

Burgess Hill

BUSINESS PARKS ASSOCIATION

The value of a face to face business event

Of course we had a couple of 'real' events in the Summer prior to my joining and those were well attended, but this was my first one as your new CEO, I have to say, the last time I attended a face to face networking event had been pre-pandemic in February 2020.

What struck me was what we had been missing for so long. There was a fluidity and dynamism to the conversations that allowed for many freewheeling topics to be discussed, there was simply a great flow of ideas being shared.

One of the interesting conversations I was 'in the circle' of was about how two companies could no longer guarantee to their customers next day delivery. With the current fuel supply problems it's a real issue with 24 hour dispatch firms struggling to deliver on time. Through no fault of their own, these two companies had been caught in the middle of a blame game on a couple of occasions. For me, what was interesting was how these two people were sharing a common business problem and explaining their approaches to dealing with it.

There was an informed discussion in one group about the repercussions from the business bounce back loan, while I know that one of our attendees garnered some very useful insights into hydrogen fuel cell developments from one of the manufacturers in attendance.

Another of our members came up to me to tell me more about the vehicles parking overnight in Edwards Way. This is a persistent problem and we have raised this now with the Police and the local council. Remember, we represent you in all such matters.

We also bumped into Wendy Agate, the community fundraiser from St Peters & St James Hospice, who was attending her second networking event of the day. She explained how the charity is moving out of lockdown, with shops reopening and a new warehouse set up. They have a fire walk fundraising event on the 28th of this month and you'll find more details of that below.

Meanwhile, a delicious light buffet was laid out and I noticed the freshly made sausage rolls were quick to disappear, these, together with a wide selection of finger snacks, were all kindly provided by Lance and Dee and prepared by their fabulous team at The Woolpack.

It's great to be back to face to face meetings, we hope you can make time for our future events in November and December. We already have one site visit planned and we hope to make them a regular staple of our calendar. If you'd like to talk about a site visit to your premises, let me know at richard.cox@bhbp.co.uk



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St Peter & St James Hospice's Firewalk on 28th October

There's still time to sign up for St Peter & St James Hospice's Firewalk on 28th October. Use code 'BHBPA' at checkout to receive 10% off your registration.

ST PETER & ST JAMES HOSPICE

With your heart and soul, conquer the coals!

FIREWALK

28TH OCTOBER 2021 AT 6PM
MID SUSSEX GOLF CLUB, BN6 8XJ

Find out more and register at www.stpjhospice.org/events
or call 01444 470208.

[Firewalk Registration - click here](#)

International design acclaim for Alexander Rose



It's a striking example of luxury modular lounge seating, made from solid teak hardwood frames and deep seating cushions made with waterproof fabric, making it perfect for outdoor use. It's also responsibly sourced and has a 100% seal of approval from the Forest Stewardship Council - an international non-profit dedicated to responsible forestry across the globe.

Garden furniture had already been steadily rising in popularity over the last ten years. And then in 2020, at the start of the coronavirus pandemic, there were more Google searches than ever before, where people were spending much more time in their homes and inevitably turning their attention towards home improvements.

Having exhibited for the first time at Salone del Mobile in Milan 2019, Alexander Rose wanted to return in 2020 with a new collection that had great visual impact, the highest level of craftsmanship and something different for the outdoor furniture market.

The brief was set by their in-house Design Team, consisting of Head of Design, Alan Morley, Graphic Designer and Photographer, Stefan Leth, and Katy Heasman, National Sales Manager.

The project started with a review of modular lounge sets currently on the market, along with an overview of trends the Design Team saw at the Milan Furniture Fair in 2019, where Alexander Rose had taken a booth for their debut exhibition.

Alan Morley said 'Having decided on the concept design, we went ahead and manufactured the first round of Sorrento prototypes for review. One of our top furniture factories in Vietnam made the samples and the nature of the design was challenging, due to the curved components and exacting tolerances, especially where the slatted backs fit into the base seat frames. Apart from the aesthetic appeal of the Teak frames, we put a huge amount of development into creating deep seating, luxurious cushions, that "invite you to sink into them, and never want to get up". That was our brief to ourselves. We had to get up and finish the job!'

Having made minor changes to the samples, they then ordered a small batch for their long-awaited photo shoot in the Algarve, Portugal. It was a stunning location, and the sofa set photographed beautifully on the top-level patio.

At the same time the brochure went to print, the first mass production order was placed with their factory.

Unfortunately, Milan 2020 was cancelled as well as their other European trade shows. However, this did not prevent their UK customers totally appreciating the beauty and quality of the Sorrento Lounge set. To date they have sold over 30 sets of Sorrento Lounge, with its popularity gathering further momentum.

On Friday 24th Sept, over 500 interior designers, product designers, architects, & manufacturers gathered at the International Design Awards, hosted by Design Et AI to review the shortlisted entries, which, across both the 2020 and 2021 awards (for the combined awards ceremony) included over 700 projects. It was a celebration of the very best in residential architecture, interior design and product design and Alexander Rose were delighted to receive recognition for their design.

The Alexander Rose Design Team have been working hard on a new addition to the Sorrento range – a 6 and 8 seater dining set, which launched in September this year.

FREE INSTALLATION FOR BHBPA MEMBERS

£12.50 PER HANDSET, PER MONTH

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MCL TELECOM

"No Jab, No Job" Webinar



Tuesday 19th October 2021
10:00 – 10:45

Earlier this year Sherrards Law ran a very popular webinar on "To Job or Not to Job" which many of you attended. However, not all of you were able to join us and, at the request of many of you we now going to run another webinar on this topic – with updated content.

Since the first webinar the situation has also significantly changed with organisations such as Virgin, Quantas, Cathay Pacific and of course Pimlico Plumbers either proposing or mandating that their staff receive a Covid 19 vaccine. In addition to these organisations, from

11 November, people working or volunteering in Care Quality Commission (CQC) registered care homes in England must be vaccinated by law, unless exempt.

As the vaccine roll out has now reached millions in the working population, employers may face difficult decisions. Can and should employers impose a requirement on employees to receive a Covid 19 vaccine? How should employers handle employees who refuse to be vaccinated, without any obvious medical or religious reason for doing so? Some advisers on the matter seem to be taking a very defensive position, but here at Sherrards we address the subject with our usual pragmatism.

Please join Harry Sherrard for a 45 minute discussion and update on the current situation on this much discussed and debated topic. There will be ample opportunity to ask questions and to become involved in the discussion.

How to Sign Up

The cost of joining the session is £50 plus VAT. To register and pay online for the session simply click on the following link;

[To register for the Sherrards Law webinar - Click here](#)

Travail's first Registration Open Day of 2021

Tell all your friends; it's Travail's first Registration Open Day of 2021!

Thanks to the continued and superb support of our fantastic local clients in and around Burgess Hill, we have an abundance of temporary work on offer as well as a wide variety of new and exciting permanent vacancies. After 20 months of closed doors, we are finally able to reopen our office to the public for an eagerly anticipated Registration Open Day!

This is a great opportunity allowing job seekers the chance to pop in for a friendly chat, help, advice and to register for either temporary or permanent work finding services.

We'd like your help to spread the word and to tell any friends that might be between jobs, or those who may have just finished furlough or even your newly graduated contacts who may be looking for a new start or a way of building some experience whilst finding their feet!

Our doors will be open from 10am until 4pm on Tuesday 12th October. This will remain a Covid safe experience and we do encourage visitors to sanitize, wear face masks and keep their distance.

We are also continuing our 'Refer a Friend' Scheme which could result in a £25 Amazon voucher for any successful referrals! For any further information about our open day or details regarding our 'Refer a Friend' scheme, please call our office on 01444 244204!

Thank you for your amazing support.



Welcome to new members this week

We welcome two new members to the association this week:

- Meed's Job Club
- Tomango



New member - Meed's Job Club

Woodlands Meed is a Foundation Special School for pupils with a wide range of special needs who live in Mid Sussex. Woodlands Meed operates on two shared school sites. Our younger pupils aged 2-14 are educated on the School site, next to London Meed School and our older pupils, aged 14-19, attend the College site, shared with Birchwood Grove Primary School.

The Meed's Job Club (MJC) delivers the Woodlands Meed's Career Programme and is developing and delivering a progressive and meaningful programme of learning, working with employers and external partners. We are currently working with Chambers and Partners, the world's leading provider of legal research and analysis.

In July the MJC successfully placed a student within their Technology Team. Following this appointment the company took up our offer of piloting a process over the academic year. The process starts by offering a group of students work experience, this is then followed by a work placement and ultimately a paid position at the company.

The MJC wants to help and support local businesses become more diverse whilst helping to enable our students to reach their full potential. We are keen to talk with any local businesses

who may be interested in providing a small group of students with work experience opportunities such as a visit to their premises/workshop for a tour, coming to college to talk about your job/business or offering formal work experience.

Please also get in touch if you would like to find out more about the process we have put in place with Chambers and Partners and how it can be tailored to your requirements.

awatts@woodlandsmeed.co.uk

Tomango

New member - Tomango

Is your brand image holding you back? Do you want your business to go up a level, but you're struggling to attract more of your ideal customers? Are you missing out to inferior competitors just because they've got a better image?

Tomango is a strategic brand, web design and digital marketing agency based just outside Lewes, East Sussex.

We help small businesses grow and be profitable by getting more of the customers they want. We work with our clients to develop strong, hard-working brands, then design high-end websites and deliver digital marketing strategies to attract profitable, perfect-fit customers.

Tomango has over 20 years' experience working with organisations in Sussex, Kent and across the South East. We specialise in helping businesses with a £1m-£5m turnover grow to £5m-£10m+.

Expertise:

- Brand strategy
- Brand identity design
- Website design
- Digital Marketing

Working out your strategy

Most small businesses know their branding and marketing could be better but get overwhelmed by all the possible options and just don't know where to start.

Our initial diagnostic exercise - called Discovery - assesses your circumstances and works out a roadmap of what you should focus on and in what order, so you get the best return on your investment. It's the vital first step that provides the structure for everything else to be successful.

www.tomango.co.uk

Useful links:

[How to create a brand identity design brief – download our template](#)

[Deciding on your brand positioning: vertical vs horizontal](#)

[How to use your website to get the right type of customer](#)





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Our next event - It's a wrap!

We are soon to be publishing more events in advance on our website, so you can plan your diaries better to attend.

We have an interesting one lined up for early November. PVL will be demonstrating how a vehicle wrap is done. Following that we'll then be using their adjacent meeting room for some light refreshments and networking.

We have arranged with the Kings Church (just across the road) to allow you to park in their car park that evening.

- PVL Factory 2
- 44 Victoria Road, Burgess Hill (that's on the short offshoot of the road)
- Wednesday 3rd November
- 5.00 – 6.00pm

Please book early to avoid disappointment. For booking, follow the link below



[To book this event - click here](#)

Closing Remarks

In the meantime, we are keen to hear your stories, awards won, apprenticeships completed, sustainability improvements, your involvement with local schools and all and everything going on in the various business parks around the town.

Keep your news coming to us by emailing newsletter@bhbp.co.uk

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