



# BUSINESS

## matters

[www.n-somerset.gov.uk](http://www.n-somerset.gov.uk)

## Creating the Perfect Sanctuary

Work has started on "The Sanctuary"; phase five of one of the region's most successful small office schemes, Rokeagle's Eden Office Park, which is already home to occupiers such as Smoby UK Ltd, Redrow Homes and Clifton Office Management. The Sanctuary offers small businesses a much sought-after working environment, where occupiers have the chance to purchase small offices in an attractive courtyard development.

"The courtyard design of The Sanctuary is such that a community within a community is being created," says Ian Guy of Rokeagle.

The contemporary office buildings will be constructed to a high specification, using traditional materials and set around a landscaped central quadrangle, with access via a single gated entrance.

Ben O'Connor, associate with property adviser GVA Grimley who is appointed as letting agent on the scheme says,

"Units can be combined to offer complete flexibility to suit different size requirements, offering an ideal solution for small companies who may be looking to expand or even looking for their first premises."



"The building has been designed to meet the challenges of the Disability Discrimination Act. The first floor suites are accessed via a feature staircase or an eight-person lift.

Within The Sanctuary there are ten units for sale ranging from 818 sq ft (76 sq m) to 2,454 sq ft (228 sq m), all with dedicated parking at prices from £195,000 up to £575,000 (exclusive of VAT).

The Sanctuary is situated at Ham Green, close to the village of Pill in North Somerset, just ten miles from Bristol International Airport, the M4/M5 interchange and just five miles from Bristol city centre.

For further information, please contact;



0117 988 5219  
Ben O'Connor, GVA Grimley

### INSIDE *this issue*

	PAGE
<b>Fairness for business</b>	2
<b>Two for the price of one</b>	3
<b>Sustainable opportunities</b>	3
<b>Water company cleans up</b>	4
<b>New Weston College</b>	5
<b>Jobsfair</b>	6
<b>Create business</b>	6
<b>Jewel in the Crown</b>	7
<b>Help is on hand</b>	8

# Fair Trade – North Somerset Trading Standards

All businesses need to comply with the same set of rules to create a 'level playing field' for fair competition. Rogue traders who deliberately break the law do so to gain an unfair advantage.

Small businesses can struggle with the daunting list of rules, especially if they have only just started in their chosen area. North Somerset Trading Standards aims to help at the beginning by establishing a working relationship with firms which are based within the North Somerset area.

Laws are often broken due to a lack of knowledge or by mistake so Trading Standards will usually discuss and advise companies in the first instance as to how to correct an illegal trading practice. If they discover deliberately unfair, dishonest trading or criminal offences they will use their legal powers, including prosecution, to protect the honest traders and consumers from unfair practices. Routine inspections of trade premises throughout North Somerset help the organisation to prevent problems before consumers are disadvantaged.

Did you know that Trading Standards offer an advice service to businesses based in North Somerset with regards to aspects of how law is enforced?

The laws Trading Standards enforces include those regulating:

- misleading advertisements and other promotional material
- weights and measures
- labelling and composition of food

- counterfeit goods (videos, CD's, DVD's, clothing, tobacco, alcohol, car spares etc)
- prices and price marking (including in store promotions)
- consumer credit (including licensing, advertisements etc)
- safety of consumer goods
- composition and labelling of farm animal feeds, pet foods and fertilisers
- farm animal health and welfare
- package holidays and timeshare
- estate agents and property mis-descriptions
- underage sales (tobacco products, video's, DVD's and solvents but not, at the present time, alcohol)
- unsolicited goods and services.

Are you selling goods or services on the internet or by phone? Concerned about the terms and conditions in your contracts with consumers? Interested in the 'Home Authority Principle'? Thinking of deferring payments for customers but don't understand the rules on credit? Need information on product safety?

Why not check out North Somerset Trading Standards website:



[www.tradingstandards.gov.uk/northsomerset](http://www.tradingstandards.gov.uk/northsomerset)

or alternatively

[trading.standards@n-somerset.gov.uk](mailto:trading.standards@n-somerset.gov.uk)  
01275 888 634



Trading Standards Service



# Two for the price of one

**Two former television journalists, Bruce Hockin and Jon Day are celebrating 10 years in business together.**

After previously working together at HTV they teamed up again to form The Public Relations People (The PR People) in 1995, when Bruce took early retirement. Jon had left three years earlier after 14 years working in news, Press and Public Relations.

The consultancy has offices in Nailsea, is also celebrating a hat-trick of new business. The PR People has been retained to provide a PR and media relations service to marketing and business development specialists Achieving the Difference, The Recruitment Company FSP Limited, and are also part of a consortium that has just won major contracts with the Creating Wealth

Syndicate and Stroud District Council.

Last year Jon was made a Fellow of the Chartered Institute of Public Relations for his services to the Public Relations industry and Bruce

was previously awarded the MBE for services to television.

For further info:

 *Jon Day, the PR People*  
01275 851 876 or 07973 753 090



## Sustainable opportunities for businesses

**One of the current hottest topics in the business world was explored at the South West of England's major environmental conference and exhibition held in North Somerset at the Winter Gardens Weston-super-Mare on the 12 October 2005. The conference and exhibition was devoted to raising awareness of how businesses can improve their use of energy and reduce waste, whilst providing management and technical solutions.**

Energy and eNVironmental Exhibition and Conference (ENVEC) 2005 is a key annual event, organised to complement the regular training seminars arranged by the South West's Energy and Environmental Management Groups.

It provides managers with an extensive exhibition of goods and services to provide the technical solutions they need to respond to the challenges of the environment and resource efficiency.

Conference organiser Phil Harding, from the Government Office for the South West said:

"It is great that our contribution to helping businesses and public organisations to reduce their costs and helping the environment is being recognised internationally. We also took care to ensure that the visit was as environmentally friendly as possible by funding a 1Kw solar panel that is now fitted to the roof of the Winter Gardens."

The event also celebrated the remarkable success of the groundbreaking guide "Resource Efficiency and Corporate Responsibility – Managing Change" a by-product of earlier ENVEC conferences.

Future ENVEC events are taking place throughout the South West over the coming months and cover a wide range of topics such as sustainability, resource efficiency and corporate responsibility.

If you are interested in attending any of the events or just finding out more about sustainable business contact:

 *Phil Harding*  
[phil.harding@gosw.gsi.gov.uk](mailto:phil.harding@gosw.gsi.gov.uk)  
or alternatively access the ENVEC website  
[www.oursouthwest.com/eemg](http://www.oursouthwest.com/eemg)

# Water company cleans up

**Hydro International, a leading provider of water management solutions is continuing with its expansion, both in overseas business activities and in the domestic market. In the last two years the company has recognised the potential from E.U accession countries, (such as Poland); joining the common market. These countries must meet obligations to align their water and related infrastructure within the requirements of existing European environmental directives.**

Clevedon based company Hydro International recently announced its acquisition of the Vexamus Water Group. Vexamus Water based in Ely, Cambridgeshire are established equipment suppliers to the water and wastewater sector in the UK. The company supply a range of leading treatment processes to the

market and have been successful in establishing framework agreements with key utilities such as United Utilities, Severn Trent and Scottish Water. The recent acquisition will enhance the Group's coverage of the municipal sector.

The acquisition forms part of Hydro International's strategy to enhance its strong organic growth with key strategic acquisitions. Commenting on the acquisition, Chris Williams, Hydro International UK Managing Director said "With the financial support of Hydro International and the market leading wastewater treatment equipment of the Vexamus product range, we are extremely excited by the challenges that lie ahead. We look forward to building on the excellent work of the staff at Vexamus in securing key framework agreements for AMP4 and Q and S

II/III in Scotland. Outside the UK utility sector, we also see potential from the Irish market and the industrial and export markets."

For further information contact:



Catrin Lilly  
01275 877 371  
enquiries@hydro-international.co.uk  
www.hydro-international.biz

Vexamus Water

now part of the

Hydro International

group of companies



# Work on new Weston College site to start in December

**Planners have approved Weston College's proposals to create a new campus on its Sixth Form site in Weston-super-Mare and building work looks set to start this Christmas.**

At a recent North Somerset Council West Area Committee meeting the £13million scheme to redevelop the College's Loxton Road land was approved by councillors.

College Principal, Dr Paul Phillips said: "The governors, management team, staff and I are all delighted with this decision and we are looking forward to the work starting later in the year. Our second site represents a massive new learning opportunity for Weston, North Somerset and beyond. As well as being the home of our brand new Sixth Form College this second campus will offer a higher education facility within the town and include a purpose built creative arts media and music technology building."

There will also be a two-storey Sixth Form block on the new site to replace the existing facilities. It is anticipated that each of the new buildings will accommodate around 400 students and that there will be a total of 77 full-time staff.

Dr Phillips continued: "This is an extensive development and we have liaised closely with the Planning Department at North Somerset Council, the Learning and Skills Council and all the partners involved including the head teachers of the

local schools to take it forward."

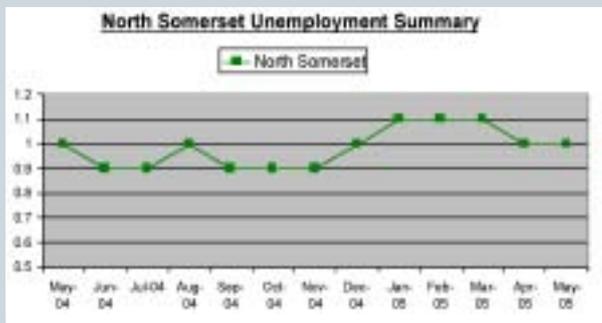
It is anticipated that the new building will be completed by the end of 2006.

 Porcupine PR on 01934 423 240  
Rachel@porcupinepr.co.uk



## Business UPDATE

Source:  
ONS Labour Market Statistics: August 2005  
South West ONS



# jobsfair

## JOBS FAIR & ADVICE DAY

North Somerset Council, in partnership with Jobcentre Plus, hosted a Jobs Fair and Advice Day on Thursday 29 September 2005 at the 'For All Healthy Living Centre' on the Bournville Estate in W-s-M.

Vice Chair Councillor Roz Willis opened the event and met the local employers and training providers including Marks & Spencer, Tesco, Argos, Bristol International Airport, First Somerset and Avon, North Somerset Council, Quadron, Homeserve, Weston Area Health Trust, iSKY, Comet/Meridian, Weston Gas Centre, CMT Absolute Training and Weston College. Business West were also on hand to offer people advice on starting their own business.

There was a workshop for help with writing CVs and completing application forms and Jobcentre Plus were also on hand to offer advice.



Information was available about training opportunities, apprenticeships, childcare and advice for single parents and people with health problems or disabilities.

A total of 188 people attended the event, both men and women almost equal in numbers, 58% of whom are unemployed. Four people came away with jobs as a result of the Jobs fair.

The employers were very pleased with the event and are keen to hold another Jobs fair in six months time.

Jenny Tucker, Business Skills Development Officer said: "We were absolutely delighted that so many people from across North Somerset found the 'ready4work' Jobs fair so successful, some even found employment on the day! The

employers who were exhibiting at the event were so enthusiastic they supported the suggestion to attend another 'ready4work' Jobs fair in 2006".

- Q:** Would your company be interested in offering work placements in partnership with North Somerset Council?
- Q:** Would you be interested in attending seminars on any of the following subjects:
- Disability and Recruitment
  - Age Plus (Legislation on age is to be implemented in October 2006)
  - Health Issues

If the answer is yes to either question, please contact:

 Jenny Tucker, Business Skills Development Officer  
01275 884 293  
jenny.tucker@n-somerset.gov.uk

## A new way to create business opportunities

### National Industrial Symbiosis Programme



The National Industrial Symbiosis Programme (NISP) is a national project, which is funded by the Department of Environment, Food and Rural Affairs (DEFRA). The three year programme aims to deliver resource efficiency through Industrial Symbiosis (IS) in the South West. NISP is delivered throughout the country by individual regional delivery partners, with the South West, London, and North West region coming under the jurisdiction of delivery partner WSP Environmental. NISP provides an excellent opportunity for UK businesses to learn how they can improve resource efficiency and

subsequently deal with key issues such as increasing productivity and profitability.

NISP is a business network that creates business opportunities through resource efficiency across the region and nationally, and promotes the concept of Industrial Symbiosis as a way of working. The business-led programme identifies opportunities for companies to work together to improve resource efficiency and achieve benefits that would not be possible if they worked alone.

The programme matches companies 'problems' with solution providers, which can be for example, a companies waste forming another's raw materials. There is also a database which

searches and finds 'matches' between organisations to better utilise the things we have and want. NISP is not restricted by size or turnover, and covers all resources – water, waste, energy, property, logistics, technical skills and expertise. Membership is free, although it will require some of your time.

A Synergy workshop is planned in Gloucester on the 16 November. However, this is an ongoing programme and further events are planned for next year. Visit the SW pages of the website [www.nisp.org.uk](http://www.nisp.org.uk) to keep informed of events happening near you.

For further information contact:

 Gill Bryan  
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# Jewel in the Crown



## A new developing business, House of Francheska, which specialises in rare, collectable and unusual jewellery from around the world, is leading the way in e-business practice amongst rurally based companies.

The founder Lorraine Evans relies on sourcing reputable suppliers from across the globe to ensure that all jewellery is original and authentic. Lorraine carries out an enormous amount of research to bring back original signed parures and one off pieces made by top designers.

Besides setting up the business venture, offering an extensive collection of American and European costume jewellery, Lorraine has learnt all aspects of web design and has constructed an e-commerce website, [www.house-of-francheska.co.uk](http://www.house-of-francheska.co.uk) providing secure online shopping 24 hours a day seven days a week. The website is also

used as an educational resource in an endeavor to educate and bring appreciation of vintage jewellery to members of the public.

Through a positive approach and sheer hard work the business is beginning to establish a loyal database of customers, with over 200 testimonials on customer satisfaction. The official launch date for the North Somerset based business is November 2005.

Lorraine would like to establish a reputation for giving talks as well as selling. She is currently organising educational talks on the subject of American and European vintage costume jewellery and on Elizabeth Taylor jewellery.

Lorraine quotes "This is a different approach to bring new light to a subject, which was considered worthless not so long ago." She would like to hear from anyone who has the same interest in vintage costume jewellery or if you would like to participate in the development of the business.



Lorraine Evans  
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[www.house-of-francheska](http://www.house-of-francheska)

If you or your business are interesting in appearing in future editions of Business Matters and have a suitable story then please email any suggestions to: Brent Smith at [brent.smith@n-somerset.gov.uk](mailto:brent.smith@n-somerset.gov.uk)

# Help is on hand for Somerset's entrepreneurs

New figures show there are more small businesses than ever before in the UK with the South West listed as the leading hotspot outside of London for generating entrepreneurs. And Somerset is leading the way in the region with nearly 7,000 start-ups opening their doors in 2004, an eight per cent increase on the previous year's figures.

The rewards, both personally and financially of running your own business can be huge, but many companies fail within the first 12-18 months due to a lack of support, experience or knowledge. For those companies in North Somerset, whether a new start-up or established organisation, help is at hand and it's right on the doorstep.

Business West the leading provider of business services in the West of England has a branch located in the heart of North Somerset which is run by experienced advisors offering years of business knowledge and practical advice. Based at Oldmixon Crescent in Weston, the centre offers an invaluable and cost effective opportunity to access a comprehensive and unparalleled package of business information, support and advice.

Rob McCarthy, Enterprise Delivery Manager, at Business West commented on the wide range of support available: "When setting up a new business or facing a challenge in an existing company, many people will struggle along alone because they're just not sure where to go for help. This can often be disastrous with businesses suffering severely or even folding when external support and guidance could have made all the difference.

Owners may know their businesses inside out, but drawing on external expertise from advisors with grass



roots knowledge can provide new and valuable insights to help maximise opportunities for growth," Rob continued. "We are focused on supporting businesses across North Somerset by working to lessen the strain and worry for owners and reducing the barriers that prevent enterprise and success."

Business West delivers a range of Business Link branded services, open and tailor made training courses, impartial advice, information services from an extensive network of experts and resources and networking opportunities. Business West support covers key business areas such as finance, personnel, business development, international trade, IT, e-business and innovation.

Particular focus is also given to helping companies to increase their chances of success when seeking equity finance. The 'Investment Ready' programme, which is funded by the South West of England Regional Development Agency, has been set up to help groom companies to increase their chances of securing investment. The programme is partnered by South West Angel and Investor Network (SWAIN), which helps connect private investors with companies

looking for investment.

Business West also offers a complete 'Starting in Business' package including a three day training course, a business assessment session, specialist advice clinics, business planning advice, information and support. This package is supplemented by a range of one day training courses; networking events; further advice clinic sessions and access to a vast selection of business information. Last year, Business West helped more than 120 people in North Somerset start-up their own new business.

Angela Hicks, General Manager at Business West's North Somerset branch, commented: "The Business West Team is here to help, whether it's in starting, growing, managing or even supporting owners in exiting their own businesses.

We want to work side-by-side with companies across North Somerset to help regenerate the region, bolster success and to establish inspirational companies that will act as leading lights to other businesses in the area."



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