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*Season's Greetings from South London Business!!*



Welcome to our final e-Newsletter of the year. 2004 has been extremely busy for South London Business, characterised by the continued growth of our suite of business support services and the strength of our lobbying activities. In 2005 we will seek to consolidate our success and continue to represent the best interests of the business community in South London.

It has been a pleasure working with you throughout the year, and on behalf of all the team at South London Business, may I take this opportunity to wish you a Merry Christmas and a prosperous 2005.

**David Main**  
Chief Executive

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**Inward Investment success for Croydon**

Despite Cheltenham-based company Blue Sheep reporting that Croydon is in the bottom 10 of the list of places where business is thriving, Think London and South London Business have recently helped three international companies open offices in the Borough:

**IMS** are a Canadian company, based in Toronto. Established in 1979, IMS is a privately owned full-service database company serving over 1,000 clients across North America. IMS has two functions, a corporate database, and publishing business services - which represents 75% of their business. Their software technology continues to gain industry wide recognition and Industry Canada has rewarded them with substantial research and development grants over a number of years. The lead came through UKTI in Toronto, and was passed to Think London, who provided information on salary levels in London, as well as employee benefit packages. Through Becky Price, Think London assisted with helping them find permanent office space in Croydon. Initially 3 people will be employed, rising to 12 over the next 3 years.

**Gokak Mills** is one the most modern mills in India for producing industrial yarns, weaving and knitting yarns. The company has diversified into dyed yarns, canvas, terry towels, knitted garments and other downstream products. 50% of the current output is exported directly to 35 countries and the mills have received ISO 9002 certification. Gokak Mills is part of the Forbes group (A US\$2.5 Billion Premier Business Group in India, employing 10,000 people), which is a multidivisional group with interests in shipping, engineering, global logistics management, travel services, consumer durables, office automation and various others, textiles being the Core Business of the Company. As part of their introduction to South London, we have introduced Gokak Mills to the Croydon Chamber of Commerce and the London Fashion Forum. Initially 1 person will be employed, rising to 7 over the next 3 years.

**Winfoware Technologies** are an Bangalore-based company offering innovative, affordable and rapid IT Solutions, including asset tracking, interaction platforms, work flow management and IT services. Winfoware were recently voted one of India's most innovative companies. Initially opening a small three-person office in Thornton Heath, Winfoware are looking to develop and promote their services in South London.

We are very pleased to welcome these three new companies to South London, not only because of the investment and job opportunities that are associated with their arrival in the United Kingdom, but also because of the potential export opportunities for UK companies. Gokak Mills, for example, have already been working with two large UK clothing firms – advising them on how to market their products to the Indian market. The potential benefit to the UK economy of such international cooperation is, alone, worth hundreds of millions of pounds.

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**New Year – New Ideas – New Business Opportunities!**  
**An Innovate South London – Kingston Enterprise Exchange Network Event**  
**12:00 – 14:30, 20<sup>th</sup> January 2005, Sutton**

If you work in either the banking or accountancy sector, Innovate South London would like to invite you to a networking event to learn more about innovation and the free services they and their partners can offer you and your clients:

- extra cash & development resources for your business customers
- new customers amongst new and established innovative businesses
- additional revenue from partnership activities

Innovate South London, with support from the London Development Agency and South London Business, provides bespoke innovation support to new and established businesses throughout the South London sub-region. Together with one of their key partners in the Innovation Network – the Kingston Enterprise Exchange (the business -facing department of Kingston University) – they are staging an event especially for banks and accountants to explain how they can take advantage of the resources and services available to benefit their clients.

Innovate South London and Kingston Enterprise Exchange provide a wide range of services and capabilities, from free 'innovation clinics', through flexible supported desk space, to bespoke business development support and access to millions of pounds in grant and commercial funding. Between them they have already helped hundreds of businesses to grow and they will share examples of their success with you on January 20<sup>th</sup>.

Both ISL and KEE are keen to work reach more businesses and establish a group of trusted service providers who they can refer their own clients to. Reed Business Information has kindly agreed to support the event at their offices in Sutton. Please RSVP by emailing [lavinia@innovatesouthlondon.co.uk](mailto:lavinia@innovatesouthlondon.co.uk) Please pass this invitation to any of your colleagues who may also be interested in attending this event.

The agenda will be as follows:

12:00-12:45	Arrivals, Buffet Lunch and Networking	
12:45-12:50	Welcome	
12:50-13:10	Introduction to Innovate South London (ISL)	<b>Jonathan Wood</b> Director, ISL
13:10-13:20	Introduction to the Enterprise Exchange <i>or, there's an elephant in the room and everyone's talking about it!</i>	<b>Andrew Self</b> Pro-Vice Chancellor, Kingston University
13:20-13:35	The Knowledge Transfer Programme <i>or, how to get 40% of your R&amp;D Budget from the DTI</i>	<b>Marguerite Lipscomb</b> KEE
13:35-13:50	The Virtual Company Scheme <i>or, how to get support for penniless inventors</i>	<b>TBA</b> KEE
13:50-14:05	The Kingston Knowledge Exchange <i>or, how to find a man who can ...</i>	<b>David Stokes</b> KEE
14:05-14:15	Working Together <i>or, how to get the most from this</i>	<b>Barclay Thompson</b> ISL
14:15-14:30	Questions	

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**Harlequins Rugby Club**

Harlequins Rugby Club are the only remaining professional rugby club in London following the failure of London Wasps and London Irish to gain permission to improve their facilities and stadium to meet the requirements of the Zurich Premiership.

Earlier this year Harlequins applied to the London Borough of Richmond for permission to improve their facilities, including the development of hospitality facilities and commercial visitor attractions. Through our business retention team, South London Business supported the planning application, putting forward the economic case and highlighting positive

aspects of the re-development, including jobs creation, additional community activities and the promotion of the site as a tourist attraction.

We are pleased to confirm that on the 18<sup>th</sup> November the planning committee approved the application and construction work will commence in January 2005. Under a Section 106 agreement the club will contribute £650,000 to community and education projects.

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### City Growth update

The newly-formed strategy boards of both the Heart of South London and Deptford New Cross City Growth projects have held their inaugural meetings. The projects' aims are to identify and exploit the latent competitive advantage of both areas.

The business-led boards (think tanks) have already identified the following areas for further action: entrepreneurship; local markets and district centres; polarization of communities; out-commuting and public transport infrastructure developments.

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### London 2012 launches campaign to get 1 million registered supporters

London's bid to host the 2012 Olympic Games and Paralympic Games is picking up pace with a wide range of activity taking place over the last few weeks. The bid team submitted its final bid to the IOC on 15 November and the team is now looking towards the IOC Evaluation Commission's visit to London in February. 20th December was designated 2012 Day with the launch of a drive to increase registered supporters for the bid. The 2012 Day celebrations started before dawn at London's Mount Pleasant Sorting Office, where an official London 2012 postmark was launched. The bid team also pledged that babies being born on 20th December would be given a role in the Olympic Games and Paralympic Games should London's bid be successful.

In December, London 2012 launched its 'Volunteer to Win' campaign, calling for Londoners and London businesses to sign up their support for the bid and get involved in volunteering opportunities across London. Individuals and businesses can sign up to the campaign at [www.volunteer2012.com](http://www.volunteer2012.com)

*South London Business is backing the London 2012 bid and is represented on London 2012's Business Forum. Please add your support by backing the bid at [www.london2012.com](http://www.london2012.com). Public support is crucial to the success of London's campaign as this will be a factor the IOC will consider when making its final decision.*

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### Team News



Our Senior Learning Broker, **Louise Crayton**, returns to the London West Learning & Skills Council at the end of December. Louise had been on secondment to us for twelve months to assist Tracie Rice in the development of our Learning Brokers service. We would like to thank Louise for all her hard work during 2004 and wish her every success for the future.

Our Deptford New Cross City Growth project manager, **Pauline Lam**, is now operating out of new offices in Lewisham. Pauline can be contacted on 020 8320 2467 or [pauline.lam@southlondonbusiness.co.uk](mailto:pauline.lam@southlondonbusiness.co.uk)



INVESTOR IN PEOPLE

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