for all your commercial cleaning requirements, whether you need general office cleaning, intensive "deep cleaning"

Drives and car parks or specialist services.

Why not call 01903 763100 now to find out how Core Cleaning Services can ensure you make a good impression first time, every time.

Live link, click here: [www.corecleaningservices.co.uk](http://www.corecleaningservices.co.uk)



# Downlands Packaging shortlisted for Manufacturer of the Year Awards 2013

Downlands Packaging Ltd, designers and manufacturers of packaging, based on the Lancing Business Park have been short listed for this prestigious award.

Having been nominated by the manufacturers of the their management system who carried out a case study on Downlands use of the system. The case study was picked by the judging panel to put Downlands in the short list of only 6 companies nationally.

On 3<sup>rd</sup> October Maurice Lee (M.D of Downlands Packaging) attended a final

judging day at Birmingham University where he had to put his case before a judging panel of:-

Peter Thorne - M.D of Cambashi Consultants  
Steve Whittle - Head of Finance Systems and Data Improvement at Rolls Royce  
After the presentation, Maurice had a 30 minute questions and answer session with the judges.

Downlands have done tremendously well to win through to the final against very high calibre opposition.



**downlands**  
**PACKAGING**

# GrEnergy: Renewable Energy Specialist



Established in Commerce Way in 1996, GrEnergy install Solar PV, Solar Thermal, Heat Pumps and Biomass systems for both Domestic and Commercial properties. We are Accredited under the Government Microgeneration Scheme (MCS) enabling access for our customers to Payment Schemes such as the Renewable Heat Premium Payment, Renewable Heat Incentive and Feed-in-Tariff.

Solar PV generates electricity. Your electricity supplier pays you for all the electricity you generate. This electricity is free to use, and you even get paid for what you don't use. Payments are made for 20 years, with payback typically within 7 years.

Biomass Boilers use log, pellet or woodchip to generate heating, sanitary and process hot water. Biomass fuels are significantly cheaper than fossil fuels. Based on your heat usage, the Government will make quarterly payments (commercial for 20 years, domestic, 7 years). Payback is often within

4 years. For the remaining years, the heating system will provide a net income rather than being a cost to the business.

Installing Biomass Boilers or Solar PV achieves lower carbon emissions on your Energy Performance Certificate and Display Energy Certificate. Biomass fuels are not considered part of an organisations' carbon emissions, reducing exposure to Carbon Reduction legislation.

Finance Companies understand the financial benefits of these commercial Government schemes and we can help you find finance to fund these projects on a 'no up-front cost' basis.

For domestic properties, payments are also available for heat pumps - the "green equivalent" of a boiler.

Sounds too good to be true?

The Government has made commitments

to reduce our carbon footprint; offering a financial incentive for renewable energy. This is relatively cheap and quick way for them to achieve Carbon Reductions and is much quicker, cheaper and probably more popular than building a nuclear power station!

Live link, click here: [www.greenergy.co.uk](http://www.greenergy.co.uk)  
01903 753500



# Auto Enrolment: are you ready?

Auto-enrolment Workplace Pensions are being phased in from October 2012 to 2018. This will require employers to automatically enrol eligible employees into a workplace pension scheme and to make contributions into the scheme for those workers unless the employees actively choose to opt out. Doing nothing is simply not an option.

Auto-enrolment and workplace pension reforms will affect every single employer in the UK. To successfully meet the challenges

of Automatic Enrolment you'll need to make a number of key decisions. IEP Financial is here to assist you in planning and implementing a cost-effective pension scheme for your business.

### Where do I start?

Provide us with your PAYE reference number and number of employees as at April 2012. A summary report will then be sent to you free of charge giving you an overview of what you need to do and by when.

Whatever your business needs, IEP Financial are here to help and will be delighted to offer a free no obligation review of your business succession planning, continuity risk and your auto enrolment pension requirements".

We are committed to offering appropriate and unbiased independent financial advice to all our clients and are authorized and regulated by the Financial Conduct Authority (FCA).



# Council sign historic agreement with Rabbit Group

Following a successful trial and subsequent tendering exercise Adur and Worthing Councils have signed an historic agreement with Rabbit Group to continue their partnership to recover energy from commercial waste for a further two years. This groundbreaking trial enabled the Councils to fulfil their commitment to recovering more value from their commercial waste and the pledge to reduce dependency on landfill as a disposal method.

The trial has enabled the Councils to freeze prices for the commercial waste collection service for a period of two years regardless of the effect of landfill tax increases. The price freeze has already been the equivalent of a 5% reduction in prices in real terms. Against the backdrop of the challenging economy this has provided local businesses with help to keep their overheads down while also improving their green credentials.

The Councils are diverting 5500 tonnes of waste through the Rabbit energy from waste plant, based in Chartwell Road in Lancing amounting to 10% of the plant's input.

Approximately 155 return journeys from Worthing to Horsham are being saved as a result of not landfilling this waste, amounting to 7500 miles or the equivalent of driving from West Sussex to New York and back. Rather than being landfilled this waste is also being used to power approximately 800 homes.

Councillor Keith Dollemore, Adur's Cabinet Member for a Clean and Green Environment, said: "Our continued work with Rabbit Group to get more value from commercial waste is good for everyone. It helps the environment by not burying the waste, offers better value for our customers and supports a local business." Councillor Clive Roberts, Worthing's Cabinet Member for a Clean and Green Environment, said: "I welcome this agreement as it paves the way for what could be a very exciting future for the Council's commercial waste service. I am pleased that the collected waste is being put to good use rather than just landfilled. We welcome the efforts made by Rabbit to accommodate us and hope that the experiment proves to be as

successful as early indications suggest."

Greg Blurton, Managing Director of The Rabbit Group said: "We are delighted to have signed this agreement with Adur & Worthing council. This deal will see approximately 5500 tonnes of waste collected from local businesses come into our local facility in Lancing, rather than being transported miles to landfill sites either within or out of the county."

When deposited at the £15m Rabbit facility, the waste will be processed through the Materials Recovery Plant where any recyclables will be removed for re-processing. The majority of the remaining waste will become biomass fuel for Enviropower, the Renewable Energy division of Rabbit. Here the energy contained in the fuel will be released to generate high pressure steam which will drive a turbine generator set producing sufficient "green electricity" for approximately 8000 local homes. It is anticipated that more than 98% of the waste delivered will be recycled or recovered and therefore diverted away from landfill.

Complementing their existing and long established Commercial and Residential Property departments, Bennett Griffin now offer specialist services in residential lease extensions and Leasehold Enfranchisement.

Clients often do not realise that residential flat leases require a certain number of years remaining unexpired in order for banks or lenders to be prepared to advance mortgage funds. Typically residential leases will be granted for terms of 99 or 125 years initially. However when lease durations drop to 85 years remaining or less, then securing mortgage funding becomes more difficult, if not impossible, impacting in turn on the saleability of the flat.

Providing that a flat has been owned for more than two years, owners will usually have statutory rights available for them to demand a new lease of 90 years plus the residue of the former duration. The lease

will be granted in return for the payment by the owner of the flat to the landlord of a premium, the premium being calculated on a set valuation criteria which means that the amount of the premium increases proportionately as the term remaining decreases.

Bennett Griffin can help clients navigate this highly technical and challenging area of law for both landlords and tenants by preparing Statutory Notices, assisting with negotiations and if need be by conducting proceedings before the Leasehold Valuation Tribunal.

In addition, Bennett Griffin can also assist Landlords and Tenants where the tenants are attempting to either purchase the freehold off the landlord through Collective Enfranchisement or take over the management of the property from the landlord. In all such matters, time is very much of the essence.

For further information on the services offered to landlords and tenants of residential flats, then please contact:

Nick Tompkin on 01903 229910 or by e-mail at [nt@bennett-griffin.co.uk](mailto:nt@bennett-griffin.co.uk)



## Lancing printer beats the big boys to scoop coveted Business Award

Ocean Press Printers scored a major success last week by scooping the highly-coveted 'People's Choice' award at the Adur & Worthing Business Awards 2013.

The Lancing-based printer squared up to and beat off competition from major companies like Barclays Bank, Southern Water and Brighton & Hove Albion FC to the award, by winning the most votes in its category.

"Having started Ocean Press from nothing 17 years ago, it really does mean so much that our customers and suppliers think we are worthy of the award enough to give up their valuable time to vote for us," said Ocean Press Managing Director, Kim Hayes. "We genuinely care about our customers."

Across the whole awards process a total of 72 companies competed in 18 different awards categories, ranging from Start Up Business to Best Large Business. In these categories, panels of judges decided upon the eventual winners. The 'People's Choice' award, on the other hand, was solely based upon votes received from the general public and the business community, making it one of the most highly-prized accolades of the evening.

Ocean Press work with customers from small independent businesses to large multinational corporations, delivering a range of print products to clients all over the UK and mainland Europe.



AFTER A GREAT FIRST 6 MONTHS OF LOCAL NETWORKING IN LANCING AT THE NEW SUSSEX HOTEL LANCING LOCAL IS STILL GOING STRONG INTRODUCING LOCAL BUSINESSES TO EACH OTHER IN A NO FEE NO FUSS ENVIRONMENT. NO STAND UP PRESENTATIONS OR PRESSURE, JUST COME ALONG AT 5PM EVERY FORT-NIGHT AND MEET LOCAL BUSINESSES AND INTRODUCE YOURS.

WE HAVE EVEN BEEN FEATURED IN THE WORTHING HERALD [HTTP://GOO.GL/FDWD28](http://goo.gl/FDWD28) WHO DID A PIECE ON US IN OCTOBER ABOUT RELAXED NETWORKING AND HOW MANY PEOPLE PREFER IT TO THE STRESS OF A TRADITIONAL PRESENTATION. ISN'T IT TIME YOU JOINED IN WITH LOCAL NETWORKING AND MET UP WITH LOCAL BUSINESSES?

WE CAN'T WAIT TO HEAR ABOUT YOUR BUSINESS AND INTRODUCE OTHER REGULAR LANCING LOCAL MEMBERS WHO ALREADY KNOW WHAT A GREAT DIFFERENCE IT CAN MAKE NETWORKING LOCALLY, OVER £10,000 OF BUSINESS ORDERS TAKEN AS A DIRECT RESULT OF LANCING LOCAL CONTACTS. SEE YOU NEXT TIME?

THE NEXT LANCING LOCAL EVENT WILL NOW TAKE PLACE ON JANUARY 10TH 2014



passionate, expert, ethical,  
straightforward... festive



There is no time more fitting than now to say

~ Thank You ~

We wish you a happy holiday season and  
a new year of health, happiness and prosperity.



[www.suttonwinson.com](http://www.suttonwinson.com)

## PARAFIX SPONSOR CHARITY CHALLENGE

Parafix are proud to have become sponsors of the 'Atlantic Splash'; a team of five ordinary men taking on a challenging row across the Atlantic.

On 2 December 2013, Team Atlantic Splash will embark on their extraordinary adventure, setting off from San Sebastian de La Gomera in the Canaries Islands on a 3,000 mile journey to the finish line in Antigua.

The five men, all of which are experienced coastal rowers, will face conditions never experienced in the waters around the Kent and Sussex shorelines. They will encounter tropical storms, 50 foot waves, physical and mental exhaustion, startled marine life, daily cohabitation on board a vessel less than ten metres long and ten to twelve hours of rowing in a continuous night and day 2-hour shift pattern.

This brave group are looking to raise funds in excess of £200,000, to meet their costs and to be distributed equally between their four chosen charities. These are the Great Ormond Street Hospital, the Tall Ships Youth Trust, the British Heart Foundation and the Macular Society.

To find out more about the event or to become a sponsor see [www.rowtheatlantic2013.co.uk/index.html](http://www.rowtheatlantic2013.co.uk/index.html)

If you're interested in featuring or advertising in this newsletter please email [lindastopp@lancingbusinesspark.co.uk](mailto:lindastopp@lancingbusinesspark.co.uk)

