fbm
FIFE BUSINESS MATTERS
ISSUE 31
SUMMER 2015
www.fifebusinessmatters.co.uk

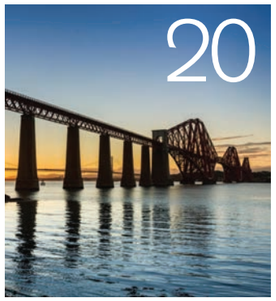
ALL-ENERGY
Encouraging outcomes for Fife companies

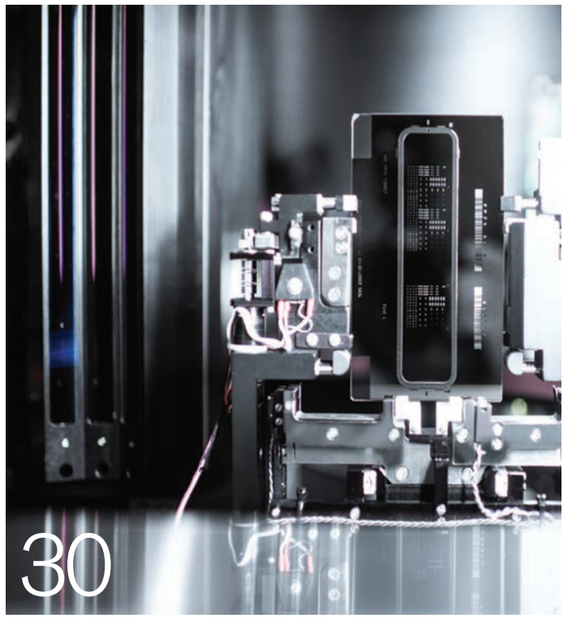
GREEN ENERGY CENTRE
Funding gives new centre green light

FSB REPORT
Scottish home-based businesses turnover £19.7bn

fbm MEETS
To infinity and beyond for Compugraphics

THE OPEN BRINGS HIGH HOPES FOR AN ECONOMIC BOOST





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Welcome to Fife Business Matters

In just a few weeks we will welcome The Open to St Andrews. It's the 29th time the Championship has been hosted at the Old Course, bringing with it endless opportunities for local businesses and the Fife economy.

The economic impact is significant and this issue of Fife Business Matters (fbm) sets out to highlight the benefits to Fife and the rest of Scotland of hosting such a major championship event, as well as showcasing Fife as the best place to live, work and do business.

Preparation is well under way for The Open and come the 16 July, all eyes will be on Fife as thousands of spectators descend on St Andrews for the 144th Open Championship, which this year, is attracting some of the biggest names in golf including last year's Open winner, Rory McIlroy.

This issue isn't solely about The Open – there's been plenty happening in the region over the last few months. Fife has a diverse economy and this issue of fbm reflects that as we report on a young kart racer who has established an impressive business in a short period of time; introduce Scotland's first bio-refinery; and hear from a creative business on how 'upcycling' furniture offers a successful business model. Focusing on manufacturing, we meet Compugraphics, one of the world's leading and most experienced merchant photomask makers, whilst also showcasing the success of Fife companies at this year's All-Energy.

I hope you enjoy the new look fbm, which once again, features an eclectic mix of good news stories.

Stephen Doran,
Chair of the Fife Economy Partnership

fbm

Fife Economy Partnership
GROWING FIFE'S FUTURE

Fife Business Matters is published on behalf of the Fife Economy Partnership and is funded by Fife Council Economic Development.

To send us your stories or to request a copy email: **editor@fifebusinessmatters.co.uk**

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Working from home now the norm

Half of all Scottish businesses are based in the home, sustaining around one in five private sector jobs and turning over £19.7 billion a year, a Federation of Small Businesses' (FSB) report has revealed.

Of those home-based businesses, more than half (54 per cent) have been established for ten years or more and almost two thirds employ at least one member of staff. Around three quarters (73 per cent) of these enterprises turn over less than £100,000 a year.

The study also found that for a majority of businesses, home is seen as being the permanent location for their operations, with respondents citing convenience, reducing costs and the nature of the business as reasons for operating from home.

Read more about the FSB's report on page 22.

Brand-Rex opens Customer Experience Centre

Brand-Rex has launched its Customer Experience Centre, a multi-media, interactive environment which illustrates the pivitol role cabling and connectivity plays in communication technology, at its Glenrothes headquarters.

With research and development at the heart of Brand-Rex, this new facility demonstrates the criticality of network infrastructure and its role in an ever increasing demand for bandwidth, network speed, network security and sustainability. Visitors can see real-life examples of how Brand-Rex designs, develops and manufactures innovative solutions to meet IT challenges.

Key areas include Data Centres, Healthcare and Financial Institutions, including a mini data centre that demonstrates the very latest scalable and flexible high speed technology designs.

Other features include an area dedicated to sustainability as well as fire survival cabling technologies.

Martin Hanchard, CEO of Brand-Rex with Sir David Murray at the opening of the Customer Experience Centre

CelluComp's bio-refinery opens in Glenrothes

CelluComp, a Glenrothes-based material science company, has launched Scotland's first bio-refinery, which is expected to establish Scotland as a world leader in a sector worth almost £200 million to the Scottish economy.

Production of Curran is underway at the plant. The additive, produced from the extraction of nano-cellulose fibres of root vegetables, improves the durability of paint and other coatings as well as applications in other industries such as concrete, pharmaceuticals and drilling fluids.

Christian Kemp-Griffin, Chief Executive of CelluComp, said:

> "We're delighted that the production of Curran can now begin on a more commercial scale. Its use as an ingredient for paints and coatings not only brings an important green credential but also a uniquely natural strength and durability."

The plant was officially opened by Annabelle Ewing MSP, Minister for Youth and Women's Employment, pictured here with CelluComp founders Dr David Hepworth (left) and Dr Eric Whale (right).

Multiprint invests in the future

Kirkcaldy-based design and print company, Multiprint, has invested in its future with the installation of a new system for making printing plates.

The system in conjunction with new plate material will transform platemaking into a simple, clean, re-useable and environmentally friendly process.

The family-run business, which was recently awarded the print contract for fbm, expects the new system to produce faster imaging, improved quality and better fit on the press, as well as reducing its environmental impact.

Multiprint's Managing Director, Jay Todd, said:

> "Our commitment to the environment and as a 'green' supplier, reinforced our decision to invest in the new equipment, which will also improve efficiency and the quality of the final product."

Optos agrees £259m takeover deal with Nikon

Dunfermline-based retinal imaging company Optos has agreed a takeover deal with Japanese optical giant, Nikon in a deal which values the company at £259 million.

Nikon, which is best known to consumers for its digital cameras will, as a result of the deal, enter the medical imaging sector and build a business around the Optos acquisition. It's an important step in Nikon's strategy, which is focused on driving sustainable long-term growth.

Optos sells eye testing machines which can detect high blood pressure and some cancers. At the time of the announcement, its Chairman, Dr Peter Fellner, said:

> "Following the Transaction, Optos will become a key part of Nikon's future strategy to develop a global medical business and will continue to provide its market leading solutions to the patients we serve."

Businesses back new rail link

Businesses in Fife are queueing up to support the latest drive by the Levenmouth Rail Campaign (LMRC) to restore the railway link from Thornton to Levenmouth.

The overwhelming case for the campaign is economic. Sharon Menzies, Managing Director of Influx Innovative Services, said:

"Poor transport is a problem for employers and for those looking for employment. Opening the Leven to Thornton rail link means employees can use public transport to work in central and west Fife or Edinburgh, but it will also open up new labour markets for local businesses."

Other benefits expected from the project include reduced pollution, increased tourism and greater access to urban services.

The campaign is seeking to involve more businesses.

To join the campaign, visit: **www.lmrc-action.org.uk/** or follow it on Twitter: **@LevenmouthRail**.

Sharon Menzies of Influx Innovative Services recognises business benefits of reinstating LMRC

Delivering change: Fife Council awarded Carer Positive Kitemark

Fife Council has gained a Carer Positive Kitemark from Carers Scotland recognising its commitment to supporting carers in the workforce.

Employees who are carers will benefit by having a clear route to open discussions on particular needs, a widened understanding and awareness amongst managers and colleagues as well as improved access to support mechanisms.

For Fife Council it hopes that the Kitemark will help retain existing talent, attract new talent and allow mutually beneficial flexibility, which will reduce the likelihood of sickness absence and helps to demonstrate wider corporate and community social responsibility.

For more information, please email Lee-Anne French, HR Assistant at Fife Council: **lee-anne.french@fife.gov.uk**.

CARER POSITIVE
Employer in Scotland
ENGAGED

Cooper Software improves export capability at Farrow & Ball

Dalgety Bay-based systems specialist, Cooper Software, has won a contract with a luxury paint and wallpaper producer.

Farrow & Ball, known for product names such as Elephant's Breath and Dead Salmon, has appointed Cooper Software to improve both its warehouse pick and pack and international export processes.

Frank Cooper, Managing Director of Cooper Software, said: "Working closely and understanding the business of Farrow & Ball has led to not just a major improvement in its shipping process both domestically and internationally, but really pushed the boundaries of our own software, driving its capability to the next level."

In just a few weeks The Open, golf's oldest championship will return to the Old Course in St Andrews. It will be the 29th time that The Open, organised by The R&A, will have been held over the historic Old Course.

FIFE SET FOR MASSIVE BOOST AS THE OPEN COMES TO TOWN

"Hosting The Open brings so many opportunities to Fife. In addition to the economic impact, the Championship does the sport of golf a lot of good and we see a positive impact on our courses during and after The Open."

As St Andrews – and the rest of Fife – tees up in preparation for the influx of thousands of guests between the 16 and 19 July, there's a special sense of anticipation.

When The Open was last staged in St Andrews in 2010, it delivered a combined £100 million benefit to Scotland, according to research carried out by the Sports Industry Research Centre. Of this benefit, it found most of the economic impact was focussed on St Andrews and the Fife Council area, with £40.1 million entering the local economy, as a direct result of The Open.

Keen to know how businesses were preparing for The Open, fbm took to the road, to find out.

Julie Lewis, Managing Director of The Adamson, a renowned Bar and Brasserie on South Street, said:

"The return of The Open is a huge bonus to the town. We are close to selling out for the entire week of The Open, but always ensure we have late availability for those who 'walk in' during the Championship. By opening our new bar this year, we have also significantly increased our capacity.

"We plan for The Open well in advance. We've undertaken a successful recruitment campaign and are well organised with menus, including themed menus just for The Open, which will showcase the very best of Scottish food and drink at such a key time."

Other business owners including Owen Hazel of Jannettas Gelateria and Lisa Cathro of Zest are also 'excited' about the return of The Open and the 'boost to businesses' it will provide.

For Natalie Kerr, Owner of Elisabeth May Boutique, this is her first Open Championship whilst in business. She said:

"We anticipate an increase in trade and benefit to the business. We're really excited about the opportunities the event will bring and are considering a range of options, including a pop-up shop, to ensure we maximise trade during the Championship weekend."

Thousands of golf fans are expected in St Andrews, many of whom will stay in the town. For letting specialist Pagan Osborne it's preparing for a busy few weeks, as its Property Manager in Fife, Linda Black, explains:

"There has been a fantastic interest in people renting homes in St Andrews and the surrounding areas during the Championship. We had an influx of early planners sign up for properties and we now expect the pace of bookings to increase dramatically as we near the big event."

FAR LEFT: Fife Golf Trust's Kinghorn course

LEFT: Rory McIlroy with the Claret Jug–credit: R&A

BELOW: The Old Course, St Andrews

Many of those visitors are also expected to head to Fife's range of 50 golf courses, including the Fife Golf Trust's seven courses.

Alistair MacGregor, Chief Executive of the Fife Golf Trust, said:

"Hosting The Open brings so many opportunities to Fife. In addition to the economic impact, the Championship does the sport of golf a lot of good and we see a positive impact on our courses during and after The Open."

Depute Council Leader Councillor Lesley Laird, Spokesperson for Economy and Planning, said:

"Golf tourism is a hugely important economic driver for Fife and hosting major golf events is a key part of that. We are looking forward to welcoming The Open Championship when it returns next month.

"There are significant financial benefits to Fife but it is also about continuing to grow and market our reputation and showcase the extensive and excellent golf courses and golf tourism businesses across the region."

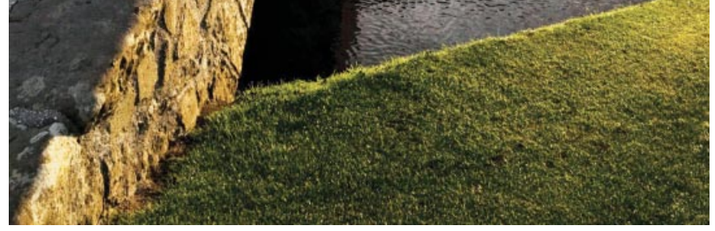
The economic impact of The Open lasts long after the Championship finishes. Broadcasting of the event across the world is expected to create a 'honeymoon' effect, which will last throughout the year, supporting the 6,000 jobs in the tourism sector in Fife, which is worth £313 million annually.

Ann Camus, Fife Tourism Partnership Manager, said:

"The Open in St Andrews is a huge attraction this summer and with visitors expected from across the world this is a great opportunity to showcase Fife's best attractions.

"With Fife winning "best outdoor destination" for the eighth year in a row, we expect that sport, attractions and outdoor activities will be popular. And, with it being the Year of Food and Drink there will also be great opportunities to highlight Fife's wide range of food and drink successes including the launches of Kingsbarns Distillery and Eden Mill Distillery and Brewery to Scotland's only chilli farm."

Fife has an exciting few weeks ahead to showcase to the world that it is the best place to live, visit, work and do business.



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A strong taskforce is focusing its energies on making a difference to the future of Fife's young people, whilst also offering skills support and development to businesses as a means of making Fife the best place to live, work and do business.

As part of Opportunities Fife partnership, Skills Development Scotland (SDS), Fife Council, Fife College, NHS Fife and the Department of Work and Pensions are working collaboratively with the business community on a variety of initiatives to support business employment needs in Fife.

Skills Development Scotland's Skills for Growth initiative helps businesses recruit, develop and plan their workforce, which allows employers to raise specific skills needs, and enables SDS to deliver tailored support, often in partnership with key stakeholders, to support growth and enable businesses to benefit from funding programmes.

One of the companies that has successfully engaged with Skills for Growth is Prime Industrial and Janitorial Supplies Ltd. SDS's employee engagement advisor worked with the company's directors to review the business and develop a vision. Supervisory management roles were introduced and two trainees were appointed, financed in full by Skills Development Scotland's Flexible Training Fund.

Bruce Deas, Sales Director of Prime Industrial Janitorial Supplies Ltd, said:

"We now have a vision; confidence and plans in place to develop and grow the business. Skills for Growth helped us to take the business forward and last year was our best year yet."

What is also encouraging in Fife is the strong alignment between schools (primary and secondary), Fife College and over 400 local businesses, led by Opportunities Fife. By working collaboratively and engaging with employers Opportunities Fife delivers a cohesive employability service for Fife that helps more people into jobs and develops the skill base for a thriving local economy.

Such positive engagement – whether through apprenticeship programmes like the Fife Youth Job Contract, which Fife Council recently invested an additional £2 million in to; to skills academies and targeted programmes - is vital to realise the ambitions of young people, to create employment and deliver prosperity.

Depute Council Leader Councillor Lesley Laird, Spokesperson for Economy and Planning, said:

"The Council has been working very hard with key stakeholders on employability and improving the outcomes for all young people in Fife. That partnership approach is now starting to gather momentum and I believe we are now starting to see improvements in outcomes for young people in Fife."

Opportunities Fife
connecting learning, skills and jobs

TO FIND OUT MORE ABOUT OPPORTUNITIES FIFE

OPPORTUNITIES FIFE IS THE PARTNERSHIP OF FIFE COUNCIL, SKILLS DEVELOPMENT SCOTLAND, FIFE COLLEGE, JOBCENTRE PLUS, NHS FIFE AND FIFE'S THIRD SECTOR ORGANISATIONS. IT IS RESPONSIBLE FOR DRIVING FORWARD THE EMPLOYABILITY AND SKILLS AGENDA WITHIN FIFE'S COMMUNITY PLANNING STRUCTURES. ITS AIMS ARE TO TACKLE WORKLESSNESS IN FIFE THROUGH EFFECTIVE EMPLOYABILITY MEASURES BY ENGAGING WITH EMPLOYERS AND JOBSEEKERS.
For more information, please call: **0844 855 2280** or visit: **www.opportunitiesfife.org.uk**

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Seafield Road, Kirkcaldy, Fife KY1 1SR

A young kart racer from Balmullo has transformed his passion for karting into a new business venture.

PTYBS SUPPORT PUTS LMR ON TRACK TO SUCCESS

KART RACER, LEWIS MAIN, HAS TURNED HIS HOBBY INTO A THRIVING BUSINESS.

> "The support I've had from PTYBS has been invaluable. I didn't have a business plan or financial forecast. My Business Advisor, Marissa, really focussed my mind and made me realise what was achievable. I can't believe how far the business has come in just fifteen months."

Youth Business Scotland

Lewis Main (20) launched LMR Kart Store in February 2014, selling new and used spare parts for karts. The website is a one stop shop for kart racers, which includes a range of used spares from hubs and axles to full karts and engines, all of which have been cleaned and checked for functionality, before being re-sold at favourable prices.

Lewis started the business with just £200 and a small grant of £250 from The Prince's Trust Youth Business Scotland (PTYBS). As the business started to take off, PTYBS was on hand to help. Lewis' Business Advisor, Marissa Yassen, has been working closely with him offering practical start-up advice, support on writing a business plan, as well as providing introductory finance training and a business loan of £5,000 to re-invest in stock.

All of this has culminated in a really positive first year for LMR Kart Store, with it reporting a £40,000 turnover. It is on track to turnover £92,000 this year.

Lewis said:

"The support I've had from PTYBS has been invaluable. I didn't have a business plan or financial forecast. My Business Advisor, Marissa, really focussed my mind and made me realise what was achievable. I can't believe how far the business has come in just fifteen months."

Lewis, who spends a lot of his spare time travelling to and competing in national and British kart competitions, is using that to his advantage as he develops his business. He said:

"When I'm at race meetings, I always make time to meet with race teams and young karters as a means of building the business. I purchase a lot of stock from race teams and having been in the sport for the last ten years or so, I appreciate the costs that come with it, which is why I sell on used parts at reasonable prices, which I hope will make karting a more inclusive sport."

Lewis is very focused on the future of his thriving business. This year, he hopes to expand into business premises at a local industrial unit to meet forecasted demand, whilst also considering the launch of a British Championship race team.

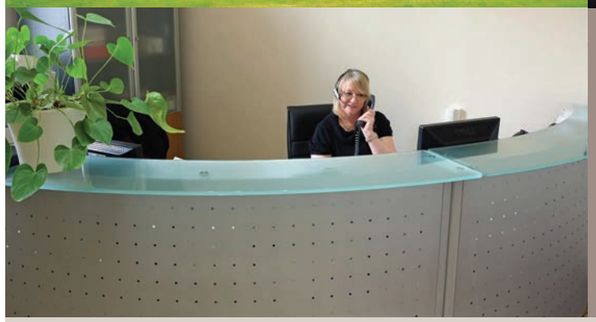
For more information, visit: **www.lmrkartstore.com.**

TO FIND OUT MORE ABOUT THE PRINCE'S TRUST YOUTH BUSINESS SCOTLAND

THE PRINCE'S TRUST YOUTH BUSINESS SCOTLAND WORKS CLOSELY WITH BUSINESS GATEWAY FIFE TO SUPPORT YOUNG PEOPLE AGED 18 – 30 TO START-UP AND GROW IN BUSINESS. IT PROVIDES ESSENTIAL FUNDING AND PROFESSIONAL MENTORING SUPPORT INCLUDING HELP TO WRITE BUSINESS PLANS, INTRODUCTORY FINANCE TRAINING AS WELL AS OFFERING LOANS OF UP TO £5000 AND GRANTS OF UP TO £1000.
Visit: **www.princes-trust.org.uk** or email: **marissa.yassen@princes-trust.org.uk**.

Comely Park Business Centre

16 COMELY PARK DUNFERMLINE



Comely Park Business Centre offers:

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- Hot Desk
- IT Services
- Telecom

In January 2014 Mr Andrew Flinn, The Director, opened a new prestigious Business Centre in the heart of the Dunfermline old town. It differs from others as it offers a level of prestige and professionalism that is difficult to find in more modern, clinical offices.

Comely Park Business Centre has serviced offices ranging from 2 desk to 6 desk as well as a 3 Roomed Suite of offices at Comely Park Business Centre Kirkgate Annexe, only 5 minutes from the main office.

Comely Park Business Centre provides a bespoke service tailored to meet our customer`s exact requirements; no more having to choose from limited, standard options.

Gathered from years of hospitality experience, the resulting transformations to this prestigious Victorian building meet the highest demands, helping local businesses seeking the very best in Business Centres.

COMELY PARK BUSINESS CENTRE

16 Comely Park Dunfermline Fife KY12 7HU
T: 01383 629899 F: 01383 629898
E: info@comelypark.com

Comely Park Business Centre became a Fife Chamber member in 2014, and in less than six months has reaped significant rewards.

COMELY PARK BUSINESS CENTRE OFFERS A RANGE OF SERVICED OFFICE SPACE AND BUSINESS SERVICES.

COMELY PARK BUSINESS CENTRE – GETTING CONNECTED

Elaine Stevenson, Manager of Comely Park Business Centre said:

"Since joining Fife Chamber we have never looked back. We managed to fill six out of ten offices through the Chamber, which has more than repaid our annual membership fee for the year. This is an excellent result for us as a new member and is a result of the Chamber's experience and how it helps members promote themselves to other businesses through its communications and events."

"The Chamber provided us with contacts to help push our business forward and also gave us advice on advertising ideas and networking events. It also sent out a bespoke email to all its members and within the hour we were contacted by a local company which came and viewed our facilities the very same day and signed a contract. It was amazing how effective all these Chamber connections have been for us, and we are extremely grateful for the amazing results that we have experienced since joining."

Eric Byiers, Chief Executive, Fife Chamber added:

"Elaine's experience of Fife Chamber highlights one of many advantages of being a member – business opportunities. We would never suggest that businesses will get direct business from their membership, but they will certainly get business opportunities by making connections – through our website, our newsletter and e-shots and via our member events. Elaine has shown just how effective good use of that network can be."

British Chambers of Commerce
The Ultimate Business Network

FIFE CHAMBER RETAINS PRESTIGIOUS BCC ACCREDITATION

Fife Chamber is celebrating having retained its British Chambers of Commerce (BCC) accreditation – making it one of 52 Accredited Chambers in the UK and one of only seven in Scotland.

Accredited Chambers are independently assessed every two years to ensure the highest standards of business practice and service are maintained across three key criteria: Governance, Resources and Member Services.

Eric Byiers, Chief Executive of Fife Chamber, said:

> "BCC accreditation is a real challenge for all chambers and our staff have worked exceptionally hard to secure Fife Chamber's continued accreditation.
>
> This endorsement from the BCC highlights all of the hard work that goes on at Fife Chamber and demonstrates to our growing membership that we employ best-practice and deliver products and support services that will help their businesses to succeed."

Fife Chamber of Commerce

TO FIND OUT MORE ABOUT FIFE CHAMBER OF COMMERCE

FIFE CHAMBER OF COMMERCE SUPPORTS BUSINESSES OF ALL SIZES IN FIFE. IT REPRESENTS THE INTERESTS OF MEMBERS TO MAKE THEIR VIEWS HEARD IN THE RIGHT PLACES AT LOCAL, NATIONAL, UK AND EUROPEAN LEVELS. IT PROVIDES A RANGE OF BUSINESS SUPPORT SERVICES TO ITS MEMBERS AND ORGANISES A FULL CALENDAR OF EVENTS.

For more information about Fife Chamber, its services and events, please email: **info@fifechamber.co.uk** or call: **01592 647740**.

A pioneering industry development aimed at shaping the future prosperity of Levenmouth communities through a number of green hydrogen projects has been awarded £4 million from the Scottish Government's Local Energy Challenge Fund.

ENERGY PROJECT WELCOMES £4M FUNDING FROM SCOTTISH GOVERNMENT

Based at the Hydrogen Office in Methil and run by Bright Green Hydrogen, the new scheme involves the facility being developed into the world's foremost demonstrator of innovative applications of hydrogen derived from renewable sources.

This includes Levenmouth becoming the home of Europe's largest fleet of 25 hydrogen dual-fuel vehicles. Hydrogen refuelling is to be installed at both the Hydrogen Office and at Fife Council's vehicle depot in Glenrothes while the Hydrogen Office will also store hydrogen for reconversion to electricity at times when onsite wind and solar generation is low.

The Levenmouth Community Energy Project comprises of lead partner Bright Green Hydrogen Ltd along with Fife Council; Green Business Fife; Leven Valley Development Trust; Fife College; BOC (for hydrogen transport); Community Energy Scotland; the Scottish Hydrogen and Fuel Cell Association (SHFCA); and Toshiba, which will implement the hydrogen energy management system.

Bright Green Hydrogen's Chief Executive, George Archibald, welcomed the funding. He said:

"The project team has worked hard to capitalise on its collective expertise and to develop robust designs for this project - against tough competition from the whole of Scotland. We are delighted that this effort has paid off, and we look forward to a year of implementing this project and ensuring its successful completion."

> "For some time, Fife Council has strived to achieve a leading innovative position in the energy sector in Scotland."

Depute Council Leader Councillor Lesley Laird, Spokesperson for Economy and Planning, said:

"For some time, Fife Council has strived to achieve a leading innovative position in the energy sector in Scotland. This is very important for the local community and indeed to Fife in terms of becoming a leading sustainable energy force."

Corporate Senior Vice President at Toshiba, Osamu Maekawa, said:

"Toshiba is convinced that hydrogen will play a key role in world energy markets in years to come. We have been searching the world for a site to engage our technology with innovative green hydrogen applications, and have selected the Levenmouth project as the perfect such location. We look forward to working with other members of the team to achieve our joint objectives."

GREEN BUSINESS FIFE
Improving Efficiency | Reducing Carbon

TO FIND OUT MORE ABOUT GREEN BUSINESS FIFE

GREEN BUSINESS FIFE IS A FREE ENVIRONMENTAL NETWORK THAT PROVIDES AN INTEGRATED SUPPORT MECHANISM TO ASSIST FIFE BUSINESSES IN REALISING RESOURCE EFFICIENCY GAINS, MINIMISING THEIR ENVIRONMENTAL IMPACT AND IDENTIFYING NEW BUSINESS OPPORTUNITIES.

If you're interested in finding out more about membership or about upcoming events, please contact: Yvonne Shivas, Green Business Fife by email: **yvonne@greenbusinessfife.co.uk** or visit: **www.greenbusinessfife.co.uk** for more information.

It is a busy life these days for Raymond Imrie and Andrew Skocz whose steel fabrication business, AJS Production Ltd, is booming.

DIRECTORS OF AJS PRODUCTION LTD STEELING THEMSELVES FOR FURTHER SUCCESS

BELOW: ANDREW SKOCZ (LEFT) AND RAYMOND IMRIE (RIGHT) OF AJS PRODUCTION LTD.

For more information about AJS Production Ltd and its range of products, please call: **01383 223070**; email: **raymond@ajs-ltd.co.uk** or visit its website: **www.ajsp-ltd.co.uk**.

Raymond, a highly experienced steel fabricator and contracts manager and Andrew, who holds a Masters Degree in mechanical engineering, had worked together before they formed AJS Production in June 2013.

The company, based in Cowdenbeath, provides a full service from design, draught engineering and fabrication, right through to installation for the Construction, Renewable Energy and Oil and Gas Sectors. It has recently doubled the size of its facilities allowing it to increase production and take on larger projects.

Raymond and Andrew are currently working on contracts for Wave, Tidal and River Energy devices; this includes the fabrication of three substructures which will support a new concept of tidal turbines. They are successfully making inroads into new approved supplier's lists and have already achieved industry accreditations of CE Mark – Execution Class 4 and ISO 9001 with ISO 14001 and 18001 in progress.

The Company now employs a total of seven employees and is looking to take on a further five in the foreseeable future. Its directors are currently in discussion with Skills Development Scotland about taking on staff.

They are also working with Business Gateway Fife Business Advisor Lynne Baillie to develop their new business and have obtained financial assistance through the Fife Investment Fund. Lynne has also made an introduction to SMAS (Scottish Manufacturing Advisory Service), which has already proved to be beneficial.
Raymond said:

> "We have been more than happy with the assistance received from Business Gateway Fife. Lynne has been very supportive, providing us with excellent advice and helping us to plan for future expansion and is always excellent to deal with. I would recommend anyone in business who is looking for advice, to contact Business Gateway Fife."

TO FIND OUT MORE ABOUT BUSINESS GATEWAY FIFE

BUSINESS GATEWAY FIFE, DELIVERING ON BEHALF OF FIFE COUNCIL ECONOMIC DEVELOPMENT, PROVIDES A RANGE OF SERVICES TO NEW AND ESTABLISHED BUSINESSES IN FIFE. IF YOU REQUIRE ASSISTANCE ON FINANCE, STRATEGIC DIRECTION, LEADERSHIP SKILLS OR ARE PERHAPS LOOKING TO MOVE INTO NEW MARKETS, THEN BUSINESS GATEWAY FIFE HAS THE EXPERTISE TO ASSIST.

To find out more, call: **01592 858333**; email: **info@bgfife.co.uk** or visit: **www.businessgatewayfife.com**.

LOW CARBON ADVICE HELPING FIFE BUSINESSES TO FINANCIAL EFFICIENCIES

Assisting Fife businesses to financial efficiencies is the job of Zoe Stirton, Business Gateway Fife's specialist Low Carbon Advisor.

To get in touch with T.J. Ross please call: **01337 860318**; email: **enquiries@tjross.co.uk** or visit its website: **www.tjross.co.uk**.

With an in-depth range of environmental knowledge, Zoe works closely with Business Gateway Fife's business advisors who refer clients who may gain from her expertise in the areas of energy, waste and water.

Zoe carries out an environmental review highlighting opportunities and recommendations about how a company can achieve financial efficiencies by introducing environmentally friendly measures.

A recent review was undertaken for Strathmiglo-based joinery firm, T.J. Ross, which specialises in bespoke doors and windows.

Zoe said:

"The key aim of my visit was to review the opportunity for the purchase and installation of equipment to turn the company's waste sawdust and timber into briquettes that can be sold as fuel for wood burning stoves. It was a business opportunity identified by T.J. Ross and I was delighted to work with them on how to take it forward."

Alyn Richardson of T.J. Ross commented:

"It was good to have confirmation that our idea was viable and we are now looking to install two machines that will convert shavings into briquettes. This is good for the environment and good for us as we will add a new revenue stream to the business."

Low Carbon Support Programme – Zoe's Tips for Financial Efficiencies

LIGHTING

Fluorescent Tubes: Changing to the new T5 tubes which fit in the existing fittings will save between 30 per cent and 50 per cent on lighting running costs. Alternatively, try LED tubes – these are a bit more expensive but provide a better light at a fraction of the energy cost.

Halogen Bulbs: Consider switching to an LED equivalent. Not only will you save between 70 per cent and 90 per cent on running costs, but the bulbs have a lifetime of around ten years.

HEATING

Switching to radiant heaters which create a constant ambient temperature. Some systems can see savings of up to 50 per cent compared with hot air systems.

COMPRESSED AIR

If you use compressed air, ensure your air lines are well maintained. A well maintained system will only lose approximately 10 – 20 per cent through leaks. A badly maintained system can lose between 40 – 70 per cent in leaks.

URINALS

Fitting a PIR sensor onto the urinal results in it only flushing when used. For most businesses this will result in a saving of around 75 per cent.

TO FIND OUT MORE

BUSINESS GATEWAY FIFE HAS A DEDICATED LOW CARBON BUSINESS ADVISOR WHO CAN OFFER COMPLEMENTARY SUPPORT TO COMPANIES WHO ARE LOOKING TO ADAPT TO THE CHALLENGES OF THE CURRENT ECONOMIC ENVIRONMENTAL LEGISLATION.

If your business would like to develop renewable technology or make your premises more energy efficient, then Business Gateway Fife's Low Carbon Business Advisor, Zoe Stirton, can help. For more information, please call: **01592 858333** or email: **info@bgfife.co.uk**.

Work on new business hub underway

Robertson has begun work on a new business centre in St Andrews providing much needed business accommodation.

The St Andrews Business Centre will provide 783sq metres of new modern office space for a potential of eleven individual Class 4 office units or as a single unit to one end user; from organisations to small professional firms, IT companies and start-up businesses. Upon completion the centre will establish a thriving business hub within the picturesque setting of Abbey Park in the St Leonards area of the town.

John Murphy, Managing Director at Robertson Homes, said:

"We have worked closely with Fife Council to ensure this development reflects its Conservation Area location in Abbey Park, as well as designing flexible spaces to meet occupiers' needs. By employing local labour and suppliers, wherever possible, this development will also provide a significant boost to the local economy."

Work has started on the St Andrews Business Hub

Queensway Park gets the green light

Detailed consent has been granted for phase one of the country's largest green data centre development in Glenrothes.

Plans are in place for two cloud hosting facilities at Queensway Park, the first of which will cover an area of over 90,000 sq ft, expected for completion in late 2016.

Once complete, the Park will be the largest co-location data centre campus in Scotland and will also include grade A office accommodation with a security centre, client space and facilities management operation. Built towards BREEAM outstanding standards, the facility is on course to be one of the most efficient in the world.

Alan O'Connor, Director of Queensway Park Data Centres Ltd, said:

"Since gaining consent for the first phase of the country's largest data centre campus, we have generated significant interest both locally and on an international level. We will continue to promote Fife as a world class technology venue when we attend the Data Cloud Europe Conference in Monaco in June."

Green light for energy centre

An £11million injection of European funding will help regenerate North East Fife.

The funding allows work to start on the University of St Andrews' £25 million green energy centre on the 36-acre site of a former paper mill at Guardbridge.

Over 225 jobs will be created during the construction phase with the University pledging apprenticeships and local companies encouraged to bid for sub-contracts.

Hot water from the plant will be pumped underground to heat and cool laboratories and student residences in St Andrews. It will use only wood from sustainable local forests as biomass.

The Scottish Funding Council has also backed the centre with a £10 million grant with the remaining £4 million coming from the University.

Funding confirmed for green energy centre in Fife

INVEST IN FIFE

Fife means business.

TO FIND OUT MORE ABOUT INVEST IN FIFE

INVEST IN FIFE HAS A PROVEN TRACK RECORD OF HELPING INVESTORS MAKE THEIR PROJECTS HAPPEN AS WELL AS HELPING FIFE-BASED COMPANIES WITH THEIR EXPANSION PLANS. ITS BUSINESS AND CONSULTANCY SERVICES ARE EXTENSIVE AND INCLUDE ADVICE ON FINANCE, PROPERTY, TRAINING, BUSINESS AND PERSONAL DEVELOPMENT AND REGULATOR PROCESSES.

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BUSINESS CLASS: PITREAVIE PRIMARY FLIES HIGH WITH TREE OF KNOWLEDGE

Winners of the Airplane Challenge, became superheroes for the day as they enjoyed their prize - a day of training with Tree of Knowledge and being showcased in fbm.

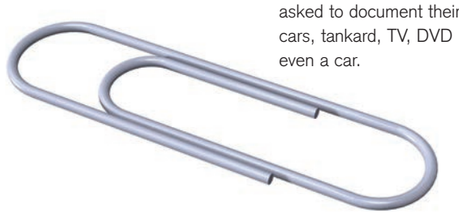
Pitreavie Primary School in Dunfermline won the Airplane Challenge. The task was set on completion of the Enterprise and Manufacturing Challenge last year, where participants were challenged to take their engineering skills back to their class and come up with the best airplane design. The primary seven team successfully delivered, facilitated and inspired creativity and innovation through the Airplane Challenge to win a day's training, which they helped to deliver to a primary six class.

A series of challenges were set for the class to focus on their superhero attributes which included strength; logic; creativity and problem solving. A great day was had by all, with the training highlighting that everyone has their own strengths, but above all else, determination to get involved and do their best, which was vital. Well done to Pitreavie Primary School as they certainly showed their commitment to doing their best in every element of the challenges they were set.

CAR-MAZING RESULT FOR PAPERCLIP CHALLENGE

Fife's 19 enterprise apprentices have been trading their way through their latest challenge, with one young apprentice trading up to a real car.

The apprentices were given four weeks to trade a paperclip into something of more value, through a series of trades. Each of the young people were asked to document their trades which included: toy cars, tankard, TV, DVD player, Xbox, camera and even a car.



Pamela Stevenson, Lead Officer, Fife Council Economic Development, said:

> "The challenge was all about focusing on the young people's personal skills and strengths, whilst being creative and enterprising. The apprentices have achieved some superb results."

The paperclip challenge is one element of the training aimed at developing and supporting the enterprise skills of the young people taking part in the Fife Council led enterprise apprenticeship programme.

culture *of* enterprise
making Fife more enterprising

TO FIND OUT MORE ABOUT FIFE COUNCIL ECONOMIC DEVELOPMENT'S CULTURE OF ENTERPRISE FRAMEWORK

THE CULTURE OF ENTERPRISE FRAMEWORK IS A FIFE COUNCIL ECONOMIC DEVELOPMENT PROGRAMME THAT PROMOTES AND ENCOURAGES ENTERPRISE, EMPLOYABILITY AND SKILLS DEVELOPMENT TO SUPPORT THE YOUNG PEOPLE OF FIFE TO FIND, CREATE AND DEVELOP A FULFILLING CAREER AND A VIBRANT ENTERPRISE CULTURE IN FIFE.

For more information or to support this programme, please contact Sandra Robb, Culture of Enterprise Co-ordinator by email: **sandra.robb@fife.gov.uk** or call: **03451 555555 (ext 447130)**.

MARKINCH PRIMARY LAUNCHES AN ENTERPRISING CUPPA CAFÉ

Pupils from primary five/six at Markinch Primary School have become entrepreneurial café owners.

Cuppa Café, a community café, has been created by the Markinch Primary pupils, from idea generation, carrying out market research to gaining experience serving customers. The café will be open every Friday afternoon at the school, from 2pm to 3pm and locals are encouraged to drop in for delicious cakes and refreshments.

Ahead of opening, Juliette Imrie of Banners House Hotel in Markinch, supported the class by helping them to learn about hospitality and customer service.

Juliette said:

> "I was inspired by the children's enthusiasm, confidence and intelligence. They have some fabulous ideas and are getting superb support from their Head Teacher, Teacher and Fife Council's Economic Development Team with their exciting café project. I'll be along for coffee and cake!"

All money raised will be put back into the community, which is a fabulous opportunity for the young people to also work in partnership to assess appropriate support for local community needs.

CELEBRATING FIFE'S YOUNG ENGINEERS

Primary Engineer, which is aimed at encouraging engineering from an early age, has been celebrating the talent of the young people taking part in its pilot programme.

The initiative, introduced by Fife Council's Economic Development Culture of Enterprise Framework in partnership with Primary Engineer, brought together teachers, industry leaders and young participants (primary one to seven) for a final challenge.

This is the first opportunity the primary schools had to compete against each other. They were challenged to build vehicles of varying design and complexity including pulleys, engines and mechanisms. They had to present their designs, how they evolved and any improvements made along the way to the judges.

Park Road, Aberdour, Donibristle, Strathmiglo, Newburgh, Ceres and Dairsie Primary Schools were all crowned winners and will now go forward to compete in the East of Scotland Final, to be hosted by Babcock as part of its celebrations to mark 100 years in Rosyth.

Pamela Stevenson, Lead Officer, Fife Council Economic Development, said:

> "Primary Engineer has captured the minds and imaginations of our young people. Over a six month period, the primary children have undertaken a range of interactive experiments, whilst gaining practical insight from local companies supporting the programme."

What do chilli, buffalo, chocolate and cheese have in common? The answer is they are all examples of local produce available in Fife which are helping to boost the success of the area's tourism businesses.

Local Fife produce boosts tourism success

The Fife Tourism Partnership is highlighting the Year of Food and Drink in Scotland, to promote the extensive menu of locally produced food and drink, the wide range of places to eat and to encourage tourism businesses to showcase more local food.

Alastair Bruce, Chair of the Partnership, said:

"Destination restaurants, farm shops and cafes have always been important in attracting visitors. But who would have thought Fife is now home to a chilli farm, a distillery and brewery, a chocolate trail and award winning cheese-making? The Fife food and drink sector is extraordinary and we want to make it a major part of the Fife tourism experience."

Depute Council Leader Councillor Lesley Laird, Spokesperson for Economy and Planning, said:

> "Promoting Fife's wonderful tourism assets with its excellent food and drink is a great combination to attract visitors and boost two of our most important business sectors. Collaboration between businesses to showcase the best of Fife is vital for growth and the local economy."

ST ANDREWS BREWING COMPANY RECENTLY DEBUTED ITS LATEST BEER – A RHUBARB SAISON

Fife Tourism Partnership congratulates Cruise Forth volunteers on award success

Fife Tourism Partnership Chair Alastair Bruce joined Fife's Provost and Councillor Helen Law to congratulate the Cruise Forth Welcome Volunteers on their recent success at the celebrated Scottish Thistle Awards where they won the Warmest Welcome Award.

Fife Provost, Councillor Jim Leishman, said:

"This remarkable team of people have shown how valuable great customer service is for the Fife tourism industry and their award is well deserved."

Councillor Law added her congratulations. She said:

"Tourism is very important to Fife and Dunfermline particularly, so it is fantastic news that the Cruise Forth volunteers have won this prestigious award. It is testament to the great work they do and helps to promote how well Fife looks after its visitors."

Alastair Bruce said:

"This is much deserved by those who have worked so hard at Cruise Forth to develop the volunteer welcome service at Rosyth, Leith and South Queensferry. Hundreds of cruise ship passengers have benefited from their friendly advice and help. Their warm welcome is an excellent introduction to Fife and our wealth of tourist attractions."

The volunteers provide advice on places to visit, travel information on how to reach destinations and historical points of interest.

Peter Wilson, Project Manager for Cruise Forth said:

"Our volunteers take great pride in their communities and want to share their enthusiasm for the area with visitors. We have all worked extremely hard to create a special welcome to cruise passengers who come ashore."

Fife Tourism Partnership
Delivering together

TO FIND OUT MORE ABOUT FIFE TOURISM PARTNERSHIP

THE FIFE TOURISM PARTNERSHIP'S VISION IS TO WORK WITH TOURISM BUSINESSES AND COMMUNITIES TO ATTRACT MORE VISITORS TO FIFE, TO INCREASE SPEND AND TO EXCEED VISITOR EXPECTATIONS. ITS PARTNERSHIP BOARD, WHICH IS MADE UP OF MEMBERS FROM THE PUBLIC AND PRIVATE SECTOR, IS SUPPORTED BY SIX LOCAL AREA TOURIST ASSOCIATIONS, WHICH HELP TO DEVELOP LOCAL TOURIST INITIATIVES AND FEED INTO THE FIFE TOURISM STRATEGY.

Email: **info@fifetourismpartnership.org**; call **03451 55 55 55** (ext 445838) or visit:**www.fifetourismpartnership.org**.

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‘HOME TRUTHS’ ABOUT WORKING FROM HOME

A report by the Federation of Small Businesses has highlighted the importance of small businesses to the Scottish economy.

BELOW: SHIRLEY PATERSON OF NEXTGENERGY

RIGHT: BRAD EGGLESTON OF BARKING MAD

Home-based businesses in Scotland, of which there are 188,000, turn over £19.7 billion a year. The FSB’s report, entitled ‘Home Truths’ also revealed that almost two-thirds of Scottish home-based businesses employ at least one full-time member of staff accounting for 17 per cent of the private sector employment in Scotland and 10 per cent of turnover.

Shirley Paterson, from Glenrothes, set-up nextGenergy in 2012 after managing to reduce her home energy bills through the use of renewables. Her home energy bills are now in profit and her electric car costs three pence per mile to run. It is these messages that Shirley uses to inspire others to do likewise.

Shirley said:

> “Working from home suits me. I enjoy the variety of work, which sees me travelling across the country undertaking home energy assessments, and the flexibility it gives me and my family. Working from home also has financial benefits, which are helpful at this early stage.”

The FSB study also found that, for the majority of businesses, home is seen as being the permanent location for their operations. The most frequently cited reasons include the nature of the business (65 per cent); convenience (61 per cent); to reduce costs (56 per cent); and improve work-life balance (31 per cent).

For Brad Eggleston of Kingsbarns, being self-employed has enabled him to be the master of his own destiny. He’s been self-employed for 18 years and more recently established Barking Mad, which provides home-from-home holidays for dogs as an alternative to kennels. Brad said:

> “Working from home and looking after people’s dogs is a dream job.
>
> It’s proved successful too. I reached my target for my first year and then nearly doubled it in my second. I’ve also employed a member of staff and as I look to market the business further, I plan to employ an additional member of staff.”

If you’re thinking of starting a business from home, Business Gateway Fife can support you. To find out more, please visit: **www.bgateway.com** and search under ‘working from home’.

Federation of Small Businesses
The UK’s Leading Business Organisation

TO FIND OUT MORE ABOUT THE FEDERATION OF SMALL BUSINESSES

THE FEDERATION OF SMALL BUSINESSES IS THE LARGEST BUSINESS MEMBERSHIP GROUP IN FIFE WITH OVER 1,200 MEMBERS. AS WELL AS BEING A POWERFUL LOBBYING GROUP REPRESENTING THE INTERESTS OF SMALL BUSINESSES LOCALLY AND NATIONALLY, THE FSB OFFERS A PORTFOLIO OF BENEFITS TO ITS MEMBERS.

For more information about the FSB and the services it offers members, please call Gordon Henderson on: **0131 654 9548** or email: **gordon.henderson@fsb.org.uk** or visit: **www.fsb.org.uk**.

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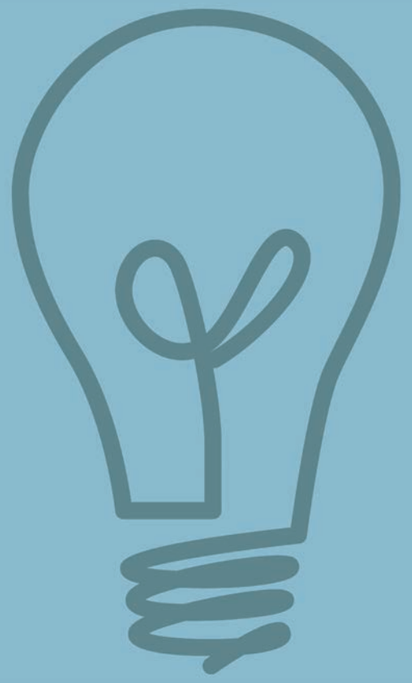

Firms across Fife look set to receive a welcome boost in 2015 as The Open returns to St Andrews. **Marc Gilmour**, Relationship Director for Bank of Scotland Commercial Banking looks at how businesses throughout the area can take full advantage of the upswing.

BOOST IN BUSINESS: A GOOD GROWTH STRATEGY AND 'HEALTH CHECK' ARE CRUCIAL

> "Understanding what matters in the local business landscape is really crucial."

For those Fife-based firms looking ahead to July, having a good growth strategy in place can ensure that an uptake in business, whether it be through increased sales or visitors, has a positive effect on the long-term future of the firm whilst also carefully considering some of the inherent risks.

There are several key areas that businesses can 'health check' when expecting a boost in business. The first of these is capacity. Companies should consider what level of investment in systems, machinery, or staff will be required to ensure they keep pace with an increase in demand.

The stress placed on a busy company will tend to show operationally. Introducing or updating key performance indicators ahead of an anticipated surge in business can help make sure that existing operations are running efficiently.

For some companies, ensuring that its supply chain is ready for growth is also crucial in the lead up to an increase in demand in business. Will the distribution network cope with an increase? Will the company be able to source materials or supplies quickly enough to fulfil rising orders?

Any strategic review of a company's finances should involve its banking provider, to help clients make the right preparations for a busy period by providing a range of funding solutions, from debt finance and working capital management to trade finance and asset based lending.

The tourism industry may look set to receive the biggest boost from large visitor numbers but the positive effects of this leading sporting event are likely to be felt by firms of all sizes throughout the local economy, including Fife's diverse range of local food and drink manufacturers and producers.

Understanding what matters in the local business landscape is therefore crucial for a banking provider to offer tailored support that will enable firms in Fife to make the very best of what is a landmark occasion on the international sporting calendar.

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Marc Gilmour
Relationship Director
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Clarabella Christie has grown organically since it was set-up by Claire Christie in 2007. It's gone from producing cushions and interior accessories from recycled fabrics and buttons, to transforming the interiors of local businesses.

CLARABELLA CHRISTIE HAS CREATED BESPOKE INTERIORS FOR LOCAL BUSINESSES IN FIFE.

Clarabella Christie transforms business

Claire's recent work (pictured) includes 'up-cycling' the interiors of a Dunfermline-based law firm and two Salons for Munroes Hairdressing & Beauty, where she has created truly bespoke environments.

Feeling that a strong web presence and online shop would give her the credibility she required, Claire embarked on a digital media course at Fife College and also applied to the Create in Fife Fund for help to purchase IT equipment.

Claire Christie said:

> "To grow my business I had to invest. I purchased software, a camera and lighting, which combined with a grant from Create in Fife to buy an Apple MacPro computer, I am now able to develop and maintain an online presence whilst producing my own marketing materials and packaging. It's transformed my business."

Claire also runs 'pop-up' sewing classes for adults and children as well as furniture up-cycling classes in collaboration with local charities.

The Create in Fife Fund is delivered through Business Gateway Fife on behalf of Fife Council Economic Development offering financial support to creative businesses in Fife. For more information, call Business Gateway Fife on: **01592 858333** or visit: **www.createinfife.co.uk**.

www.facebook.com/Clarabella1Christie

Businesses say YES to Kirkcaldy 4 All

Kirkcaldy 4 All, the business improvement company operating Kirkcaldy's Business Improvement District (BID) has secured another five year term after a successful renewal ballot.

Kirkcaldy 4 All's drive and ambition for the town centre as outlined in its 2015-2020 Business Plan secured support from 76 per cent of voters, an increase of 10 per cent from the BID ballot for its initial term, which started in March 2010.

The increase demonstrates that despite the challenging economic times and decisions by large chain stores to close their doors in towns across the UK, local businesses have confidence in Kirkcaldy 4 All to deliver its business plan ambitions for the town centre, which include: area promotion; clean and attractive; safe and welcoming and supporting businesses.

Bill Harvey, BID Manager, said:

"We recognise the challenges ahead but firmly believe Kirkcaldy has the drive, determination and ambition to become the vibrant town centre we know it can be.

"Kirkcaldy 4 All has worked tirelessly with its partners to bring something different to the town, from events such as Fife International Carnival and Beach Motorcycle Racing, to supporting unique, independent businesses to start and thrive in the town.

> "There is a lot of work to be done, but by focusing our efforts under the banner of 'Your Town, Your Business, Your Future', we can work together to celebrate Kirkcaldy's assets, its home grown vibrancy and success."

For more information visit: **www.kirkcaldy4all.co.uk**

BEACH MOTORCYCLE RACING IS JUST ONE OF THE EVENTS HOSTED IN KIRKCALDY.

A ten-strong delegation of Fife companies attended the UK's largest renewable energy event, All-Energy. The conference and exhibition at the SECC in Glasgow was a great success for the Fife companies, with those attending as part of Fife Council Economic Development's Market Development Programme reporting positive outcomes.

Success at All-Energy in Glasgow

Hydrosphere, Ductform Ventilation, Briggs Marine, Invest in Fife, Fife College, Green Business Fife and Burntisland Fabrications were joined by CCD Marine, Clean Power Solutions and Managed IT Experts who were attending for the first time. The two day event showcased Fife's manufacturing and engineering expertise to a world-wide audience where delegates were able to identify new and exciting opportunities in the renewable energy market, build new contacts as well as hear from experts in the renewables field.

Companies also benefited from attending All-Energy's Share Fair. A range of companies – from project and device developers - provided useful insight into the tendering process for specific projects, many of which were of interest to Fife's delegation of companies.

The event – the 15th All-Energy – is a key event in Fife Council's Market Development Programme.

Depute Council Leader Councillor Lesley Laird Spokesperson for Economy and Planning, said:

"All-Energy offers an excellent platform to promote the infrastructure, support services and company capabilities which make Fife a centre of excellence in renewable technologies.

> "The scale and scope of All-Energy is immense and the Fife delegation once again had a positive experience as they showcased the region's wealth of experience and expertise."

If you are interested in any of Fife Council Economic Development's Market Development Programme events, please email: **pamela.stevenson@fife.gov.uk.**

"Marketing is a contest for people's attention." Seth Godin

Who doesn't want more of the right type of customer? If you are in need of some attention-grabbing marketing activity that doesn't have to cost the earth, are looking to improve what you currently do or are a business start-up in need basic advice or a plan of attack, then I can help. I'm a Marketing Communications Consultant with over a decade's experience working across sectors offering a wide range of insightful and creative marketing services - whether you have an established brand already or are looking to create one.

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HOW CAN TENDERING BENEFIT YOUR BUSINESS?

Top five tendering tips:

1. Understand how the procurement process works and build your network within Public Sector Procurement services
2. Register for Public Contracts Scotland and complete Supplier Finder profile in order to access Quick Quotes – review profile keywords
3. Carefully follow the instructions to tender
4. Give clear evidence to back up your claims not just general "we are a good company" statements
5. Use tables and diagrams to break up long text

With an annual spend of £230bn, public sector procurement has the potential to create significant business and growth opportunities. So, there's never been a better time to explore the opportunities for growing your business by selling to the public sector.

Formal procurement and tenders are big business. This isn't just in the public sector either, as more private-sector organisations are taking this formal route to buy in goods, services and work. The only problem is that tendering can be time consuming, competitive and often frustrating.

Training initiatives such as Fife Council's Economic Development Team's Supplier Development Programme and bid management organisations assist businesses to become tender ready through an offering of expert training, support, events, exhibitions and information programmes.

fbm spoke to two bid management companies for tips for those businesses considering tendering. Gill Joy, Director at Intend Business Development based in St Andrews, said:

"Getting into public sector contracts for the first time can be challenging but the rewards can have a significant impact on your business. Contracts are usually for two to four years and with e-procurement systems you will get paid promptly. Public sector clients on your list of references can open doors in many markets."

Tom Anderson, Director at Cupar-based Thornton & Lowe, said:

> "The bidding process can be expensive, so make sure you're only tendering for contracts that you have a chance of winning. To increase your chances of success it is important when tendering to understand what the specific buyer is asking for. A compelling bid rich in relevant information and armed to the teeth with evidence showcases the great work you do as a business and helps you to stand out from the competition."

Gill Joy
Director
Intend Business Development

Tom Anderson
Director
Thornton & Lowe

Supplier Development Programme

TO FIND OUT MORE ABOUT THE SUPPLIER DEVELOPMENT PROGRAMME

THROUGH THE SUPPLIER DEVELOPMENT PROGRAMME, FIFE COUNCIL'S ECONOMIC DEVELOPMENT TEAM HELPS LOCAL BUSINESSES ACCESS WORK FROM THE PUBLIC SECTOR. SO, WHATEVER YOUR BUSINESS, PRODUCTS OR SERVICE, THERE COULD BE AN OPPORTUNITY FOR YOUR COMPANY TO BENEFIT BY JOINING THIS PROGRAMME.

For more information, please contact Kieran Hunter, Fife Council's Supplier Development Programme Co-ordinator by phone: **03451 55 55 55 (ext 442650)**, email: **kieran.hunter@fife.gov.uk** or visit: **www.sdpscotland.co.uk/fife**.

We can help your business reach new heights

£6k AVERAGE LOAN VALUE

PAYABLE OVER 5 YEARS

Start Up Loan
For individuals looking to start a business or those who have recently started trading

GRANTS & REPAYABLE GRANTS UP TO £5k

FOR BUSINESSES UP TO 50 EMPLOYEES

Fife Investment Fund
Can be used for the Purchase of Plant and Machinery, Property Improvements, Product Development etc

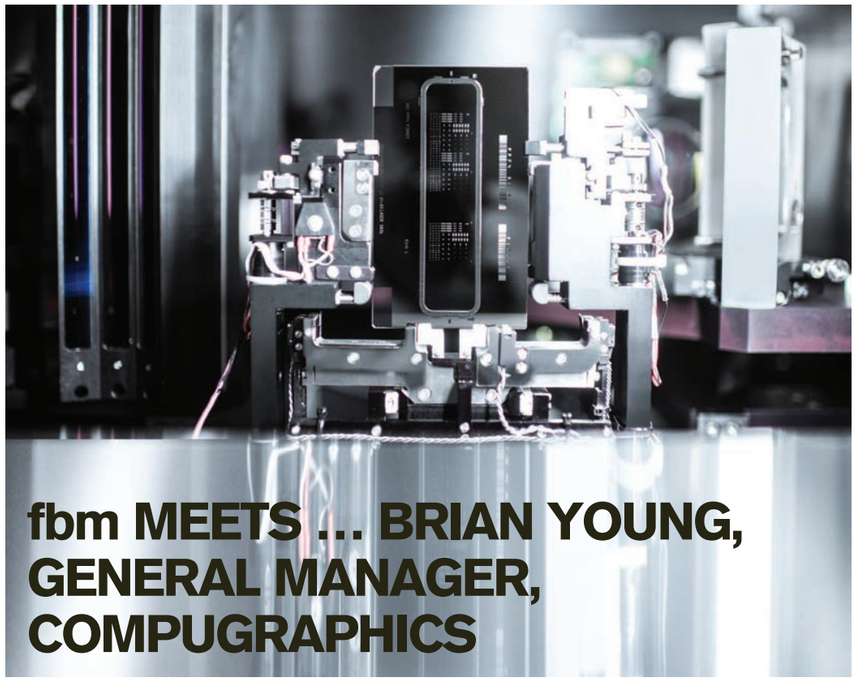
LOANS UP TO £50k

6% FIXED INTEREST RATE

East of Scotland Investment Fund
The loan may contribute up to 50% of funding required for the purchase of plant & equipment, provision of working capital etc

To find out more call us on 01592 858333; email success@fife.co.uk or visit www.businessgatewayfife.com for further finance options.

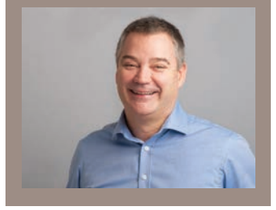
business gateway fife
Supporting Business in Fife



fbm MEETS ... BRIAN YOUNG, GENERAL MANAGER, COMPUGRAPHICS

For over 40 years, Glenrothes-based Compugraphics has been producing photomasks for some of the most pioneering projects in the world.

Brian Young, General Manager of Compugraphics



To find out more about Compugraphics, please visit: **www.compugraphics-photomasks.com** or get in touch with the team directly by calling: **01592 772557** or by email: **glenrothes@compugraphics.com**

compugraphics
The Experts Behind the Mask

It was Compugraphics' photomask – a quartz plate with customers' circuit design printed into a chrome layer for manufacturing electronic equipment - that was used to develop imaging devices for Rosetta's robotic space probe mission last year, showcasing how photomasks can be applied to important advances in technology.

This year, the business will custom-make thousands of photomasks for over 1000 worldwide clients including those working in the semi-conductor, optoelectronics and MEMS sectors, as well as universities.

Having spent the last five years developing and executing its strategy, changing the profile of the business and stabilising profitability, 2015 is now the year that Compugraphics intends to take steps to grow the business.

Brian Young, General Manager of Compugraphics, said:

"Five years ago, the business had to downsize and we were struggling to be positive about its future prospects. Up until then, we'd relied on a few, big customers, which ultimately, ended up dictating the direction we took.

"We engaged with Scottish Enterprise and undertook an insightful review of the business, which was a real eye opener. We reacted by defining our strategy and realised that to succeed, we needed to map out our own path to success. We stopped relying on big customers, stabilised the business, rediscovered what we were good at and shaped the business ready for growth and expansion.

"I'm really excited about our growth, our future and the role we can play in the electronics sector."

Compugraphics emerged during the dawn of the semi-conductor industry and for Brian, it offered a job that has lasted a lifetime. Brian was appointed as a technician in 1984 and has worked in all areas of the business, before becoming General Manager in 2010.

Under Brian's leadership, the business has evolved. Its strategy review, which will result in solid growth and expansion for the business is Brian's key focus in the months ahead.

Lean manufacturing has been introduced to enable efficiencies and allow for more competitive prices, whilst the business has benefited considerably from business advisory relationships with Scottish Enterprise, Skills Development Scotland and Fife Council.

Compugraphics has an exciting future ahead of it. With a robust strategy and a passionate workforce at the heart of its operation, there is a real desire and passion to succeed, grow and develop further as it responds to technology advances.

Brian concluded:

> "We never have more than a few weeks' worth of orders on the books at any one time. It's an exciting place to be as we manage our customer profile in line with our workflow to ensure we have a continuous, steady volume of orders as well as the flexibility to identify growth opportunities."

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legal | financial | property

WHAT'S NEXT FOR YOUR BUSINESS ?

To take your business to the next stage you need strategic advice and practical solutions that fit your unique circumstances.

At Pagan Osborne our specialists will support you with:

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- Commercial leasing for landlords and tenants
- Advice on setting up, partnerships and succession planning
- A free assessment of your business requirements and advice on growing, protecting or handing on your company

For more information get in touch with our team today.

e: ifraser@pagan.co.uk | t: 01334 475 001 | w: paganosborne.com

Fife Council's planning service is committed to working in partnership with local businesses to help achieve their investment goals and is keen to hear from those businesses that have recently used the service.

CARR'S FLOUR MILLS, KIRKCALDY

Have your say on Fife Council's planning service for businesses

For Carr's Flour Mills in Kirkcaldy, its experience of the pre-application advice, online planning process and telephone appointments was extremely positive. Its Operations Director, Tim Hall, said:

"The whole process came in well under our budget and significantly quicker than we had anticipated. Our experience of working with Fife Council's planning service has given us the confidence to consider further investments in our facilities in Kirkcaldy."

Fife Council's e-planning website has been reported as easy to use as well as more cost effective and time efficient for clients. Darren O'Hare, Planning Consultant at Montgomery Forgan Associates, said:

"E-planning has significantly reduced printing and postage costs associated with preparing planning applications and it gets our clients' planning applications in front of a case officer far faster than paper submissions. We're also able to track the progress of our client's applications, review external consultation responses and third party comments."

To have your say on Fife Council's planning service, visit: **www.fifedirect.org.uk/haveyoursay** before 3 July 2015.

Fife Shopping and Support Service supports independent living

With the growth of social enterprise across Fife, fbm talked to Lynne Ogilvie to find out more about Fife Shopping and Support Services (FSSS), which she set up in September 2010.

FSSS is a charitable, not for profit company set up to provide frail and housebound elderly people and disabled adults with support to maintain independence within their own homes.

When Lynne started the company, it was to provide assistance with shopping, but over the past four years the range of services provided has grown to include befriending, housework, gardening, household maintenance and pension collection.

Lynne said:

"Our experienced and vetted staff visit people at home to collect shopping lists, cash and where applicable, pension or other post office transaction documents. We return shopping, change, cash and receipts the same day.

"To fund the service we ask clients to pay a charge depending on the level of service they receive. As a registered charity we also raise funds through fundraising so we can keep charges as low as possible."

Graeme Ferguson of Fife Council's Economic Development Team, said:

> "Fife Council is committed to working closely with social enterprises in Fife, including FSSS, to offer specialist help in developing business ideas, accessing finance and formalising activities."

For more information about the Social Enterprise sector, please email: **graeme.ferguson@fife.gov.uk** in Fife Council's Economic Development Team or call: **03451 555555 (ext 442416)**.

Fife Council

TO FIND OUT MORE ABOUT FIFE BUSINESS VOICE

FIFE COUNCIL IS KEEN TO HEAR YOUR VIEWS ON THE RANGE OF SERVICES PROVIDED FOR THE BUSINESS COMMUNITY. BUSINESSES OF ALL SIZES ARE INVITED TO GET INVOLVED IN FIFE COUNCIL'S ONLINE SURVEY PANEL, FIFE BUSINESS VOICE.

Registration is free and businesses will only be asked to complete four surveys a year. To find out more about Fife Business Voice or to sign up, visit: **www.fifedirect.org.uk/joinbusinessvoice**.

Fife College's Andrew Carnegie Business School has supported a busy professional to complete a degree level qualification in record time.

EMILY SMITH WITH DR REG WILSON MARKING HER ACHIEVEMENT

Fife College supports career development

Management student, Emily Smith, completed the Chartered Management Institute (CMI) Diploma in Programme and Project Management (DPPM) in just ten months.

The ambitious mum of two works as Programme Manager of the Gut Health and Food Safety Strategic Research Programme at The Institute of Food Research (IFR) and completed the Diploma by distance learning.

Fife College's Andrew Carnegie Business School is one of the key centres in the UK to offer the course via distance learning. It also offers a range of professional development programmes and qualifications ranging from certificate to postgraduate level to support individual success in today's challenging business environment.

Emily said:

> "I enjoyed studying for the CMI DPPM and the course at Fife College enabled me to juggle learning with my on-going work and family commitments. I have already managed to put a lot of what I have learned to good use in my role at the IFR."

For more information on courses available at Fife College's Andrew Carnegie Business School call: **0344 248 0152**, email: **info@carnegiebusiness.com** or visit: **carnegiebusiness.com**.

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With a wide range of study options available from part-time, bespoke, distance or blended learning, we have the course to suit your needs.

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This is a snapshot guide to support services in Fife. It aims to direct businesses to relevant sources of support and help, as mentioned in this issue of fbm, as we work together to make Fife the best place to do live, work and do business.

BUSINESS DEVELOPMENT SUPPORT IN FIFE – A GUIDE TO SERVICES

Business Gateway Fife, delivering on behalf of Fife Council Economic Development, provides a range of services to new and established businesses in Fife. If you require assistance on finances, strategic direction, leadership skills or are perhaps looking to move into new markets, then Business Gateway Fife has the expertise to assist. From business skills workshops, tailored advice and sourcing potential funding opportunities, Business Gateway Fife can help your business achieve its growth potential.
Email: info@bgfife.co.uk
Tel: 01592 858333
www.businessgatewayfife.com

Fife Council's Business Property Information Service provides access to the most comprehensive information on what's available in Fife.
Email: derek.bayne@fife.gov.uk
Tel: 03451 555555 (ext 492183)
www.investinfife.co.uk/content/land-property-search/

The Culture of Enterprise Framework is a Fife Council Economic Development programme of enterprise development aimed at creating a dynamic, innovative and enterprising culture that supports grassroots enterprise in education and entrepreneurship and ensures that opportunities are available to everyone with the drive to succeed.
Email: sandra.robb@fife.gov.uk
Tel: 03451 555555 (ext 447130)
www.fifeeconomypartnership.com/index.php/our-strategies/culture-of-enterprise

The Federation of Small Businesses is the largest business membership group in Fife with over 1,200 members. As well as being a powerful lobbying group representing the interests of small businesses locally and nationally, the FSB offers a portfolio of benefits to its members.
Email: gordon.henderson@fsb.org.uk
Tel: 0131 654 9548
www.fsb.org.uk

Fife Chamber of Commerce supports businesses of all sizes in Fife. It represents the interests of members to make their views heard in the right places at local, national, UK and European levels. It provides a range of business support services to its members and organises a range of events.
Email: info@fifechamber.co.uk
Tel: 01592 647740
www.fifechamber.co.uk

Opportunities Fife is the partnership of Fife Council, Skills Development Scotland, Fife College, Jobcentre Plus, NHS Fife and Fife's Third Sector organisations. It is responsible for driving forward the employability and skills agenda within Fife's Community Planning structures.
Tel: 0844 855 2280
www.opportunitiesfife.org.uk

Fife Tourism Partnership's vision is to: 'work with tourism businesses and communities to attract more visitors to Fife, to increase spend and exceed visitor expectations'. The Partnership board consists of 17 members from the public and private sectors. The Executive Board is supported by six Local Area Tourist Associations which will help to develop local tourism initiatives and feed into the Fife Tourism Strategy.
Email: info@fifetourismpartnership.org
Tel: 03451 55 55 55 (ext 445838)
www.fifetourismpartnership.org

The Supplier Development Programme delivered by Fife Council's Economic Development Team aims to assist local businesses to improve their performance in winning contracts with Scottish public and private sector organisations.
Email: kieran.hunter@fife.gov.uk
Tel: 03451 555555 (ext 442650)
www.sdpscotland.co.uk/fife

SPE Offshore Europe
8th-11th September 2015
AECC, Aberdeen, AB23 8BL

SPE Offshore Europe is recognised as the largest European exploration and production event for the oil & gas and energy industry. It attracts exhibitors and visitors from around the globe - in 2011 over 48,000 visitors and key decision makers from over 90 plus countries attended the exhibition.

Through Fife Council Economic Development Team's Market Development Programme a Fife group stand will be in attendance in response to demand from local companies engaged in the energy sector.

For more information, email: **pamela.stevenson@fife.gov.uk**

Plan the Perfect Webinar
25 June 2015
9.30am to 12.30pm
Saltire House, Glenrothes

Webinars can be an extremely powerful way to communicate and influence an audience and can have a multitude of uses within your business. Amongst other things they can be used to launch new products or services, establish your authority on a particular topic, create online products or just to sell more.
Cost: Free
www.businessgatewayfife.com/events
or call **01592 8583333**

Content Marketing
14 August 2015
9.30am to 12.30pm
Saltire House, Glenrothes

Did you know that 70 per cent of your potential customers prefer to search for the answer to their questions on the Internet rather than picking up the phone or directly communicating with you and your business? In this workshop you will understand why content marketing is the answer to building trust with your audience and being found online.
Cost: Free
www.businessgatewayfife.com/events
or call **01592 8583333**

BUSINESS GATEWAY FIFE EVENTS

Finance

Bookkeeping
9 July 2015
Venue: Saltire House, Glenrothes
Cost: Free

Business Expenses & Capital Allowances
16 July 2015
Venue: Dunfermline Business Centre, Dunfermline
Cost: Free

Business Expenses & Capital Allowances
4 August 2015
Venue: Saltire House, Glenrothes
Cost: Free

Bookkeeping
6 August 2015
Venue: Dunfermline Business Centre, Dunfermline
Cost: Free

Bookkeeping
15 September 2015
Venue: Saltire House, Glenrothes
Cost: Free

People Management

Getting the Most Out of Your People
18 August 2015
Venue: Saltire House, Glenrothes
Cost: Free

Project Management
21 September 2015
Venue: Saltire House, Glenrothes
Cost: Free

Becoming an Employer
22 September 2015
Venue: Saltire House, Glenrothes
Cost: Free

Online Marketing

Improve your Search Engine Ranking
25 June 2015
Venue: Dunfermline Business Centre, Dunfermline
Cost: Free

Trading Online
2 July 2015
Venue: Dunfermline Business Centre, Dunfermline
Cost: Free

Social Media Basics
7 July 2015
Venue: Dunfermline Business Centre, Dunfermline
Cost: Free

Social Media Advanced
23 July 2015
Venue: Dunfermline Business Centre, Dunfermline
Cost: Free

Trading Online
25 August 2015
Venue: Saltire House, Glenrothes
Cost: Free

Social Media Basics
10 September 2015
Venue: Saltire House, Glenrothes
Cost: Free

Social Media Advanced
21 September 2015
Venue: Saltire House, Glenrothes
Cost: Free

Intellectual Property
24 September 2015
Venue: Saltire House, Glenrothes
Cost: Free

Sales & Marketing

Marketing Your Business
6 July 2015
Venue: Dunfermline Business Centre, Dunfermline
Cost: Free

Advertising & Promotion
13 July 2015
Venue: Dunfermline Business Centre, Dunfermline
Cost: Free

Mastering Selling
20 July 2015
Venue: Dunfermline Business Centre, Dunfermline
Cost: Free

Advertising with Social Media
21 July 2015
Venue: Dunfermline Business Centre, Dunfermline
Cost: Free

PR on a Shoestring
23 July 2015
Venue: Saltire House, Glenrothes
Cost: Free

Advertising & Promotion
7 September 2015
Venue: Saltire House, Glenrothes
Cost: Free

How to Talk About Your Business
11 September 2015
Venue: Saltire House, Glenrothes
Cost: Free

For further information about Business Gateway Fife events call **01592 858333** or visit **www.businessgatewayfife.com/events**

FIFE CHAMBER OF COMMERCE EVENTS

Members Mini Grand-Prix
1 July 2015
Venue: Kartstart, Kirkcaldy
Cost: Member Rate £45
www.fifechamber.co.uk/events

Queensferry Crossing Update
25 August 2015
Venue: FRC Contact & Education Centre, South Queensferry
Cost: Non Member Rate £20
www.fifechamber.co.uk/events

Annual Dinner 2015
11 September 2015
Venue: Fairmont, St Andrews
Cost: Member Rate £80
www.fifechamber.co.uk/events

> I went to Business Gateway for advice on patenting, exporting and traceability. We are now in discussion with three potential suppliers ready to take the product to market in the UK and Eire and there has also been interest from as far afield as Singapore, Australia and the UAE.
>
> Malcolm Wood, Peel Tech

Having secured tailored advice and financial support from Business Gateway Fife, Malcolm's growth strategy is now materialising.

If you too are looking to develop and build your business, require assistance on finance, strategic direction, leadership skills or enter new markets, then we have the expertise to assist.

Let us help you take effective steps for the future by contacting us on

01592 858333 or email success@bgfife.co.uk

www.businessgatewayfife.com

business gateway fife