



Nigel MacKenzie
Project Manager, WVP

WELCOME

Welcome to our first edition of The Rocket. With a very busy few months of 2013 already behind us, a record year for progress in 2012 and plenty of work ahead, we hope this will keep you up to date with our activities and keep everyone informed about the ongoing success of businesses here at Westcott Venture Park (WVP).

Firstly I should introduce myself as the park's project manager, replacing my predecessor Rod Mordey, who still has involvement with the park in his role at Rockspring. I've been working on behalf of Rockspring to manage the park for the last year. I am a chartered surveyor with 30 years' industry experience in the commercial property sector, specialising in investment and development projects.

The initial challenge in my role at WVP was to fully understand how the park and businesses on the park operate. This is a lively tight-knit business community and our aim is to actively create opportunities for business generation and growth so tenants can achieve a higher level of success. We are engaging with the companies on the park who are looking to expand so we can plan for their future development.

We are also in discussions with many new companies wishing to work here and will announce a few new arrivals in this newsletter but above all, we recognise our existing tenants are our greatest assets and finest ambassadors.

PROGRESS OVER THE LAST YEAR

Benefitting from the £6m investment by Westcott's owners Rockspring, we have managed to achieve a great deal over the last year to enhance amenities and to improve access to the park.

The completion of a number of major infrastructure works has improved access with a new main distribution road, which is now saving tenants up to a mile each way on the journey to and from the A41. Approximately 2km of road was constructed by removing one of the redundant runways and the entrance of the estate moved to incorporate a new loading depot and purpose-built shop.

Moving the main entrance closer to the A41 has also opened up a large amount of land for further development and outline planning permission has been granted to develop 35 acres across three separate development areas on the park.

A new solar park has been created and has achieved significant energy and carbon savings in its first year since installing 6,102 solar panels over an area of ten acres. To date, 2.8million kWh has been produced in 25 months the majority of which has benefitted tenants on the park.

WARM WELCOME TO GREEN RETREATS

We are delighted to announce the arrival of new tenant, Green Retreats, who design and create inspirational garden rooms to make use of outdoor space all year.



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71 businesses
400 employees
6,102 solar panels
2 km of road
35 acres
£6 m investment



FedEx Building
WVP

WVP, notably the largest business park in Buckinghamshire is now home to over 71 businesses employing over 400 people on the site.

In the last year the park has welcomed:

Bucks Recycling
Shanks
FedEx

And in 2013 Westcott welcomes:

Green Retreats
Matt Norris Engineering
GMH Cash Registers
Wycombe Limos
Professional Construction Strategies



WESTCOTT IS THE PERFECT LOCATION FOR OUR STAFF AND BUSINESS

Roy Weatherall
Managing Director, Green Retreats

WARM WELCOME TO GREEN RETREATS

We are delighted to announce the arrival of new tenant, Green Retreats, who design and create inspirational garden rooms to make use of outdoor space all year.

The company is in the process of relocating 50 staff from Buckingham and Winslow to set-up a bigger and stronger proposition at Westcott and will occupy Hangar 4, comprising 29,000 sq. ft.

The decision to consolidate two strands of the business has been made to facilitate ambitious development plans, which include recruiting up to 40 new staff and doubling turnover within five years.

"Westcott is the perfect location for our staff and business," explains Roy Weatherall, Managing Director, Green Retreats. "A big draw for us moving to Westcott, aside from its rural location, proximity for staff and three times the amount of internal space, was in fact the security. We have previously experienced problems with attempted and successful robberies, so the 24 hour security protection and nine mile perimeter security fencing is a big advantage compared to other business parks."

As a result of the move, Green Retreats will aim to increase efficiency by up to 20 per cent and reduce waste by five per cent. The company is also open to collaborations with service providers on site.

We look forward to providing more news about Green Retreats in future editions of The Rocket, with an exciting launch planned for later this year where you may even rub shoulders with a celebrity in the on site café.

If you would like to find out more about Green Retreats before then, please visit www.greenretreats.co.uk for further information. The company is also currently recruiting.



ROCKSPRING DEVELOP NEW FACILITY FOR FEDEX

WVP welcomed FedEx in December 2012 following the completion of a design and build depot built by Rockspring. The FedEx requirement came about due to the closure of depots in Bicester and Aylesbury.

The new FedEx facility consolidates the Bicester and Aylesbury depots under one roof and comprises 24,440 sq. ft. incorporating 4,000 sq. ft. offices. Rockspring designed the new facility to maximise operational efficiency with 25 loading bay doors and a central conveyor system. Early reports suggest they are delighted with their new location.

HAVE YOUR SAY – TAKE PART IN THE WVP TENANT FORUM

Do you have any further ideas for improvement? Perhaps you would like to find out which other businesses are on your doorstep or further collaborative cost saving services? Or would you just like a forum in which to discuss the big issues or challenges your business is facing today?

We are creating a Tenant Forum Group, so if any of the above apply, then you might be interested in joining.

We recognise you are all very busy but feedback is invaluable to us so we can work on improving the business environment. If you would like to take part, please contact me direct on Tel: 01865 200244 or via email: ctheobald@lsh.co.uk

Colin Theobald
Director Lambert Smith Hampton
WVP Managing Agents



DIGITAL SPY – WIN A BOTTLE OF BUBBLY

We are currently conducting a survey of mobile phones on the park in order to leverage additional value from the telecom providers to benefit your business. We are investing for the future so your data is invaluable at this stage.

We will be offering ten lucky winners a bottle of bubbly if you can let us know who your network provider is, names will be drawn out of a hat on Thursday 31 October 2013. Send all information through to Colin Theobald ctheobald@lsh.co.uk

WANT SUPERFAST BROADBAND?

Register for free today www.superfastforbucks.org
or call 0845 3708090/01296 395000



HISTORIC FACT 1 – DID YOU KNOW?

Originally created as a base for training bomber crews in WWII, Westcott became a Government Research Establishment in 1946 specifically for research into rocket propulsion and the development of rocket motors.





BEING AS SELF-SUFFICIENT AS WE CAN

Interview with Tricia Murray, Managing Director, Bucks Recycling at Westcott Venture Park.

► What was your first job?

My first job was working in a launderette. I was 11 years old and did this for three years during school holidays and at the weekends.

► Describe how your career developed to the present day.

I then worked in recruitment and set up my own business specialising in the construction industry. As a mature student, I completed a degree in French at Reading University and went on to teach French for the next ten years. Needless to say my fluent French doesn't get used much nowadays!

It was a great twist in fate that brought me to work in the waste industry, my husband had asked me to and I delivered. He was working in the excavation business and had taken a lease on a waste transfer station however the location was poor resulting in no trade. That's when he asked me to start a waste company to feed the transfer station.

Quite how it came together so quickly is a bit of a blur as whilst teaching French to year nine's, I was placing Yellow Pages advertisements, ordering skips and a lorry for the waste business. We literally started from nothing 12 years ago and have experienced rapid growth, now turning-over £3million and employing over 40 staff.

Of the jobs I've had in the past, the teaching has stood me in best stead for managing, motivating and training here at Bucks Recycling www.bucksrecycling.co.uk

► What are the key responsibilities in your position?

As Managing Director I have overall responsibility for the business and have worked extremely hard to get the right people and develop their skills. We employ a number of young people and being an ex teacher, I do get very involved in their personal development, trying to grow and train them. I have a very hands-on approach allowing me to work closely with every team member. I do everything the staff do including picking waste, all except driving a lorry.

► Describe a typical day.

My day starts at 5.00am to arrive at the office for 6:30am each day, five and a half days a week as we also work Saturday's up until 1.00pm. At 6:30am I open the offices, get the machinery greased and ready for operation and make sure we have full staff cover for the day. If not, I contact employment agencies to supply workers for the working day, which starts at 7.00am.

I work from 7.00am to 9.00am with the guys in the transfer station, which involves directing lorries to tip, checking waste transfer notes, organising artic lorries on and off the weigh bridge and directing the teams to sort waste and helping them do so.

I am then office based for the rest of the day conducting meetings, training, working alongside the sales team and often relieve the Transport Manager while he has time off to organise paper work.

At the end of day we spend time fuelling up machines and preparing equipment at the Transfer Station for use the next day. I do my paper work from 5.00pm sometimes through until 8.00pm so it is a really long day, anything from a 12/14 hour day.

► Is it unusual for a female to run a business in the waste industry?

I believe I am one of only two or three females running Waste Transfer Stations in this country.

► What has been your best decision?

Employing my daughter, Francesca, who is extremely talented and I am very proud of her achievements. She attained her NEBOSH safety qualification first time when there were people going back for second or third retakes and completed a huge Health & Safety project for Bucks Recycling when we first moved to Westcott Venture Park. The HSE (Health & Safety Executive) audited our company and it was her highly professional work that ensured we were fully compliant with health and safety regulations.

In order to run a waste company you need a qualification known as WAMITAB, which proves a technically competent person is running the company. Francesca is now WAMITAB qualified so is fully fledged to run the business, which gives me great confidence and I think the bank manager too!

Another great decision was moving to Westcott Venture Park in 2011. Our business was unable to grow on its existing site and we had got to the stage of turning business away due to our premises being too small. Our move to Westcott has allowed us to realise that growth. We currently occupy Unit 214 on the park along with Hangar 5 and have signed an agreement to lease a further 3,630 sq. ft. in order to relocate our Commercial Vehicle Workshop from Thame.

Working at Westcott is like working in a beautiful country park; it really is a dream to have so much beauty alongside you. In their lunch break, the guys lie on the grass in front of the building and it looks like a holiday park!



WE CURRENTLY RECYCLE WELL OVER 95% OF THE WASTE WE TAKE IN HERE AND WITH EFW (ENERGY FOR WASTE) IF IT CAN'T BE RECYCLED IT CAN BE USED AS ENERGY. ALL WASTE THAT COMES THROUGH THE DOOR IS REUSED, RECYCLED OR REDUCED (3 R'S)



We particularly value the service the security guys provide, as they are extremely accommodating and helpful to visitors. They take a real interest in the businesses on the park and do their job efficiently so that you do not get unwelcome callers.

For any business, the last thing you really want is to be working next to a skip business, but we've had absolutely no problems whatsoever with any of the on site occupiers and have good working relationships.

▶ Do you run an apprenticeship scheme?

Yes at the moment we have two young lads training to be mechanics, an apprentice HGV technician and an apprentice plant fitter. We have always had an apprentice as we also have a Commercial Vehicle Workshop alongside the recycling business known as Bucks Trucks.

▶ Do you have a good work/life balance?

No I have an abysmal work/life balance, there's no balance at all!

▶ What are the biggest challenges facing your business today?

The future of waste is changing so quickly, there are a lot of demands from the Government who want 100% recycling but the infrastructure is not yet in place in order to recycle for the environment. Multi million pound investment is needed before we can truly achieve this.

By way of example, we've just exported an article of cardboard to China for recycling although surely we should be supplying these resources back into our own country instead of shipping them out. We aim to be environmentally friendly but if you have to haul material to another continent then it cancels some of the good work out.

Recycling plastics is a real challenge at the moment and the market has bottomed out with China putting up a 'green fence' and not allowing plastic in. China has rejected some plastic loads on quality, so brokers are now wary, as once you've got as far as China, you don't really want to turn back. There is a bit of stalemate in the market as there is no place for these things to go at the moment and overall there are still lots of discrepancies in this industry. We are many years behind countries like Germany and will have to peddle very hard to get ourselves up to speed to be properly recycling.

▶ Is there anything in your business that really irritates you?

The fact that people think you can put literally anything in a skip. Some builders (who should know better) pour liquid concrete on top of general rubbish, to leave us with one big mess. Waste legislation is changing at a rapid pace to encourage more recycling. In order to achieve government targets, we need greater awareness of how waste is recycled. For example, it is

now illegal to landfill cardboard. If, however cardboard is covered in food, or dripping with wet paint, it is not possible to recycle it. A "think before you skip" campaign might encourage people to read the Terms & Conditions of skip hire and separate waste more responsibly.

▶ How do you see your company developing over the next five years?

This is not an absolute definite but I would like to start a wood recycling centre business that would produce product from the recycled material. That would be my next goal and I would love to see that achieved in the next five years.

▶ What is your attitude to the environment?

It's our business so we have extensive policies in place and we are working towards zero landfill. We currently recycle well over 95% of the waste we take in here and with EFW (Energy For Waste) if it can't be recycled it can be used as energy. All waste that comes through the door is Reused, Recycled or Reduced (three R's).

We offer a free of charge recycling service to all the tenants at WVP and provide special estate rates on general waste so that the park's business can benefit from preferential rates.

Westcott Venture Park is really 'going for green' in a big way, even down to the solar panels and they have been so flexible in order to meet our business requirements here. On moving here we requested a Farm 200 boiler as we get vast quantities of timber here and wanted to fuel our heating and water rather than the existing oil fuelled resource. Westcott agreed and virgin timber wood now provides our heat and hot water. Again, we are using the resources that we have rather than dipping into oil that is in very short supply. That is part of our whole philosophy as a business, to try to be as self-sufficient as we can. Our new workshop will also be powered in the same way.

▶ What do you do to motivate your workforce?

We all get our hands dirty here, we do a tough job but we do it together, that bonds workers and creates a real family type, working environment. As previously mentioned, I am very hands-on and work closely with the teams. I know that if I took a different approach and just gave orders they wouldn't get the same morale boost as they do with me mucking in with them to help get the job done.

For most, staff training and ambition are their key motivators, however we do provide incentives for teams who have worked the hardest or achieved the most each week. They choose from a range of prizes including a 4.00pm finishing time, full fry-up breakfast at Westcott's on site café with the boss along with other small incentives in order to boost morale.

▶ What would you like to do when you retire?

I would like to go back to teaching, possibly tutoring people who are struggling with their exams and need a bit of extra help. Either that, or I would consult for the Waste Industry. I love working and the interaction with people so I will never stop working.



RECORD BREAKING ROCKETS



Daniel Jubb
Founder and Managing Director of the Falcon Project

“SO THIS IS NOT AN ENGINEERING PROJECT, IT’S AN ENGINEERING ADVENTURE. TO BE ICONIC, YOU NEED TO BE BOLD, SO YOU NEED TO SET THAT 1,000MPH TARGET



A new chapter in the long and illustrious history at Westcott opened in 2011 with the arrival of the Falcon Project.

Led by its flamboyant young Founder and Managing Director, Daniel Jubb, with his trademark handlebar moustache, the company’s heritage stems from the design and development of solid propellant rocket motors for commercial and military use.

29 year-old Daniel founded Falcon when he was just 11 years old in 1995, along with his grandfather Sid Guy.



Falcon Project currently employs 12 people, six of them at its Californian facility on the edge of the Mojave Desert, where it has been manufacturing solid, liquid and hybrid propellant rocket motors, as well as conducting research programmes into rocket engines. Daniel came to Westcott in June 2011 to: “establish a UK production and test facility”.

Soon after its arrival at Westcott, the company was filmed by the BBC in its science TV show Bang Goes The Theory, conducting a trial rocket firing. It was reported as one of the largest motors to be fired on site for a good few years.

The Falcon Project has designed and manufactured the largest hybrid rocket to be produced in the UK, is leading research into hybrid fuel grain composition geometry and also designs and manufactures HTP monopropellant systems, including turbopumps.

Despite not being able to discuss many of Falcon Project’s top secret ventures, one of Daniel’s core objectives for a once media shy company, is to inspire the next generation of scientists through one of the most exciting record breaking projects to come out of the UK.

The BLOODHOUND Project aims to set a new land speed record of 1,000mph in a car powered by a jet engine and rocket with Wing Commander Andy Green, at the helm.

As product sponsor for BLOODHOUND, Falcon Project has developed the 10,000 lb. (44 kN) thrust monopropellant chamber and 27,500 lb. (122 kN) thrust hybrid rocket, which will use a Cosworth Formula One engine to drive the rocket oxidizer pump. The hybrid rocket specifically developed for the project is the largest ever designed in Europe and in conjunction with the jet engine should propel the car to a top speed of 1,050mph.

But there’s a lot more to the project than four-figure speed. “The main objective is to create an iconic programme to inspire young people. We want to involve them in that sector so they go into aerospace, renewable power, mathematics, science, engineering, technology – all areas where the UK needs large numbers of skilled people,” explains Daniel.

The hope is for a similar surge of interest to that which occurred in the USA in the 1960s during the Apollo Moon landing project, when the number of students studying for PhDs rose from 10,000 to 30,000.

“We can use BLOODHOUND to enliven all aspects of the school curriculum. Kids can look at something and say: ‘Why would I need to think about something like that?’ And you could give them some dull and uninteresting reason. Or we could say: ‘Well actually this is what we needed to look for in BLOODHOUND, when we wanted to design a wheel to go at 1,000mph, for example.’ All of a sudden the equations gain a significance, and give children the enthusiasm to pursue the subject. That’s the BLOODHOUND Effect.

“We have determined that 1,000mph is technically possible, although the zone between 763mph, the current record, and 1,000mph is completely unknown.

“So this is not an engineering project, it’s an engineering adventure. To be iconic, you need to be bold, so you need to set that 1,000mph target. What happens if we get to 990mph and we can’t go any faster, have we failed?

“Well, if we get 1,050mph, and nobody is interested, we have failed. If we get to around 900mph, and we have provided the inspiration for the next generation, we’ve succeeded.”

BLOODHOUND plan to take the car out to the straight, dead-flat twelve-mile test site at Hakskeen Pan, in the NW corner of South Africa in 2015. “We’re not charging headlong for the 1,000. In 2015 we aim to break the current record, and then we’ll be back in 2016 to push it up to 1,000mph.”

WESTCOTT NEIGHBOURHOOD WATCH

Set within 34 acres, Daniel hopes Falcon will not disturb its neighbours at Westcott during static testing, although longer-term tenants will remember when the really loud, if short-lived, noise of rockets being tested, was not so unusual.

"We don't want to upset anybody or cause problems on site. We will be incrementally increasing the size of the motors that we fire. So if anybody feels that the noise is excessive, they should let us know and we'll try our best to mitigate it."

"The site we are on is obviously not as big as it used to be, and we have other people closer. We want to do our best to keep the noise within reason. But it's going to be infrequent and of relatively short duration."

Daniel is very happy to be at Westcott and appreciates the support provided when Falcon Project first moved to the park.

With sheer determination and Westcott's support, Falcon has permission to test on site and is licensed for propellant manufacture, assembly and dismantling of rocket motors and storage of rocket motors and propellants, enabling the company to offer an unrivalled service to the military and commercial clients in the UK.

Daniel is also conscious that he and his company are following in very august footsteps. "I spent a lot of time at the Public Records Office, trawling through technical reports from Black Knight to Blue Streak, and I am aware of most of the research done here on these and other rockets, under the aegis of the Rockets Propulsion Establishment, and its subsequent incarnations."

"In sharp contrast to the Mojave Desert; we are surrounded by the beautiful rolling English countryside. That sounds to me like a conducive environment in which to do some really valid research and advance the technology."

And that handlebar moustache? He started growing it, described as a flying officer, General Kitchener-type moustache, when he was a teenager, and it's been there ever since...

www.bloodhoundssc.com

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MEETING PLACE...

Our new meeting room facility offers a pleasant and professional setting to conduct your business meeting or event free of charge.

Available to all Westcott businesses from two to 12 people, it's fully equipped with free Internet access and a 42 inch TV/screen that will give your event a professional head start. Furniture layout is flexible, allowing you freedom to create the most effective setting for your business needs.

The room can be booked by the hour or day. To book, speak to the management team who can be contacted on 01296 651888.



HAPPY RETIREMENT

Westcott Venture Park bids a sad farewell to our Maintenance Manager, Stewart Shillingford.

Stewart joined the park as Maintenance Manager in 1977 when it was owned by the Department of Environment and has seen it evolve into the business park it is today.

When talking about his retirement, Stewart said he has fond memories of the park and will very much miss all of the people who have become his friends over the years.

On behalf of all at Westcott Venture Park, we would like to wish Stewart a very happy retirement!



SOLAR POWER ENERGISES WVP

There's a clean, green and sunny outlook for WVP, which in 2011 became one of the first business parks in Britain to start generating a big share of its own renewable energy.

Work to install 6,102 solar panels over an area of 10 acres, in one of the largest-scale solar installations of its type, was completed in time for the company to qualify for a government-guaranteed payback - the feed-in tariffs or FITs, for the power it produces.

To date, 2.8million kWh has been produced, preventing 1,400 tonnes of CO2 from being released to the atmosphere, the majority of which has benefitted tenants on the park.

Managing Agent Colin Theobald explains: "Solar power has proved to be a highly effective alternative energy source for WVP and we're committed to building on the success achieved so far.

WVP opted to use the efficient ground-mounted solar array in 2011 as part of their ongoing strategy to be one of the region's most sustainable business parks. The park's keen focus on renewable energy and energy efficiency has been welcomed by its tenants and is visibly attracting new tenants to the park like Shanks and Bucks Recycling, with many commenting on the park's progressive approach to sustainability as a key reason for locating their businesses within its grounds.

There was welcome comment when planning permission was granted by the County Council's archaeology arm. It said that the scheme was not likely to 'materially cause harm' to the historical asset (the surviving 1942 runway, where WW2 bomber crews trained), and that it was a 'very effective use of these heritage assets'. The new solar park was in keeping with the 'innovative technology history of Westcott.'



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SOLAR POWER HAS PROVED TO BE A HIGHLY EFFECTIVE ALTERNATIVE ENERGY SOURCE FOR WVP AND WE'RE COMMITTED TO BUILDING ON THE SUCCESS ACHIEVED SO FAR

Colin Theobald, Managing Agent

WHO IS YOUR LANDLORD?

Westcott is owned by Hanover Property Unit Trust, an investment fund which in turn is managed by Rockspring, a highly regarded London based investment manager established over 29 years ago and now with over 200 properties under management in the UK.

Rockspring's very experienced team are committed to supporting all occupiers on the park. The company continuously finds innovative ways to invest in property to generate value, irrespective of economic conditions, which has been demonstrated through the £6million major infrastructure works recently completed on site.

As an independent and entrepreneurial company, Rockspring is proud to help the park's thriving business community to consolidate Westcott's position as one of the leading employment centres in the region.

For further information about your landlord, visit: www.rockspringpim.com

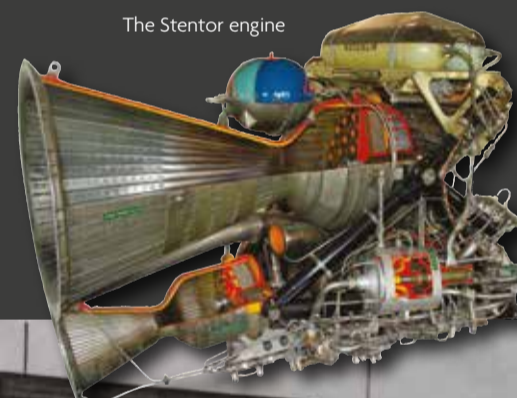


HISTORIC FACT 2 – DID YOU KNOW?

The E-Site buildings located near the entrance of the park were once home to British aero engine manufacturer, Bristol Siddeley, for the development of a twin chamber liquid fuelled rocket engine named Stentor.

Designed to power nuclear bombs carried by the Vulcan and Victor V Bomber, the Stentor engine generated 20,000lbs of thrust using kerosene and hydrogen peroxide, created to power the Hawker Siddeley Blue Steel nuclear stand-off bomb to a distance of 104 miles at speeds of up to Mach 2.6.

Built in the mid 1950's and opened in June 1957, the E-Site buildings have recently been awarded Grade II listed status due to the significance of the development work carried out there during the Cold War period.



AVAILABLE SPACE

Building 14	Self Contained Workshop and Office	2,273 sq ft
Building 416	Office / Stores	1,181 sq ft / 406 sq ft
	Workshop / Store	1,923 sq ft
Building 426	Office / Storage	720 - 1,742 sq ft
Building S2	Storage areas	567 - 1,420 sq ft
Building S6	Rooms	from 120 sq ft

A wide selection of space is available. Please call us on 01296 655281 for more details or visit the 'Available Space' page on our website.

www.westcottventurepark.com

