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# Burgess Hill

BUSINESS PARKS ASSOCIATION

**Weekly Newsletter - Every Friday Morning**

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## Opening Remarks

### **New event announced**

Our November events have nearly sold out so don't delay in booking your places. Become part of the 'Inclusion Revolution' on the 21st of November.

This week we also announce a morning event in early December. It'll be an interesting take on marketing, being held at a venue new to us, the spectacular Pangdean Barn, full details below. [Book Events](#)

### **In other news**

The Fire Service is looking for your input and views. Good sales training is something that is not easy to find. We share some pointers for what you should look to achieve from it.

There is an open invitation to sample the many great visitor attractions locally, while the town council has a raft of activities planned for the Autumn half term.

### **This week's event**

We open with a series of articles related to this week's networking event, reflecting its theme of sustainability.

Keep the stories coming in: [richard.cox@bhbpa.co.uk](mailto:richard.cox@bhbpa.co.uk)

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## **A Focus on Sustainability**

### **A photo report on this week's networking event at PVL's Burgess Hill Factory**

Another well-attended event with over 40 delegates and a great buffet breakfast kindly provided by PVL. We listened to two presentations which covered very different aspects of sustainability.

We also learnt that by adopting clear sustainability policies a business can differentiate itself from its competitors. Many organisations are now working to reduce their [Scope 3](#) emissions in order to help mitigate climate change. Procurement departments of larger businesses and government bodies heed such efforts. Forward-looking businesses at every scale take note.



Nick Broom explained more about the company's various initiatives to reduce waste, including a sector specific collective scheme to recycle otherwise difficult to recycle waste: waxed paper. In addition, the vehicle wrapping materials they use have undergone significant change and are far more environmentally friendly. He also explained how, when they took over the premises last year, all the lighting was converted to LED. Later during the tours I noticed how a lot of their factory was powered by compressed air. There were several sizeable, energy-efficient units from a very local supplier, [HPC](#) spotted in the main production room.

PVL have invested heavily in new capital equipment, switching from a German to a British supplier, it's led to a 30% uptick in productivity with the new equipment and better use of sheet materials, This new UK supplier is more attuned to collaboration.

We also squeezed in a short impromptu presentation from Kat Crisp about the [Young Green Sussex Challenge](#), as this readies itself for launch in 2025. Rachel Birrell-Gray from The Adelphi Group of Companies was also on hand as one of its major supporters. You'll hear a lot more about this in the months to come.

Below a few snapshots of our delegates during various phases of the morning's event.



One of several large production rooms we toured

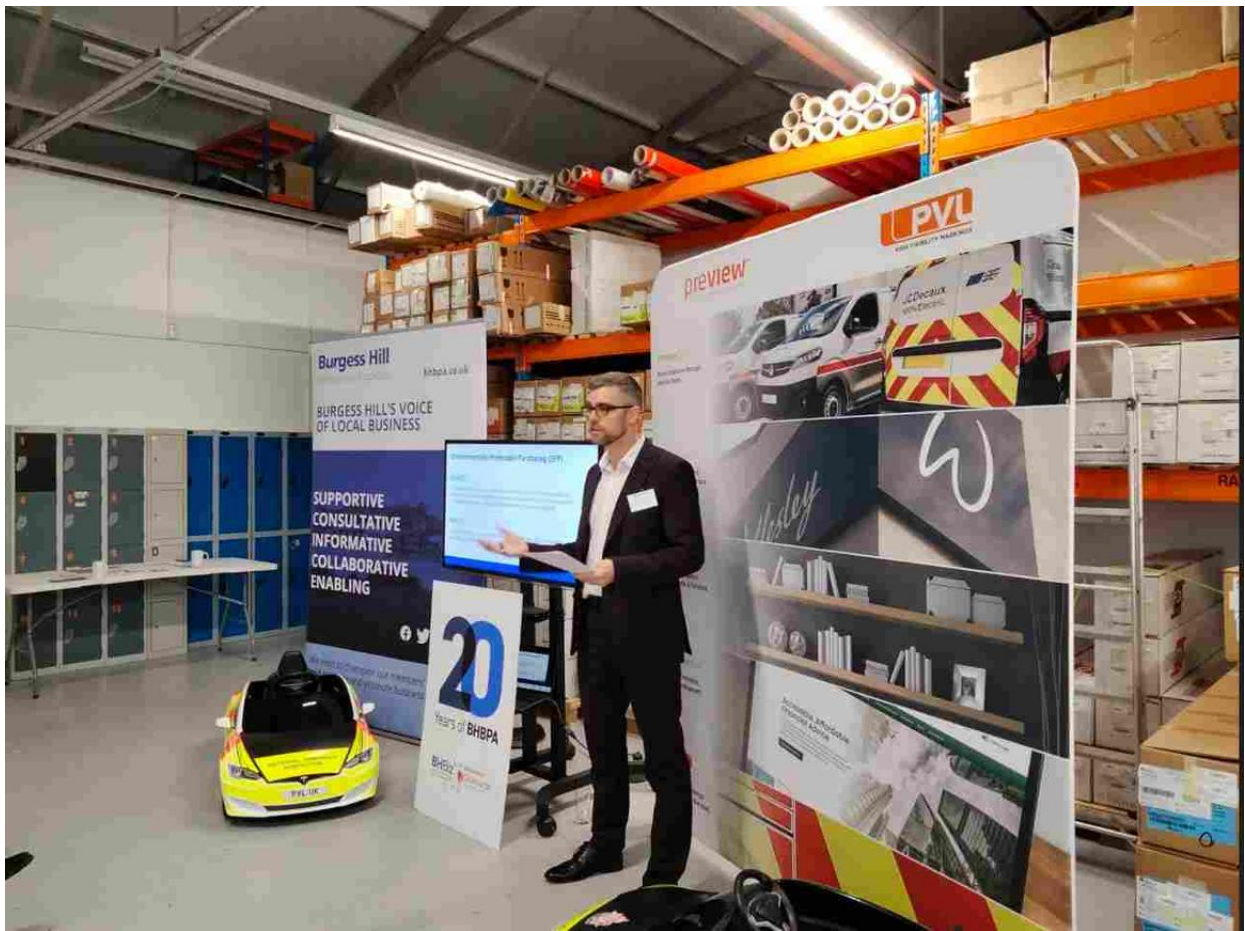


Interesting KPI monitoring charts were keenly spotted by Glen Smith from Adelphi



Another popular event from BHBPA





Glen Smith from The Adelphi Group of Companies gave his first ever business presentation with much aplomb, explaining their Environmentally Responsible Purchasing policy.

As a forward-thinking association we offer these opportunities to allow less experienced staff the chance to hone their presentation skills, it's invaluable experience that can be applied in many situations.

You can read more about his excellent presentation a little further below. In the past five issues of this newsletter we have been serializing all of it in bite-size chunks, going into some detail. We'd like to thank The Adelphi Group of Companies for sharing with us their journey.

## Best Business of 2024

### Winners Certificate presented to Nick Broom the CEO at PVL

Our event was an opportunity to finally present Nick with his **BHBiz24** Winner's Certificate, the trophy already sits proudly in a cabinet in the company foyer.

Sponsored by [Mayo Wynne Baxter](#) this category was judged by one of our three independent judges, Dee Matheson, MD of Electa UK with large manufacturing and R&D facilities in Crawley, she's also the current Chair of GDB.



## The Best Business award was the most hotly contested of all our award categories

Here's what our judge Dee Matheson had to say about PVL's **BHBiz24** submission:

*"Win for PVL – This company has demonstrated solid business growth in a sector they are passionate about.*

*Their employees are kept engaged from the point of induction and through to regular opportunities for their voices to be heard and their ideas considered.*

*They have a strong CSR programme and strong social conscience with 12% of employees with higher needs.*

*Their recent investments to support the growth of the business was really impressive."*



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## Top Tips & Quick Wins

The final article in a series looking at Environmentally Responsible Purchasing

Written by Glen Smith, Strategic Buyer at the double environmental-award winning Adelphi Group of Companies.



### Turning intention into action

Define your own company values. This will enable you to evaluate your suppliers based upon who aligns most successfully with what you want to achieve.

Improve your visibility of suppliers' practices. Never be afraid to ask. The best suppliers will welcome your questions, as it gives them a chance to demonstrate what they can do!

Utilise a scoring matrix. For example Kraljic's Matrix, which differentiates suppliers based on their position in our supply, against Cost vs Risk to our business. It has four quadrants: Strategic, Leverage, Bottleneck and Routine.

Use this matrix to streamline your supplier base. As mentioned at the very start of this article, giving a larger amount of your business to a lesser number of suppliers gives you greater leverage when it comes to negotiating pricing discounts and other terms. This is known as economies of scale.





## We Noticed Benefits: You Can Too!

**Example 1: Buying a year of stock**, which has generated both cost and relationship benefits. Buying in bulk has enabled us to use economies of scale to pay less per individual component, and holding extra of these components in stock will also reduce the lead time to market for some of our equipment. One example component, a tie bar, has generated over £3,000 in savings alone.

**Example 2: Sustainability as a PR tool.** Sustainability credentials are now a primary decision making factor for customers. Your approach can either win or lose your business – so make sure that you are winning!  
Examples of positive PR which Adelphi has benefitted from include:

- Sustainability awards, which are free to enter, and generate positive publicity and brand awareness for your business.
- Linking with sustainability bloggers, which generates backlinks to your website and improves your discoverability in Google.
- Improved public perception: the highest content engagement we see on our social media channels is with sustainability posts, which are liked and re-shared to increase exposure!

**Example 3: Ideas and networking** – improving together! At Adelphi we are proud to host suppliers and customers for visits, and always include a tour to show off the sustainable elements of our site. We also love attending tours of supplier sites in turn! Meeting in-person rather than online generates a great opportunity for ideas sharing, and you may inspire or be inspired in the process too!

## December Breakfast Networking

**Burgess Hill**  
BUSINESS PARKS ASSOCIATION



Tuesday, December 3rd  
8.30am - 11.00am

**FREE Members only**  
Non-members can attend one event

### Will AI replace PR and Marketing ?

Pangdean Barn with presentation from Rose Media Group



Pangdean Barn, Pyecombe, Brighton BN45 7FN

Presentation from Aneela Rose and associates of Rose Media Group.



#### Can AI take over PR and Marketing?

Not exactly – but it can enhance the way PR and Marketing professionals work.

Rose Media will demystify AI by showing you how AI tools can simplify tasks, offer new insights, and boost your efficiency, allowing you to focus on the high-impact, strategic work that AI can't replace.

We'll arm you with practical ways you can use AI to strengthen PR and Marketing efforts, keeping the human touch central to your brand. Join Aneela and Mary in a fun and interactive talk discovering how AI can support, not replace, the work that connects you to your audience.



Nicky Currie from  
Pangdean Barn



**Join us at the magnificent Pangdean Barn (10 mins from Burgess Hill). Nicky Currie will explain more about their exceptional hospitality offering. There'll be plenty of networking opportunities before and after our presentations.**

[Pangdean Barn - Networking - 3rd December - BOOK HERE](#)

## West Sussex Fire & Rescue

Fire service launches new community questionnaire



We would like to invite you take part in West Sussex Fire & Rescue Service's new Community Risk Management Plan (CRMP) questionnaire.

This new questionnaire has been designed to gather the views of everyone who lives, works or visits our county on the risks that concern them the most.

The findings of this questionnaire will be fed into the planning process of our next CRMP, which will run from 2026 – 2030.

I would urge you all to take five minutes to complete the survey and share your views.

You can do so using our online survey, or if you would prefer to complete a printed copy of the questionnaire you can request one by emailing [yourfireservice@westsussex.gov.uk](mailto:yourfireservice@westsussex.gov.uk) or by calling **01243 786211**.



Online Fire Service Survey

**The survey is open until December 15.**

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The banner features the Extech Cloud logo and tagline, followed by five service icons: Cybersecurity (lock), Cloud Migration (cloud with arrows), IT Support (headset), Voip (phone with globe), and Connectivity (router). Below these are various certification logos including Microsoft Solutions Partner, Cyber Essentials Certified and Plus, Beyond Award Winner MVP, ISO 2001, and ISO 27001.

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## Sales challenges that require action!

**Important areas which could help you achieve the growth you are looking for:**

- Do you need to get your sales team to move to a higher level?
- Do you know where new areas of sales growth will come from?
- Do you feel pressure from your market and your competitors?

**We find solutions to these challenges through a combination of:**

- Developing the skills of a sales team
- Providing interim and part-time sales management expertise
- Creating a reliable sales strategy and process to increase conversions



**Julian Clay MD**  
Sales to Success Ltd

We also coach sales teams, in order to improve effectiveness and performance. You may want to review your sales strategy. If so, we can conduct a comprehensive analysis of your goals and deliver actionable recommendations with ongoing support to ensure success.

If any of these challenges resonate with you, let's arrange a confidential conversation. It could be the first step towards boosting your sales potential and performance!



M: **07775 513770**

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## Halloween & More

### **Pumpkins, Bonfires and Autumnal Delights from the Larky Team**

Are you looking for inspiration of places to go during this special time of year? As the season changes with Mother Nature dressing up in beautiful hues of yellow, red and orange, we've handpicked local gems worth exploring below and our website [www.golark.co.uk](http://www.golark.co.uk) is bursting with more ideas too!



### **Family Fun at a PYO Patch**

Picking your own pumpkin is as popular as ever and many local farms host fun themed events.

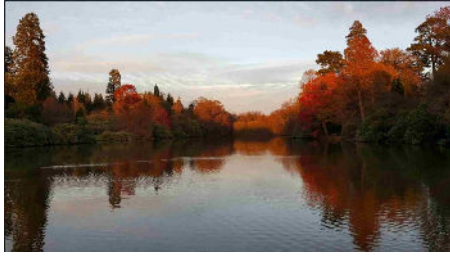
South Farm in Rodmell, just north of Peacehaven, has so much to offer throughout the year and has a lovely pumpkin patch you can visit until 31st October.



### **Spooky Events**

Autumn is full of fantastic events in Sussex and Surrey. We think you'll love our events page, rich with suggestions of what to do locally.

From a community bonfire night, Spooky Spectacular entertainment to a fungi hunt, you will find something to spark your inner adventurer within.



### **Autumnal Delights**

A visit to Sheffield Park is a must at this time of year. Renowned for its Autumnal symphony of colour, a stroll around its magnificent grounds should be firmly in your calendar for October and November. Do check their website for details as it gets busy.



For more fabulous adventures and inspiration, visit our website [www.golark.co.uk](http://www.golark.co.uk) and be sure to follow us on [Instagram](#) or [Facebook](#)

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## **Park Centre**

### **What's the future of the cherished Park Centre in Burgess Hill?**

You're cordially invited to join us for an informative session regarding the future of our cherished Park Centre. We are eager to share our vision for the building and explore how we can play a role in its development.

Refreshments will be provided for a small donation to help raise much needed funds.

- 22nd October 7.00-8.00pm
- The Burgess Hill Academy - Main Hall

[parkcentre.org.uk](http://parkcentre.org.uk)



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## Fun For Families This October Half Term

**Burgess Hill Town Council has organised a fantastic array of events for families to enjoy this October Half Term.**

From the Halloween Trail to Family Fun Sessions, Young Carers Fun Day and Science & Craft Sessions, there's something for everyone to get involved in!

The Halloween Trail will run from Monday 28th - Friday 1st and every entry to the will receive a prize for participation, as well as be entered into the prize draw to win a craft kit!

The ever popular craft sessions run by The Kiln, return on Monday 28th Science and we've teamed up with Richard from Brighton Science Festival to deliver science sessions too!

The Young Carers can expect plenty of arts and crafts, and activities to do on Tuesday 29th, and The Mustard Seed will be supplying their yummy lunch as always!

Then on Wednesday the Family Fun Sessions for families of children and young people with Special Educational Needs and Disabilities (SEND) return for the final time in 2024. with s sessions on Wednesday 30th.

All sessions, except the trail need to be booked advance. Please visit our website for more information on how to book. Burgess Hill Council has fully funded these activities.

# Half term Fun!!

26th October - 2nd November

### Halloween Trail

Aimed at ages 3-12  
Monday 28th Oct- Friday 1 Nov  
Starting and ending at The Help Point  
No booking required and a prize for every entrant!



### Science and Craft Sessions

Aimed at ages 5-12  
Monday 28th October-various times  
The Kiln, 30-32 The Martlets, RH15 9NN  
Booking required from 7 October




### Young Carers Fun Day

Aimed at ages 6-11  
Tuesday 29th, 10am-2.30pm  
Fairfield Community Centre, Western Rd, RH15 8QN  
Booking required by Friday 25th October



### Family Fun Sessions -for children with SEND

Aimed at ages 3-18  
Wednesday 30th, at 10am & 12.30pm  
The King's Church, 33-35 Victoria Rd, RH15 9LR  
Booking required



The above events are FREE and organised by Burgess Hill Town Council  
More info & to book visit [burgesshill.gov.uk/town-community/town-events/](http://burgesshill.gov.uk/town-community/town-events/)  
call 01444 247726, or email [Communityteam@burgesshill.gov.uk](mailto:Communityteam@burgesshill.gov.uk)

## November Evening Networking

**Burgess Hill**  
BUSINESS PARKS ASSOCIATION



Thursday, November 7th  
5.30pm - 7.30pm

**FREE** Members only

### Spirit of the Downs - Distillery Tour

A glass of English Sparkling or soft drinks, some nibbles and tastings.



Unit 3, Bookers Vineyard, Foxhole Lane,  
Bolney, West Sussex RH17 5NB



#### How to get there

Exit the A23 at A272, head towards Bolney on the Cowfold Rd /A272, go past the village, at The Gulf Petrol Station turn right up Foxhole Lane. 400 yards on the left Spirit of the Downs sign and flag turn into Bookers Vineyard through the double wood gates, follow the drive around the hose towards the black units at the back, unit 3.



Please do not park in Bolney Wine Estate.

**Delegate numbers are restricted to a maximum of 30**  
**Later bookings will be added to a waiting list**

**Michael Yeoman**  
Master Distiller & Owner  
Spirit of the Downs

Spirit of the Downs - Tour & Networking - 7th November - [BOOK HERE](#)

## November Breakfast Networking

**Burgess Hill**  
BUSINESS PARKS ASSOCIATION



Thursday, November 21st  
9.30am - 11.00am

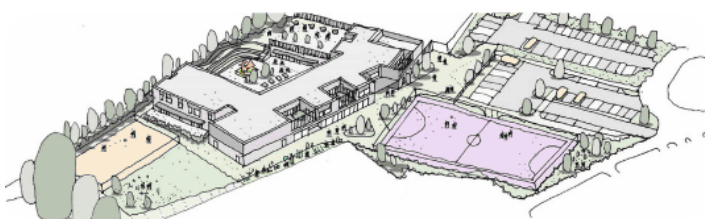
**FREE Members**

Non Members can attend one of our events

### The all-new Woodlands Meed College An opportunity to see Burgess Hill's newest educational facility



Woodlands Meed College, Birchwood Grove Road, Burgess Hill, RH15 0DP



**Adam Rowland**  
Headteacher  
Woodlands Meed



You are invited to a networking event with snacks prepared and served by Woodlands Meed students from their 'Inspire' Enterprise Café. Come along and find out how we can support your business be part of the Inclusion Revolution.

Meet the team, come and see our new state of the art SEND College, and meet some of our amazing students who might just be the new recruit your business is looking for.

Woodlands Meed are developing a Supported Internship programme with the help of BHBPA members! Please come along and learn about these partnerships

**Opportunities to network with like-minded companies**  
**Be inspired to make a difference, there is great support for employers.**

Woodlands Meed College - Networking - 21st November - [BOOK HERE](#)

## All Upcoming BHBPA Events

**7th November**  
**5.30 - 7.30pm**

### **Spirit of the Downs - Distillery Tour**

Limited to only 30 delegates - STRICTLY MEMBERS ONLY

**21st November**  
**9.30 - 11.30am**

### **Woodlands Meed College - Tour & Presentation**

Buffet will be served by college students

**3rd December**  
**8.30 - 11.00am**

### **Pangdene Barn**

Will AI Replace PR and Marketing?

Presentation from Rose Media Group & others

**10th December**  
**5.30 - 7.30pm**

### **The Woolpack - Annual Christmas Drinks**

Mulled wine & mince pies - always popular business social event



## Please book our events on our website

Whether it's an online event, or a site tour at one of our members, or a networking event at a venue. We need to know how many are attending. Spaces can sometimes be limited and we are finding increased demand. So book early!

[Book all Events - CLICK HERE](#)



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## Closing Remarks

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 various business parks in and around the town.

Let's celebrate your successes and achievements!

**Deadline for copy each week is Thursday noon.**

Contact me directly - [richard.cox@bhbpa.co.uk](mailto:richard.cox@bhbpa.co.uk)



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