

Modern production unit available to expanding firm

Tyne and Wear Development Company is taking direct action to encourage inward investment and expanding local companies.

The Company is marketing a 32,000 sq ft detached unit at Princes Park, Princeway, Team Valley, Gateshead.

Paul Buie, manager of Tyne and Wear Development Company, said: "This modern unit, located on one of the premier commercial estates in the region and UK, is ideal for a large manufacturing or distribution company."

As the direct point of contact for potential inward



investors and expanding indigenous companies, the Company is able to identify and access appropriate land and buildings.

No 1 Princes Park has a steel frame with external walls of cavity brickwork construction to a dado level. Internally the premises have a reinforced concrete floor.

The building also incorporates a small single storey office block, which provides a reception area, a large general office and male, female and disabled toilet facilities. To the front there is a car park of 57 spaces and to the rear is a self-contained private yard. There are external floodlights.

The property is available on a full repairing and insuring lease for a term of years to be agreed at a rent of £140,000 per annum exclusive of rates and VAT.

Companies interested in further information should contact Tyne and Wear Development Company on 0191 516 9099 and Gateshead MBC Estates Department on 0191 433 3000.

Big opportunities in Little Rock



Moves are underway to strengthen business and cultural links between Newcastle and Little Rock, Arkansas.

Sherman Banks, director of international tourism in Little Rock (pictured right) - which enjoys a

sister city partnership with Newcastle - was in the area last month on a fact-finding mission.

Tyne and Wear Development Company hosted Sherman during part of the visit with Nick Kemp escorting him to a number of partner organisations

including the Newcastle Gateshead Initiative. Sherman also visited Sunderland Business and Innovation Centre where he met operations manager David Howell (pictured left).

Part of Sherman's visit was to hear how the region attracts tourists and business visitors and also obtain an overview of the regional and sub-regional economic development structures in relation to inward investment and business development.

Cllr. Dave Wood and officers from Newcastle recently visited Little Rock to examine how they are rolling out e-government/e-business and particularly the application of smartcard IDs.

For assistance or information

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NEW EMPLOYER'S FORUM

In order to strengthen links with employers, Newcastle College is planning to set up an Employer's Forum.

As one of the largest FE colleges in the country, Newcastle College offers courses in computing, business, administration and the management and professional areas.

Yvonne Balfour, quality manager, School of Business Management and Computing, Newcastle College, said: "We need to hear the ideas and opinions of employers. We need to provide a trained and skilled workforce for the continuation of a vibrant and progressing economy."

The Forum intends to meet once a term. For more information please contact Yvonne on 0191 200 4278 or ybalfour@ncl-coll.ac.uk.



the investor

The Newsletter of Tyne + Wear Development Company

Issue 1

Nissan and partnership approach attracts global supplier to area



The 'Nissan effect' has helped attract another automotive supplier to Tyne and Wear.

Grupo Antolin, an international family-based Spanish company, recently located and set-up in new premises on Sunderland Enterprise Park.

Already, 12 employees have been recruited and this is set to rise to around 30 by early next year.

The company is a global leader in the manufacture and distribution of interior automotive components - particularly roof trim. Last year Grupo Antolin won an order to supply roof trim to Nissan's replacement to the Primera being built at Sunderland.

Grupo Antolin's main manufacturing site is in Ramsgate, Kent. However, to comply with the Nissan contract requirements and to deliver just in time, the company looked at Tyne and Wear to

establish an assembly and distribution base within 20-minutes drive-time of the giant car plant.

The company's successful location to the area owes much to the partnership approach of local business development organisations led and coordinated by Tyne and Wear Development Company.

Mike Reynolds, senior accounts and operations manager at Grupo Antolin initially contacted Tyne and Wear Development Company information manager, Michele Richardson, to attempt to identify suitable premises.

Having identified a number of options, Nick Kemp, inward investment officer worked closely with Mr Reynolds over a number of months to identify the most suitable option. Various sites were visited in the Sunderland, Gateshead and South Tyneside areas before the company expressed a preference for a 1,200 sq metre unit on Sunderland Enterprise Park.

Nick Kemp invited Neil Clasper of Sunderland City Council, and Walter Kemp of the workforce development team at the Tyne and Wear Learning and Skills Council to put together an attractive package to the company.

Mike Reynolds added: "This is a major project for the company and Tyne and Wear Development Company played an important role in helping us find the right premises and financial assistance to make the investment easier. We are delighted to be up and running in the region."

Clare in good Company

Clare Copsey recently joined Tyne and Wear Development Company as inward investment officer.

Clare (pictured 2nd from right) joins from regional development agency One NorthEast, where as project executive she liaised with potential investors, existing companies and partner organisations.

At Tyne and Wear Development Company she will use her experience to organise site visits and meetings with potential investors and expanding local companies.

Clare complements a five-strong team, headed by manager Paul Buie (pictured centre) who joined



the agency from Sunderland City Council less than 12 months ago.

The team also includes inward investment officer

Welcome...

By Cllr. Colin Anderson, *Chairman, Tyne and Wear Development Company*



Welcome to the first issue of The Investor newsletter, produced on behalf of Tyne and Wear Development Company.

This regular publication will not only highlight recent and future Company activities but will promote events, services and opportunities which may be of interest to local firms.

We are also keen to promote some of the area's 'unsung' successes - those companies and individuals who are quietly expanding, investing in people, developing world-class products or providing valuable services.

Despite challenging economic conditions Tyne and Wear continues to attract and encourage such successful businesses.

By working closely with One NorthEast and other partner organisations, Tyne and Wear Development Company is playing a role in helping such firms.

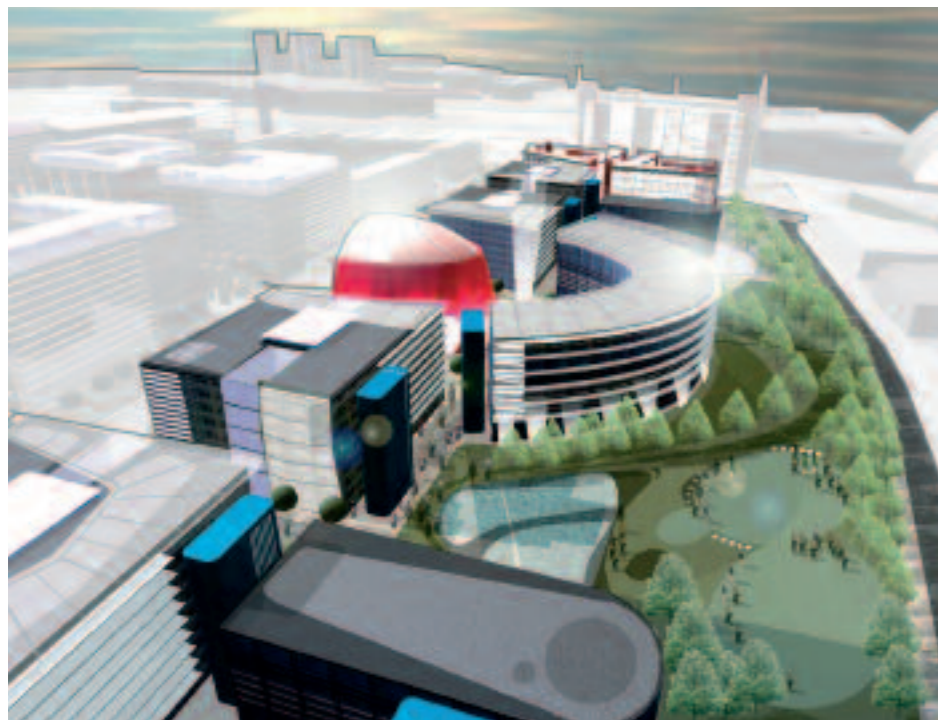
Paul Buie and his team are available to offer assistance and answer queries. They would welcome your views and comments.

Nick Kemp (pictured far left), along with information manager Michele Richardson, and office manager Carole Clark (pictured far right).

Paul Buie, manager of Tyne and Wear Development Company, said: "Clare complements a small but very experienced and knowledgeable team. She demonstrates a strong understanding of the issues involved in marketing the area and the support needed to attract investors."

As well as promoting Tyne and Wear to potential investors Clare will work with colleagues to provide an aftercare service for those businesses locating to the area. She will liaise closely with the five local authorities of Tyne and Wear and partner organisations.

Plans underway for global centre for product development



Plans are now well underway to develop a prestigious new business park on Gateshead Quays - creating up to one and a half million square feet of office space and 5,000 jobs.

Terrace Hill Group was recently chosen by Gateshead Council to develop the project on a 53-acre site, yards away from the new landmark Gateshead Millennium Bridge.

The £250 million Baltic Business Park is a unique scheme, which includes the UK's first centre for rapid product development - called Knowledge Campus.

About a third of Baltic Business Park will be taken up by Knowledge Campus. Detailed plans will be worked up with the developers over the next six

months and the first buildings should be ready for occupation within 12 months.

Knowledge Campus will be a global centre of excellence, and brings together companies at the cutting edge of the new product development industry. Major engineering designers, toolmakers, lawyers, patent agents and firms providing prototyping, IT, multimedia and marketing will form a community of innovative, high tech firms in an inspiring urban setting.

Knowledge Campus is a partnership between Gateshead Council, regional development agency One NorthEast and the innovative engineering and design company Express Group. Newcastle-based architects Red Box Design Group have designed Baltic Business Park and the campus.

Deputy leader of Gateshead Council, Cllr. Mick Henry, said: "Our vision for Gateshead Quays will deliver high quality, skilled jobs and business opportunities for thousands of people. It will also be a world class development putting us at the forefront of urban regeneration."

Plans for Baltic Business Park include 40 buildings from two to five storeys high plus one eight-storey block. They range in size from just over 10,000 square feet up to almost 100,000 square feet - providing a total of up to 1.5 million square feet. The park will be a complete working village, with a pedestrianised central square and services such as a health club, medical centre, nursery, bars, cafes and shops. Car parking will be in basements underneath the buildings and low-rise multi-storey blocks, and it will have its own public transport interchange.

Sunderland on starting grid for major auto conference

Sunderland is gearing up to host a major conference early next year, which will attract leading international motor industry experts to the city.

Sunderland City Council's principal economic development officer Tom Hurst said: "This will be the fifth time we have hosted this prestigious conference. We are looking forward to attracting delegates from across the world and we hope that automotive companies based here in the North East will take advantage of this event taking place on their doorstep."

Organised by Sunderland City Council and sponsored by US-based TRW, the International Automotive Conference will provide an opportunity for all automotive companies in Tyne and Wear to discuss the challenges and opportunities within the region.

Mr Hurst added: "The conference enables all the driving forces in the automotive world and in particular those located here in the North East to gather in one place and pass on valuable information. It also presents excellent networking opportunities for all delegates."

The two key themes to be discussed at the conference focus on electronic purchasing and manufacturing inside and outside the Euro zone.

During the conference delegates will be given the opportunity to see at first hand Sunderland's impressive automotive production and manufacturing facilities, with plant visits scheduled to Nissan and TRW.

Senior representatives from many of the world's giant automotive firms - including Nissan, Aktrion Group and Covisint Europe will be presenting at the three day event running from March 25 until March 27 at St Peter's Campus, University of Sunderland.

Tyne and Wear Development Company, along with Nissan, is also part sponsoring the event.



L to R: Julia Moulton (Network Events), Chris Wright (editor of Automotive News), Geoff Brown (assistant financial controller for TRW) and Tom Hurst (principal economic development officer for Sunderland City Council)

Barry Anderson, TRW's operations director for the UK, said: "With delegates expected from across the UK, Europe and the USA, the International Automotive Conference builds upon Sunderland's reputation as a centre for automotive excellence. However, perhaps more importantly it gives companies like ours the opportunity to be involved in the automotive industry calendar, right here in the North East."

Promoting a fairer information society

Tyne and Wear is leading the way in promoting the information society, and recently hosted a top-level signing ceremony.

Council leaders from Newcastle, Gateshead, Sunderland, Edinburgh, Southampton and the East Riding of Yorkshire signed the Declaration of Helsinki, at the Global Cities Dialogue event at the Lord Mayor's Mansion House, Newcastle.

Cities signing this international agreement pledge to foster the use of information technology for the benefit of everyone in their communities.

Cllr. Dave Wood, Newcastle City Council's cabinet member for electronic government, said: "We believe that new technology should be accessible to all people and communities. It is only right that whole cities should be signing up as cities are vital to building a fairer information society."

Signatories commit themselves to work to ensure equal opportunities and access to IT.

John Littleton, Newcastle City Council's head of IT, said: "The involvement of local governments is essential in coordinating the development of IT



Signing the Declaration of Helsinki.

services in cities and in breaking down the barriers between those who have access to services and information and those who do not."

Current signatory cities include Barcelona, Prague, London, Rome, Seattle, and Stockholm.

Global e-spotlight on Tyne and Wear



Nick Brown MP

The best of the region's e-business community was showcased at a recent event on Tyneside.

The first Evolution conference and exhibition - held in Newcastle's Civic Centre in October - was a celebration of the expertise and skills of locally

entrepreneurs and politicians reflecting the strengths and successes of the regional e-business sector.

A lively 'Question Time' panel debate featured Caroline Theobald of The Bridge Club, Carol Taylor of Business Link Tyne and Wear, John Williams of UK Trade Partners; and Ed Brown of One NorthEast's Innovation Action Fund.

The event preceded the two-day Global Forum 2001 event, hosted by Newcastle City Council, and attended by government minister and Newcastle MP Nick Brown. This was a successful international event looking at the issues facing an expanding global e-society.

During the period, the Company sponsored 'The Big M' - a highly stylised inflatable structure which acts as a mobile venue for the presentation of digital video and new media in the arts. The Big M was organised by Tyneside-based ISIS Arts which initiates and manages artist residencies, productions and exhibitions.

Newcastle was the first UK host of this international event dedicated to debates and developments associated with converging ICT and the information society.

based companies. It was also a platform to launch the North East's digital media cluster.

Tyne and Wear Development Company was one of the sponsors of a full day seminar programme of presentations and panel debates featuring regional

The Global Forum aims to enable key people to move towards a common dialogue on issues related to e-business, e-government, e-learning and e-commerce.