

**19 January 2006**

**Press release: Business South 2006**

**Southampton City Council backing Business South 2006**

Business South is the newest business2business exhibition in the South and is set to be the largest networking event of its kind in the region with nearly 130 exhibitors and around 2,000 visitors expected. Key attractions include the Business Advice and New Business Zones, Meet the Buyer, Business Link eVillage and a seminar programme. Tickets are free and visitors will be able to meet with key organisations in the region and listen to local business experts on a wide range of important topics.

Southampton City Council are pleased to be sponsoring the Business Advice Zone and the New Business Zone at this event as they believe that it will be equally as successful as others around the country and become a focal point in the calendars of Southampton businesses each year. The Council will be displaying the latest in web design and functionality with their redesigned business web site [www.invest-in-southampton.co.uk](http://www.invest-in-southampton.co.uk) at stand 72 in the Business Advice Zone within the Mike Channon Suite.

[www.invest-in-southampton.co.uk](http://www.invest-in-southampton.co.uk) keeps visitors up-to-date with relevant business news and offers details of training and advice from local professional business advisors and access to City Council services such as Planning, Trading Standards and Licensing.

Advice is aimed at people thinking of starting their own business and for those looking to grow their existing business. Local business training & events range from business start-up workshops; sales and marketing; IT; and International Trade where practical business skills can be developed and new contacts can be made.

Visitors thinking of taking those first steps towards being their own boss can speak to those who have already done this when they visit companies in the New Business Zone. The Southampton businesses exhibiting in this zone are excellent examples of what local entrepreneurs can achieve when they start their own business. Visitors can find out what inspired these enterprising individuals to take those first steps and what practical advice they have for others.

Companies in the New Business Zone will be showcasing the latest innovative products and services allowing visitors a chance to benefit

from speaking to skilled professionals. The businesses include graphic design and printing; PR and marketing; science consultancy; ICT and Internet training and consultancy; ironwork manufacture (see outbox 3).

For further information about visiting Business South 2006 visit [www.invest-in-southampton.co.uk](http://www.invest-in-southampton.co.uk) or telephone the city council's Economic Development team on (023) 8083 2587.

## **Outbox 1**

### **Key reasons to visit Business South 2006:**

- Meet with buyers from large organisations
- Network with a selection of local suppliers
- Benchmark your competitors
- Meet with fellow professionals
- Learn from the experts on key business issues
- Stay informed of cutting edge business ideas, products and services

## **Outbox 2**

### **Attractions at Business South 2006 include:**

- Business Advice Zone: find help and advice on all business aspects
- New Business Zone: companies with the latest innovative products and services
- Business Link eVillage: 40 top ICT companies
- Meet the Buyer event offers an exclusive 15-minute pre-arranged appointment with a buyer from large organisations such as Southampton City Council, Hampshire City Council, Ministry of Defence and Hendy Group.
- Full seminar programme: key business topics by local business people including the CEO of Yellowfin Ltd, Anne Duncan who is Ernst & Young's Regional Entrepreneur of the Year, and Ian Murray from Newquest, who publish the Southern Daily Echo, speaking on PR from an Editor's viewpoint.

## **Outbox 3**

## **Business South 2006**

### **New Business Zone**

#### **Company profiles**

**ABC Metals** produce a wide range of ornamental metalwork for business and home use.

Contact: Carl Amy, tel: 023 8070 1869; mobile: 07890 879272; email: [carl.amy@ntlworld.com](mailto:carl.amy@ntlworld.com)

(nominated by Prince's Trust)

STAND 1

**David Daish** is a specialist in IT software and hardware installations, testing, and maintenance and software development.

Contact: David Daish; tel: 023 8039 8622; mobile: 07742 887855; email: [d.daish@ntlworld.com](mailto:d.daish@ntlworld.com)

(nominated by South Coast Money Line)

STAND 8

**The eStudios** help SME's increase revenue and reduce business costs by improving the way they use the Internet. They offer a range of Internet Consultancy services from advice about enhancing company websites to organising online marketing activities.

Contact: Emma Cosgrave; tel: 023 8023 4552; mobile: 07766 600678; email: [emma@theestudios.com](mailto:emma@theestudios.com); website: [www.theestudios.com](http://www.theestudios.com)

(nominated by Women's Wisdom)

STAND 10

**King-Li Services** provide:

- *Mediation* – helps resolve conflict and disputes in the workplace, family (concerning children after separation / divorce), healthcare complaints, and neighbour conflict.
- *Business Support* - emotional support to help people cope with the challenges and demands of the business world.
- *Counselling* – sensitive, professional approach to help you find your own solutions to life's challenges and difficulties.

Contact: Naomi King-Li or Richard King-Li; tel: 02380 785729; email: [silver18@supanet.com](mailto:silver18@supanet.com); website: [www.king-li-services-mediation.co.uk](http://www.king-li-services-mediation.co.uk)

(nominated by Women's Wisdom)

STAND 11

**Open Air Design** is a design and marketing agency based in Southampton. They offer creative, focused and appropriate solutions for all your marketing and communication activities. Services included graphic design, visual identity and brand development, corporate and internal communications, exhibitions and events, direct mail, and web design.

Contact: Josh Bingley; tel: 023 8076 6002; mobile: 07980 663941; email: [openair-design@zen.co.uk](mailto:openair-design@zen.co.uk); website [www.openair-design.co.uk](http://www.openair-design.co.uk)

(due to go live end of Feb 2006)

(nominated by the Creative Industries Business Mentor at the Centre for Enterprise and Innovation)

STAND 2

**Peachstone Ltd** specialise in business development and marketing support.

Contact: Carole Allen; tel: 023 8076 0009; email: [carole.allen@peachstone.com](mailto:carole.allen@peachstone.com)

(nominated by the South Hampshire Enterprise Agency)

STAND 3

**Red Hot Press** provides an open-access print workshop with facilities to cater for intaglio and relief printmaking. They run creative, tailor-made team building days for businesses as well as workshops and courses for the public, teachers and children.

Contact: Sarah Mander and Katherine Tipper; tel: Katherine 07814 016563 Sarah 07790 870558; email: [sarah@redhotpress.org.uk](mailto:sarah@redhotpress.org.uk) or

[katherine@redhotpress.org.uk](mailto:katherine@redhotpress.org.uk); website: [www.redhotpress.org.uk](http://www.redhotpress.org.uk)

(nominated by the Creative Industries Business Mentor at the Centre for Enterprise and Innovation)

STAND 4

**RISE Computers** is part of RISE, a social enterprise which was created in response to issues faced by the local community to provide both economic and social benefits to the residents of the Outer Shirley Area in Southampton. By running a Computer Sales and Services business that makes a profit and then ploughing those profits back into the community, RISE can guarantee social benefits.

Contact: Angus Coull; tel: 023 8087 8933; email:

[angus@risecommunity.com](mailto:angus@risecommunity.com); website: [www.risecomputershop.com](http://www.risecomputershop.com)

(nominated by RISE Community Developments)

STAND 7

**SmarterScience** applies and supplies scientific knowledge, in

combination with good language and writing skills. They handle various fields of science and technology, and specialize in marine, earth and environmental sciences. Common denominator in projects is often chemistry. Typical clients are patent agencies, publishers, universities, research organizations, and engineering companies.

Contact: Angelina Souren; tel: 023 8044 8125; mobile: 078 3706 5241; email: [angelina.souren@smarterscience.com](mailto:angelina.souren@smarterscience.com); website: [www.smarterscience.com](http://www.smarterscience.com)  
(nominated by the South Hampshire Enterprise Agency)

STAND 12

**Substance PR** helps businesses communicate clearly and concisely with the media, customers and other stakeholders in areas of public relations and marketing communications.

Contact: Claire Adam; tel: 023 8023 8237; email: [claire@substancepr.co.uk](mailto:claire@substancepr.co.uk)  
website: [www.substancepr.co.uk](http://www.substancepr.co.uk)

(nominated by the Creative Industries Business Mentor at the Centre for Enterprise and Innovation)

STAND 5

**Sue Oliver** professional Textile Designer; recently awarded a business start-up bursary, through the SEEDA supported Southampton Creative Industries project, 'art@thearches'. Creates innovative, bespoke hand screen printed fabrics, and artwork for the interiors market. Commissions accepted.

Contact: Sue Oliver; email: [suejoliver@yahoo.co.uk](mailto:suejoliver@yahoo.co.uk); tel 02380 211381.  
(nominated by the Creative Industries Business Mentor at the Centre for Enterprise and Innovation)

STAND 6

**UX Consultancy** specialise in creating usable, accessible and innovative software solutions.

Contact: Matthew Goddard; mobile: 07970 799231; email: [matthew.goddard@uxconsultancy.com](mailto:matthew.goddard@uxconsultancy.com); website: [www.uxconsultancy.co.uk](http://www.uxconsultancy.co.uk)  
(nominated by the Southampton Enterprise Hub)

STAND 9