

Agenda

Winsford 1-5 Business Environment Group Meeting

Date: Tuesday 25th September 2007

Location: Vale Royal Borough Council, Wyvern House, The Drumber, Winsford

Time: 12.00 pm – 1.30 pm

12.00 pm Reception, networking and buffet lunch

12.30 pm Welcome and BID Project Update - Gary Chester, Chair of the Winsford 1-5
Business Environment Group

12.40 pm Estate Managers Report

12.45 pm Effective Business Networking

1.10 pm The Business Networking Club – Peter Price

1.15 pm A.O.B.

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Minutes

Winsford 1-5 Business Environment Group Meeting

Date: 25th September 2007
Location: Vale Royal Borough Council, The Drumber, Winsford, Cheshire
Time: 12.00 – 13.30

Present:

Name	Company	Name	Company
Naomi Bates	Advanced Medical Solutions	Ken Baines	Saica Packaging Ltd
Mike Kelly	Estate Manager – Groundwork	Greville Kelly	Groundwork
Gary Chester	Ambassador Packaging	Richard Robbins	Labpak Chemicals Ltd
Gary Cliffe	Furniture Finders	George Ralston	STM
Nick Wakefield	Profile Communications	Pete Price	Office Essentials
Anthony Dodson	Business Partnership	Graham Howarth	Office Link
Karen Evans	Arriva	Steve Buckley	SPX Process Equipment Ltd
Dave Gough	Henkel	Michelle Jones	Rare-It
Ian Lochrie	Bouhey Transport	Peter McLaughlin	Prisma Tape
Steve Margerum	Finning (UK) Ltd	Scott Moffatt	Ambassador Packaging
Ian Molley	County Commercial	Bill Parkinson	Arriva
Andrea Reid	Iveco Ltd	Andrew Rycroft	Mitras Automotive
Sarah Wykes	Rare IT	Jacqueline Wilson	VRBC
Judy James	VRBC Safety Partnership	Ian Gallagher	Cheshire Police

Apologies – Iain Paton from VRBC

Agenda Item	Minutes	Actions
Welcome and BID project Update –Gary Chester	<p>Gary Chester, Chair, welcomed everyone to the meeting. In particular Ken Bain from Saica Packaging and George Ralston from STM who are new attendees at the meeting.</p> <p>Gary Chester thanked Graham Howarth and the FPB for the excellent George Osborne Event in May 2007.</p> <p>Security</p> <p>GC informed the group that the CCTV scheme was progressing, and still on track for implementation in 2007/08. GC stated that the project is made complicated due to the fact that the system will be recording the public realm. GC also informed companies that a consultant had been engaged to support the Group in specifying the correct equipment.</p>	

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	<p>Transport</p> <p>The lorry parking scheme is proving difficult to implement. There are new bus shelters across the estate, funded through Cheshire County Council, who secured the funding from new property developers. GC reported that in 2006 the estate attracted 4000 bus journeys.</p> <p>Image enhancement</p> <p>Maintenance of the estate has improved this summer, with the grass cutting much improved compared to previous years. Plans are being developed for physical enhancement schemes across the estate. Only today four new planters have been delivered, which will be planted up in due course. The area outside the sub-station on Road One and the pavement area on the corner of Road Five will also receive image enhancements in 2007/08.</p> <p>Through significant lobbying by the executive, the companies of Wallace Court are now going to have their names on the main name boards at the entrance to the estate. Mike Kelly will be reviewing all the companies entries on this board over the forthcoming weeks.</p> <p>Business Support</p> <p>The executive have agreed to invest in a small area of office space at Meridian House, to act as an estate manager office.</p> <p>A new programme of training is to be launched, which will be free of charge to attendees. These will be available to all companies and will include employment law, health and safety and first aid. Details of the training will be available through the Winsford1-5.co.uk website.</p> <p>Estate bulletin is being reviewed, and will now be a quarterly publication, and will be shorted and more focused on recent news.</p> <p>GC reported that the Winsford 1-5 Business Environment Group will be exhibiting at the Vale Royal Jobs Fair</p>	<p>All companies to supply name changes to Mike Kelly</p> <p>All companies who want literature exhibited at the Jobs Fair to send this to Gary Chester.</p>
<p>Estate Managers Report</p>	<p>Mike issued the estate managers report (see attached). Mike Kelly also thanked Arriva travel for supporting him in the provision of statistics on bus travel to the estate.</p> <p>Mike provided an overview of recent developments on the estate.</p> <p>Mike reported that recently incursions by travellers had caused significant disruptions to a small number of companies on the</p>	

	<p>estate. He reported that GC has written to Cheshire Police, Vale Royal BC and MP Stephen O'Brien to bring together a meeting to review responses from Authorities to improve responses to issues when they arise.</p> <p>Inspector Ian Gallagher, from Cheshire Police explained the protocol for managing traveller incursions on the estate, and explained that where businesses do not give travellers notice that they can intervene with immediate effect in terms of issuing a notice, otherwise the Police will not be able to serve any formal eviction notice until the companies own notice period has passed. Ian also explained that there are often difficulties in taking action/bring a prosecution where criminal damage occurs on travellers sites (e.g. broken locks/gates) due to the lack of evidence at crime scenes.</p> <p>Gary Chester explained that he was keen to develop a best practice protocol for businesses to adopt in the event of traveller incursions.</p>	
<p>Effective Business Networking – Euan Sturman</p>	<p>Euan Sturman provided a brief talk on networking/word of mouth marketing. Euan emphasised personal recommendations, and that personal recommendations can cost nothing, but will often generate 'easy' sales.</p>	
<p>Business Networking Scheme -</p>	<p>Pete Price announced that on Thursday 27th September at 7.30am the inaugural business networking breakfast meeting would be used to discuss how the breakfast meeting will be managed for future events and find out what business want and need from such an event.</p>	<p>Companies interested in attending future business networking events to contact Mike Kelly at Groundwork.</p>
<p>Any other business</p>	<p>Gary Chester announced that Vale Royal BC/CCC/Connexions NW/Cheshire Police have an initiative called Frenzy. Frenzy is a 'disco/evening event' that these organisations are seeking sponsorship for in October. For further details contact Greville Kelly at Groundwork.</p> <p>George Ralston, commented that he saw great value in networking for companies across the estate.</p>	

Thank you to Vale Royal Borough Council for the buffet lunch and the use of their facilities for the meeting.

Date of next Winsford 1-5 Business Environment Group Meeting – 17th January 2008. Venue TBC.