

# New property showcase for Tyne and Wear

The first ever Tyne and Wear Commercial Property Show is to be held in the region in the new year.

Tyne and Wear Commercial Property Show 2004, organised by Tyne and Wear Development Company, is to be held at Newcastle Marriott Hotel, MetroCentre on Thursday, February 19 from 10am until 6pm.

Local business investors, entrepreneurs and start-ups requiring new or larger premises are being encouraged to attend.

Initial interest has been strong and exhibitors include a range of regional and national companies and organisations.

They include - Ashtenne, Chesterton, City of Sunderland, DTZ Debenham Tie Leung, Ezone, Gateshead Council, GVA Grimley, King Sturge, Knight Frank, Lamb & Edge, Lambert Smith Hampton, Naylor's Chartered Surveyors, Newcastle City Council, North Tyneside Council, Sanderson Weatherall, Smith Cole Wright, South

Tyneside Council, Storeys.ssp, TEDCO, Tyne and Wear Development Company, UK Land Estates and Whittle Jones.

For the past seven years Gateshead Council has successfully organised the Property Show. Following feedback from the other local authorities, developers and agents Tyne and Wear Development Company recognised there was a need for a larger, sub-regional event and has established the Tyne and Wear Commercial Property Show.

The exhibition will be an annual event and will allow businesses looking for new premises in Tyne and Wear to discuss their requirements with a variety of agents and also receive help and support from the economic development departments of the five local authorities.

A website has been developed - [www.commercialpropertyshow.com](http://www.commercialpropertyshow.com) or businesses can contact Tyne and Wear Development Company for more information.

## Developer named for Rainton Bridge

Akeler has been named as the preferred developer of the prestigious Rainton Bridge South Business Park in Sunderland - an investment nearing £100m.

There has been widespread national interest in the 55-acre site which is set to become one of the UK's leading business parks due to bring up to 4,000 jobs to the city.

The appointment is a major coup for international office and business park developer Akeler, which also developed the successful, award-winning Doxford International in Sunderland. It also represents a major milestone for City of Sunderland, which owns the site.

Akeler was chosen for its experience, the quality of its proposed scheme, its environmental credentials and the high amount of speculative development creating an immediate impact and impetus to the local market.

Rainton Bridge - a joint venture between the City of Sunderland, English Partnerships and Tyne and Wear Development Company, will be a mix of high quality office space - more than 70% - and industrial units. Work on the scheme is due to start early in 2004 with a target completion in 2011.

"As a new business start up, we needed a great deal of guidance on all aspects of starting a business, and we received invaluable support from Tyne and Wear Development Company, City of Sunderland Council and the Business & Innovation Centre, also in Sunderland.

"Tyne and Wear Development Company in particular provided us with a number of contacts which have proven extremely useful in helping us establish our new venture."

Michele Richardson, of Tyne and Wear Development Company, said: "This is yet another example of the growing rate at which new companies are choosing to base their businesses in Tyne and Wear, which suggests growing confidence in the region, its economy and the workforce."

# Putting Washington in the picture

A specialist manufacturing company - which faced a race against time to find new premises - has chosen Washington as the location for its new operation.

Specialist DYs Ltd, which manufactures deflection

yokes for medical display applications as well as for TV and computer monitors, had only six weeks to find suitable premises, move in and get production up and running.

Following the announcement that Washington-based electrical giant LG Philips was to move its business to Slovakia, two employees, Paul Skinner and Gary Bunt, made the decision to create a new company and continue manufacturing the yokes independently.

With help from the Tyne and Wear Development Company, the company has now moved into a 3,000 sq ft unit in the Network Centre at Glover Industrial Estate.

Specialist DYs Ltd now owns the rights to design and manufacture these components for its European customer base and currently employs four former LG Philips employees.

Commercial director, Paul Skinner, said: "Finding suitable premises was a priority as we only had six weeks to find somewhere, move in and get production up and running.



Pictured L-R: Gary Bunt, Michele Richardson and Paul Skinner

## For assistance or information

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# theinvestor

The Newsletter of Tyne + Wear Development Company

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# New fund to boost local small firms

A new grant fund has been launched to support small and medium size businesses in Tyne and Wear.

The fund is aimed at helping start-ups and businesses that have been trading for less than three years.

Grants will vary according to need and different criteria but there is up to 50% towards capital spending to a maximum of £5,000.

The Tyne and Wear Small Business Grant is being coordinated and administered by Tyne and Wear Development Company.

The Company has appointed Trevor Sawyer as project coordinator. He will liaise with the five local authorities of Tyne and Wear along with local enterprise and business support agencies.

Interest is already being generated and companies and local business people should contact their local authority economic development team to get more information and apply for grant support.



Trevor Sawyer

Initial money for the fund comes from the Single Programme, administered by One NorthEast. Further

funding is expected to come from Europe and Tyne and Wear Development Company is finalising details of ERDF funding. The fund could top £2m in the next couple of years.

Paul Buie, manager of Tyne and Wear Development Company, said: "This is the first grant that is available throughout Tyne and Wear

and has been established to meet needs among local SMEs. We hope businesses will come forward and make use of this support."

Grants are available towards various capital investments, including:

- Plant and equipment (vehicles not eligible)
- IT equipment
- Premises (but not rent support)

Grant support is not sector specific but there are some exclusions. More information can be obtained from local authority economic development teams:

- City of Sunderland (0191) 553 1171
- Gateshead Council (0191) 433 2078
- Newcastle City Council (0191) 211 5673
- North Tyneside Council (0191) 200 6094
- South Tyneside Council (0191) 424 7578

# 9Lives relocates for growth

Tyne and Wear Development Company has widened its net to secure a move that ensures North East talent is returning to its roots.

Business is booming for 9Lives Interactive Ltd, since it relocated from Sussex to Sunderland.

After being advised by Tyne and Wear Development Company about the business advantages of working in the region, technical director, Colin Edmundson, originally from South Shields, persuaded fellow director James Hunt to consider relocation.

Thanks to the Company's assistance with finding premises at the Business & Innovation Centre in Sunderland and also help to make contact with the academic sector in the area, 9Lives is going from strength to strength.

Colin said: "Tyne and Wear Development Company has been a fantastic support to us. From the outset, they have provided someone who is prepared to listen to our queries and come-up with appropriate

solutions. The support was exactly what we were looking for at that point in time.

"As well as the obvious advantages of affordable premises, for the same wages our staff can enjoy a higher standard of living in the North compared to the South, plus there is a natural recruitment pool from the top class universities and these were all factors to consider," he said.

9Lives, which employs nine staff, provides interactive solutions that cover all of the existing and new mediums of communication. This enables companies to increase the level and amount of interaction they have with their audience and to increase the revenue streams that will result from this interaction.

Business development officer, Nick Kemp said: "The return of these talented individuals, is great news for Tyne and Wear. They are demonstrating their belief in Sunderland by relocating their ever expanding venture here."



Pictured L-R: Nick Kemp of Tyne and Wear Development Company with Colin Edmundson

## Motor city attracts industry elite

Sunderland recently attracted some of the world's top industry experts to the sixth International Automotive Conference 2003.

More than 160 delegates from the UK, Germany, France and the USA gathered in the city in October to discuss the challenges and opportunities facing the automotive industry.



Pictured L-R: Jeremy Richardson of Advanstar Communications with Coun. Bob Symonds

The conference, sponsored by TRW, SensoNor and Schrader Electronics, featured various presentations and talks by industry leaders and proved a major opportunity for local automotive suppliers to network with giants on the global stage.

Tyne and Wear Development Company, which continues to support automotive suppliers in the region, was the sponsor of the annual dinner held at the Ramside Hotel.

Organised by Advanstar Communications in partnership with the City of Sunderland, preparations are now underway to hold the seventh International Automotive Conference.

Coun Bob Symonds, leader of Sunderland City Council, said: "This conference has become an important date in the motor industry calendar, as it is one of the few conferences that really raises and addresses industry matters. With delegates expected from across the globe, the event provides an excellent networking opportunity for all those attending."

During the conference there were speakers from Nissan, TRW, Jaguar, Cosworth Technology and Visteon, highlighting the role and value of research and development.

## Tyne First in Europe

The world-class expertise along the River Tyne was showcased at the Europe Offshore event in Aberdeen.

Tyne First – launched in June as the unifying brand for the marine and offshore sector based on the Tyne – was unveiled for the first time outside the region as part of the North of England stand.



Tyne First was invited to attend by Tyne and Wear Development Company which has been supporting and promoting the sector for many years.

A number of maritime and offshore-related businesses attended the exhibition with Tyne First. These included: Shepherd Offshore, John Mills, A&P Tyne, Royston Marine, NIM Engineering, Newarc Welding, Pyeroy, Rayford Mills, and North Hub. As a result of attending, Shepherd Offshore secured a £1.5m contract.

The stand was visited by Newcastle MP Nick Brown, who has strong links with the river related industries; and Lord Burlison, the former GMB Northern regional secretary.

Nick Kemp, business development officer of Tyne and Wear Development Company, said: "The exhibition was a fantastic opportunity to promote the marine and offshore technology businesses of Tyne and Wear. I am delighted that we were able to support several significant players in the industry to Europe's biggest offshore marine trade fair."

Tyne First was developed and is supported by Jobs on the Riverside. This is a unique partnership between North Tyneside, South Tyneside and Newcastle City Councils and the private sector. The central focus is to support the growth and future prosperity of the River Tyne's marine and offshore sector.

## North technology firms secure international links

North East technology companies recently returned from the world's largest international IT show.

Supported by Tyne and Wear Development Company, the first ever delegation from the North East flew to Las Vegas, USA, in mid November to attend COMDEX Fall.

The 24-strong North East delegation comprised representatives from 11 companies and four organisations. Companies attending included Ridge Media, Scientia Solutions, Enigma Interactive, CIA Training and Touch Newcastle, all from Tyne and Wear. Four companies – 3 Tier Systems, Durham Associates, Enigma, and Chilli Media – also exhibited at the four-day show.

At the time of going to press, it was too early to assess the level of success but all delegates reported strong interest and dozens of

opportunities to secure new work and develop international partnerships.

Tracy Skinner, marketing officer at Tyne and Wear Development Company, said: "We are committed to promoting the technology excellence within the region. This valuable overseas trip offered local businesses an excellent chance to build collaborative relationships in new markets."

The Digital Media Network (DMN) organised the regional trip, which is sponsored by Tyne and Wear Development Company, CODEWORKS and Newcastle City Council.

Sophie Lee, DMN and e.Business Centre events and business liaison manager said: "The delegation reflected the strengths of the digital media and technology sector in the North East. Much of the trip was about fact-finding, but we

also wanted to generate new market opportunities for the visiting companies and the North East sector as a whole."

COMDEX focuses on business to business IT. It attracts people from all sides of the technology sector, from IT professionals to business managers, developers, systems integrators and distributors. The entire IT community shared experiences, putting the latest innovations to work.



Some of the COMDEX 2003 delegation

## Industry awards take North East by storm

Newcastle-based Sage took centre-stage at the first ever North East Contact Centre Awards after winning a total of three prestigious awards.

Around 200 employees from the industry turned out for the glittering awards ceremony, held recently to acknowledge the outstanding achievements of individuals working in the sector.

Sage beat off stiff competition to walk away with awards for Biggest Contribution to Business Success (Sarah Hanley), Team Achievement and Best Team Manager (Andy Harrison).



Sponsors and judges

Other winners on the night included John Watson from T-Mobile for Best Customer Service, EDF Energy for Best Training Programme and Carol Wales from MB&G for Effective Resolution of Issues and Complaints.

However, so difficult was the task of choosing outright winners for each of the eight awards categories that a number of commendations were also made by the judges. These included Victoria Robinson from More Than for Best Customer Service, Sherrie Ellison from Junction Outsourced Services for Effective Resolution of Issues and Complaints and Gordon Smith from EDS for Best Team Manager.

City of Sunderland and Tyne and Wear Development Company teamed up to launch the awards with help from Jobcentre Plus. Unlike other call centre commendations, the new awards seek out and reward individual frontline staff that have contributed significantly to the success of the industry.

Nick Kemp, business development officer for Tyne and Wear Development Company, said: "We were overwhelmed by the sheer number of entries received across all categories of the awards. A great deal of time and effort was obviously dedicated to compiling the entries, which bodes extremely well for the future of the awards. Congratulations to all those who entered."

## Investor enjoys early success



Pictured L-R: Michele Richardson of Tyne and Wear Development Company with Alex Mathieson of Windsor Komatsu

A major forklift truck distributor has chosen Wearside as the base for its new North East division.

With help from Tyne and Wear Development Company, Hull-based Windsor Komatsu, which specialises in forklift truck hire, sales and servicing, has expanded its business into the region with the lease of a 3,200 sq ft unit at Armstrong Industrial Estate in Washington.

The expansion to new premises has already created three jobs for Windsor Komatsu and Alex Mathieson, manager of the North East division is confident that a number of further employees will be recruited within the next few months.

He said: "When we needed a strategic location in the North East we turned to Tyne and Wear Development Company to help implement our growth plans and have been extremely impressed with the level of service provided. The Company's extensive knowledge of the region and thorough understanding of the challenges facing start-up companies has enabled us to identify an ideal location and successfully establish our business in Tyne and Wear.

"We took occupancy of the Washington unit in September and already trading has exceeded initial expectations. Providing this continues, we will soon be in a position to expand yet further, taking on new members of staff, developing a wider customer base and building a reputation

for ourselves in the increasingly competitive North East market."

Michele Richardson, from Tyne and Wear Development Company, added: "The Windsor Komatsu business is moving from strength to strength and I'm delighted that we were able to assist with its expansion plans."

## Training support for managers

Portman College, in association with Access Training, has secured ESF funding to offer new programmes for trainers, supervisors and managers.

Funding is available to anyone working within the private sector and living or working in the Tyne and Wear area.

- The programmes are:
- ILM Introductory Certificate of Management
  - ILM Introductory Certificate in Training

Recruitment for candidates is currently underway for January and February starts.

For further information contact Judith Harding on 0191 255 4400 or email: jharding@portmancollege.co.uk