



Breakfast meeting puts focus on business

Meridian House hosted the launch of a new networking initiative aimed at encouraging the growth of local businesses.

Cheshire Business Focus promises to provide businesses with a networking forum that is free and simple.

CBF chairman Mike Worthington said companies needed to change their philosophy and help each other through the tough economic times.

Mike said: "We need to start looking at our clients and not think how much money can I make from them, but what can I do to help them succeed. That then leads to them having more money to spend with you in future."

Mike, a retired policeman, was addressing 50 local business people at the breakfast meeting held at the Pickle Jar café.

Mike gave the assembled crowd plenty to chew over as they sat down with a cuppa and some new business contacts.

He told them it was time to embrace Prime Minister David Cameron's Big Society whether they agreed with his politics or not.

"Big Society is basically the Government telling us that they have no money left and you are on your own," he said.

"We need to get it out of our heads that someone is there and is going to do something for us, we have to help ourselves."

CBF was formed by Mike Worthington and members of the local business community - as they felt there was a demand from SMEs for a networking support group.

Those taking part in the breakfast meetings have been asked to generate their own ideas on how best to make the networking opportunity work.

"The seed has been put to ground now, and you are the ones who need to do the watering," said Mike.



Businesses at the first CBF meeting

The events are open to everyone and for more information on the next event and how you can attend visit www.cheshirebusinessfocus.co.uk or call Mike Shiels on 01606 558887 or Tim Ashcroft on 01606 551122.

Dates for your diary

6th May - 1-5 quarterly meeting

2nd - 8th May - Red Cross fundraising week - GO RED

22nd June - Principles of Health & Safety course, Northwich

Your Estate Manager

If you require information or advice about Winsford Industrial Estate, either as a tenant or a company looking to invest please contact Mike Kelly on 01606 723175 mobile 07792 618133 or email mike.kelly@groundwork.org.uk



The Winsford 1-5 Estate Bulletin is funded by the Business Improvement District

For further information about Winsford Industrial Estate and the Business Improvement District contact Groundwork on 01606 723175 or visit www.winsford1-5.co.uk or www.1-5bid.co.uk



WE ARE THE CHAMPIONS: From left to right, Bobby Brown, Daryl Tomlinson, Liz Stockall and David Hambleton, part of the successful team from Furniture Finders, celebrate their win.

Furniture Finders victorious

The annual estate Challenge Cup Quiz 2011 was a sell-out success. Over 20 businesses came to battle at Wharton Conservative Club.

Quiz teams from across the estate competed to take top spot from last year's champions MAST Systems.

The overall winners were 'Credit Note Please' the team from Furniture Finders on Road Two, who proudly accepted the Challenge Cup along with other donated goodies.

Second place was awarded to Red-Meridian a joint team representing The Red Cross and staff from Meridian House.

Last years winners MAST Systems eventually came in a respectable third place.

Estate Manager, Mike Kelly said: "Once again it was a great turnout and everyone had a great time. I would like to take this opportunity to thank everyone who donated gifts."

A further thank you is offered to Rucks Catering, who provided a delicious spread on the evening, Wharton Conservative Club for providing the venue and Quizmaster Neil Bebbington who did a sterling job on the night.

Continued on page two



Winsford Industrial Estate BID2 up and running

Welcome to the first newsletter in the period of our renewed five-year BID. It seems only yesterday that I was writing about the expectations of a new summer, only to be followed by yet another wash-out and an awful winter, so I'm not going to tempt fate again by talking about my expectations on the weather front – after all there is much more by way of guaranteed good news to comment upon.

This issue focuses on one of the big success stories of Winsford Industrial Estate. A legacy from our old partners Vale Royal Borough Council, the former canteen of the huge ICL site that once occupied a large part of the estate was transformed into a building of starter units, ideal for new and smaller businesses to establish a base in the world of trade and industry. We are, of course, talking about Meridian House – home to a fascinating array of diverse businesses, many of whom I know are able to provide product and services that would be useful to many of the businesses on the estate.



Also featured in the magazine are the winners of our ever-popular quiz, an event that goes from strength to strength. Thank you to all those who attended to make this a fantastic success, and a special thanks to those companies and individuals who kindly donated prizes for the event.

(Here's to a successful summer for everyone. Let the weather do its worst)

As the new BID gets under way, you should see a seamless transition from one scheme to the next. Mike Kelly remains in his important role as Estate Manager; the first wave of training courses have already been announced; and with the announcement of an extra public holiday for the Royal Wedding falling between the Easter weekend and May Day bank holiday, there has never been a more important time to put in place enhanced security cover over the estate.

Here's to a successful summer for everyone. Let the weather do its worst.

Gary Chester

Chair of the Winsford 1-5 Business Environment Group

Quiz night success

Some of the teams
 battling it out for the cup



SPX



Ambassador



Redcross/Meridian House



Dewhirst



Taking a closer look at Meridian House

Not many people are aware of the fact that Meridian House started life as the sports and leisure club for ICL. When the company left the estate in the 1970s the local authority had the vision to convert the building into a business centre for SMEs. Currently there are 30 diverse businesses located at Meridian House. Companies range from office furniture and stationery providers (Office Essentials) to contract cleaners (Brandall North West). One of Meridian House's longest established businesses is Office Link, a 24/7, 365 days-a-year call centre operation that also provides the estate's rapid text service.

Simon Dingle, Senior Surveyor at Cheshire West and Chester Council, said: "Meridian House is designed to offer start up businesses and small to medium



Cheryl and Tina

enterprises the facilities and infrastructure to run their own businesses without the large overheads usually associated with premises. We offer a reception and administration service for all

tenants and accommodation is available on an easy-in-easy-out monthly basis."

Winsford Industrial Estate is ideally located and all businesses benefit from being part of the Business Improvement District, providing additional access to advice, support and funding opportunities.

Full details and available accommodation can be found by visiting our website www.cheshirewestandchester.gov.uk or alternatively by contacting Property Services on 01606 271703.

Business profiles

OneTek Lee Donaghey OneTek Business Solutions

OneTek provides a one-stop-shop for all of your IT requirements; support, software development and internet connections. **01606 552428**

Richard Bone, Richard Allsop, Ruth Macmillan, Paul Cloake Brandall North West

BNW specialises in the provision of office cleaning and associated services throughout the North West. **01606 556810**

Andrew Woodbine AWE

AWE is a provider of electrical services from domestic and commercial to industrial projects, along with maintenance and testing. **01606 558844**

Alison Herron and Graham Howarth Office Link

Office Link are a 24/7, 365 days-a-year customer service call centre for every kind of business. **0800 072 1500**

Karen Crosse The Pickle Jar

Offering a variety of delicious beverages, snacks and meals, open Monday to Friday 8am until 4pm. **01606 862006**

Fiona Welch, Jessica Marshall, Dan Marshall Brailin Recruitment

Brailin was established in 2000 and specialises in industrial and commercial recruitment. They pride themselves on finding the right staff every time for their clients. **01606 591991**