

Stockport Business Review

December 2011

Welcome to the December 2011 edition of the Stockport Business Review, the Council's newsletter updating you on the latest business news and activity in Stockport. We do hope that you find this issue of interest. If you would like one of your colleagues to receive a copy of the newsletter please forward their details to econddev@stockport.gov.uk and we will gladly send them a copy.

In this issue • Local Business News • Stockport Business Awards Launch
• Business Events • Business Growth Grant Competition

Businesses come together to join up to new community

November saw the launch of The Business Growth Hub at the Manchester Conference for Growth. The Business Growth Hub will be a **thriving community for businesses in Greater Manchester** and the wider North West that have the potential, ambition and commitment to grow.

business
growth hub

Mike Blackburn, Chair of the Greater Manchester LEP and Regional Director for BT, said: "The launch of the Manchester business growth hub is hugely important and is another great example of the private and public sectors in Manchester joining forces to support businesses. As we strive to stabilise our economy and then grow again, giving support to businesses is a crucial component in that plan. I'm delighted therefore that the LEP has given it's full backing to this initiative and look forward to seeing successful growth in the coming years."

The Hub will be helping businesses to grow their bottom line, share their experiences, develop their profile, find partners and create new business growth. Free to join, the Hub is open to all businesses that could benefit from advice and services from expert support partners.

The Growth Hub will be **recruiting businesses, and helping to assess their needs, identify their barriers to growth and enable them to get the right help** and support to access finance, increase markets, build new business networks, develop leadership skills, improve productivity and create the products and services of the future. At the heart of The Business Growth Hub is an elite group of experts who will act as support partners, all of which can advise and supply premium services to businesses on a wide range of topics including finance and innovation to marketing.

Director of the Hub, Richard Jeffery comments: "We are creating a community where businesses with the desire and potential to grow will get the professional and world-class support they need to succeed. We know that supporting and accelerating the growth of these ambitious companies is absolutely key to our economic recovery."

The Business Growth Hub will host an **extensive programme of events** for the business community. For more information about the Business Growth Hub, including how to register your company free of charge, please visit



Investment News

Orbit Developments has let **9,720 sq ft** of office space at its Park Square scheme in Cheadle, to US-owned engineering consultancy, **Jacobs Engineering**. Following a contract win earlier this year, the company has relocated part of its operations, including 70 staff, to Park Square from its existing base at Cheadle Royal Business Park.

RW Joinery has increased its business premises by **12,000 sq ft** to accommodate an increase in business. The company plans to use its 36,000 sq ft Stockport premises to help support their plans for the coming years.

Canadian owned business, **The Cash Store**, has acquired **9,000 sq ft** of office space in Applicon House in Stockport town centre. The Cash Store already has a growing retail presence across the UK. As part of the deal, it is understood that the company will locate and grow its admin function and contact centre in Stockport.



Local Business News

Safety equipment manufacturer **Hughes Safety Showers** has been named a **regional finalist** in four major business awards. The company supplies safety showers and eyewash equipment worldwide and the awards recognise its success as an exporter and the way in which it has developed new opportunities overseas. The awards include regional finalist in the Future Manufacturing Awards; shortlisting in the new Outstanding Export award; regional finalist in the International Trade Awards and a finalist in the Insider North West International Trade Awards 2011.

Tony Hughes of Hughes Safety Showers says "Becoming a regional finalist in the three export awards and the final of the Manchester Evening News Awards is obviously a great achievement." For more information on Hughes Safety Showers please visit <http://www.hughes-safety-showers.co.uk>



Two Stockport firms have been honoured at the **Manchester Evening News Business of the Year Awards 2011**. Both Wireless Building Energy Management Specialists **WEMS International** and aquatic scientists **APEM** were highlighted as leading examples in the region

Kevin Feddy, Business editor of the MEN said: "The winners are shining examples of all that is best about business in the north west. They are dynamic, innovative, growing enterprises with superb vision and are investing for the future to create jobs and prosperity."

Military bridge manufacturer **WFEL** has **sealed a £57m contract** to supply the Swiss armed forces. The Stockport company's chief executive Ian Wilson signed the deal in early December. The deal, which follows a two-year international procurement contest, will see WFEL supply its next generation bridging system, the Dry Support Bridge (DSB), between 2013 and 2015.

Ian Wilson said: "This is a landmark agreement for WFEL and one of the largest single orders in our near century of defence engineering success. The deal follows one of the biggest global bridging procurement contests in many years where the quality of our offering – from design and build through to training and ongoing support services – has helped to once again confirm us as the world leader in this field." For more information about WFEL please visit <http://www.wfel.com>



A family firm which started in the back bedroom of a semi in Hazel Grove, has celebrated its 50th anniversary in a new **5,000 sq ft** custom-built office in the town. Financial Advice and Wealth Management specialists, **Prest Financial Services**, have made Rhino Court in Hazel Grove their new home for their 15 staff. For more information about Prest Financial Services please visit <http://www.prestfinancial.co.uk>

Business Events & Networking Opportunities

Web Fuelled Business Initiative Event - 17th January 2012



The Department for Business, Innovation and Skills (BIS) is teaming up with School for Startups founder and founding Dragons' Den panellist Doug Richard to teach web exploitation skills to SME's across England. The Web Fuelled Business Initiative will **help small businesses in the UK to exploit and leverage the internet for their business**. The initiative is not just about selling online. It includes aspects such as driving marketing through social media, increasing website exposure through search engine optimisation and procuring and enhancing supply chains through business-to-business websites.

Places at the event are limited and allocated on a first come first served basis. For more information please visit www.webfuelledbusiness.com

Business Events & Networking Opportunities

Cutting Energy Costs and Improving Waste Efficiency - 19th January 2012

Halliwel Jones Stadium, Winwick Road, Warrington, WA2 7NE

British businesses could save around £23 billion a year by reducing waste and improving the way they use energy and water. Rising energy costs and the economic downturn are increasing the pressure on manufacturers to cut energy and waste costs. Organised by Envirolink this conference will help you to make smart choices about the **solutions that will drive energy and environmental efficiencies in your business**, helping to cut costs and make a real difference to the bottom line.

Envirolink

To book a place at the event or to find out more please call 01925 813200 or visit www.envirolink.co.uk

Stockport Business Awards Launch Party - 26th January 2012

Adidas European Headquarters, Hazel Grove, 6pm

During 2012, Stockport will be hosting the inaugural **Stockport Business Awards** allowing companies to showcase their successes and highlight their strengths to the local business community. You are invited to come along to the Champagne Reception launch of the awards and **find out more about how your company can benefit** and participate in the awards. The event will outline ways your business can get involved:

- How to enter for the awards
- Procurement Opportunities available
- Ways to promote your business through the awards

STOCKPORT
Business Awards 2012

To book a place at the free launch event please email chelseam@clarkenicklin.co.uk or call 0161 495 4700.

News and Updates

Banking Boss Delivers Keynote Speech

Stockport's business community turned out in force to listen to a speech from **Spencer Dale, Executive Director and Chief Economist of the Bank of England**. The keynote speech was given at a South Manchester Financial & Professional Network event, which was jointly organised by Stockport Council and Stockport Economic Alliance. Over 70 local business delegates listened to Mr Dale's speech explaining the Bank's policies on interest rates, inflation and quantitative easing.

South Manchester Financial & Professional Network encourages interaction between different companies helping to create an environment where innovation and collaboration can flourish. Councillor Kevin Hogg, Stockport Council's Executive Member for Regeneration, said: "These networking events have proved very popular with the business community in Stockport allowing lasting and beneficial links to be formed. Having such a well know figure as Mr Dale address the event was a real boost to the business community."

For more information on South Manchester Financial & Professional Network please email econdev@stockport.gov.uk



Do you have trade links with Papua New Guinea?

During 2012, Stockport will be playing host to the Olympic team from Papua New Guinea as they finalise their training and preparations ahead of London 2012. As part of the celebrations surrounding this visit, Stockport Council is keen to contact any businesses that have **trade links with Papua New Guinea**. If your company has trade links please contact Laura Murphy on 0161 474 2012 or email Laura.murphy@stockport.gov.uk

News and Updates

Muse visits school to give advice

Commercial and urban regeneration developer **Muse Developments** is working with local schools to help students develop their employability and enterprise skills. The company, which owns Cheadle Royal Business Park, is working alongside Year 10 students at the Kingsway School. The school has partnered with local charity, **Education Business Solutions**, to create a comprehensive programme of work-related and work-based learning activities for the students. As part of the programme Muse carry out practice interviews, provide application form support and advice.

Education Business Solutions organises events for and with schools to help students, teachers and representatives from the business world develop and enhance their professional skills. Jill O'Grady, human resources manager at Muse Developments, said: "This is an excellent initiative that brings together professional expertise from the local business community to provide students with a taste of the commercial world."

For more information about the initiatives run by Education Business Solutions and how your company can get involved please contact them on 0161 875 2353 or email info@eb-solutions.org.uk

Finance News

HSBC Business Growth Grant Competition open for applications

HSBC has launched a competition to **award up to £50,000 to 4 businesses that have the potential to stimulate growth**. The competition has two judging categories:

- Growing Business Grants – for businesses using innovative ideas to grow within the UK
- Overseas Trade Grants – for business that have the aspiration and motivation to develop new opportunities overseas

The 5 most compelling applicants for each grant category will be invited to pitch to a panel of judges to showcase what



sets them apart from the competition. The judging panel will then select up to 4 businesses to be announced by the 31 March, each winning £50,000.

The **closing date**

for entries is the 31st December 2011. For further information visit www.businessgrant.hsbc.co.uk

Loan cocktail aimed at small firms

RBS, NatWest and HSBC are to distribute **£95m of government cash from the Regional Growth Fund** in the form of grants awarded alongside bank loans.

Small firms can qualify for a grant if they are going to invest in new capital assets, such as plant and machinery, plan to create new jobs and cannot get normal bank finance.

Grants of up to £500,000 will be awarded alongside the award of a new bank loan on commercial terms. To qualify small firms need a turnover of less than £25m.

RBS and NatWest will facilitate £70m and HSBC will facilitate £25m. Grants cannot be used to support refinancing existing debt by a beneficiary. The banks expect that bank loans that accompany an RGF grant will typically be two to five times the size of the grant.

To find out more about the loans available to SMEs please contact one of the participating banks who will be able to provide you with details of how to access funding.

Stockport Council's Economic Development Team produces the Business Review on a quarterly basis. It is available along with previous editions at www.stockport.gov.uk/economy For further information on any of the topics covered, assistance with any economic research or if you have any comments contact us at;

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A free interpreting service is available if you need help with this booklet/leaflet. Please telephone Stockport Interpreting Unit on 0161 477 9000. Email: eds.admin@stockport.gov.uk

如果你需要他人為你解釋這小冊子/單張的內容，我們可以提供免費的傳譯服務，請致電 0161 477 9000 史托波特傳譯部。

W przypadku gdybyś potrzebował pomocy odnośnie tej broszurki/ulotki, dostępne są usługi tłumaczeniowe. Prosimy dzwonić do Interpreting Unit pod numer 0161 477 9000.

यदि এই पुस्तिका/प्रचार पत्राटि सम्पर्क आपनार कान साहाय्य दरकार हय तबे बिना खरचे आपनार जन्य दोउषीर बावस्था करा हते पारे। मेहेरबानी करे संकपोट ईन्टरप्राइटिं इयुनिटे फोन करन टेलिफोन नम्बर, 0161 477 9000.

اگر آپ کو اس کتابچے/ایفیلٹ کے بارے میں مدد کی ضرورت ہے تو مفت ترجمانی کی سروس دستیاب ہے۔ براہ مہربانی اسٹریٹنگ یونٹ کو 0161 477 9000 پھون کریں۔

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