

Booler Bio Fuel gets motoring

A LOCAL SMALL BUSINESS MADE ITS FIRST MAJOR SALE JUST WEEKS AFTER WINNING THE SUPPORT OF THE SOUTH YORKSHIRE MICROLOAN.

Booler's Bio Fuel was set up by Richard Booler to produce bio-fuel which can be used in place of, or as well as, traditional diesel, in most diesel engines. The fuel, made out of vegetable oil, is cleaner and much better for both the engine and the environment.

Mr Booler, who launched his business with a Microloan, agreed to supply Sheffield taxi firm, Ace of Cars, with an initial 1,000 litres of bio-fuel.

Mr Booler, a former railway worker, said: "I have borrowed £6,000 through the scheme, and without South Yorkshire Microloan my idea would have never seen the light of day. I tried to get funding from other sources but was turned down.

"It's great to get this first significant sale under my belt and I'm sure it's a positive indication of things to come. For anyone who has a good business idea - but can't get funding, this scheme is fantastic and I would certainly recommend it. Without Microloan the business would never have come to fruition."



IAN SHIPWAY FROM ACE OF CARS, WITH LEFT TO RIGHT, RICHARD BOOLER OF BOOLER'S BIO FUEL AND LOAN OFFICER STAN WILSON.

Administered and co-ordinated by South Yorkshire Investment Fund, the Microloan Fund is a partnership of the local Enterprise Agencies in Barnsley, Rotherham, Sheffield and Doncaster Chamber of Commerce.

Microloan Loan Officer, Stan Wilson, said: "This business has only got off the ground because of Microloan's involvement. It is these kind of projects the Microloan has been designed to help. We want to hear from all budding entrepreneurs who have had difficulty raising the necessary funds for their project".

Hefty financial catch for Penrose Angling

SHEFFIELD-BASED COMPANY PENROSE ANGLING SYSTEMS LTD HAS NETTED A £40,000 LOAN FROM SOUTH YORKSHIRE INVESTMENT FUND.

Managing Director Mark Penrose started manufacturing high quality tubular metal wares for anglers in 1994 in a small workshop in Attercliffe, Sheffield. The company has since grown in size and reputation, relocating to an 8,000 sq ft complex in the Waleswood industrial area.

The loan will be used to maintain the business' plans for further expansion, creating three new jobs and assisting with the purchase of machinery vital to meeting increased demand from the company's ever growing customer-base.

In addition to the angling trade, Penrose now offers a range of tubular metal products to a variety of sectors, including education, leisure, retail, medicine and industry.

Mark Penrose said: "SYIF has provided the company with a chance to maintain its momentum, offering a more flexible proposal than the banks with which we generally deal. Investment Manager Andrew Chaffer had a realistic approach, he listened to our needs and provided us with a speedy application process."



ANDREW CHAFFER, INVESTMENT MANAGER, RIGHT, WITH MARK PENROSE MANAGING DIRECTOR OF PENROSE ANGLING SYSTEMS.

Andrew Chaffer, said: "This company has reached a point where it needed a little help to take a promising business strategy forward - it is these kinds of projects that we are here to help."

High flying air services company's growth

BOOSTED BY £800,000 INVESTMENT TO BUY HELICOPTERS

An £800,000 investment by the Fund in a successful air services company has paved the way for the purchase of a fleet of four additional helicopters required to fulfil a new multi-million pound contract.

Total Air Management Services Ltd, (TAMS) is an expanding company launched in 2001 by Managing Director John Tickner, and Training Director, Mike Crichton-Kane, who are both experienced South Yorkshire Police helicopter pilots, and Frances Tickner, a former Despatch Manager with South Yorkshire Ambulance Service.

The company leases aircraft and provides helicopter pilots along with engineering, technical and training services to a range of public bodies and utility companies, including South Yorkshire Police. It specialises in carrying out laser mapping work for major utilities using equipment mounted on helicopters.

The SYIF investment helped the company to buy its first fleet of wholly-owned helicopters. Four aircraft were required to fulfil a multi-million pound order with Transco, the national gas pipeline company.

Currently based in Sheffield, the company has recently moved its corporate and operational headquarters to Parkgate, Rotherham, and has expanded its workforce to 31 people.

Investment Manager, Paul Gower, said: "Total Air Management has come a long way in a short time. It is a dynamic company offering a high level of technical expertise in a specialist field. I'm delighted that we've been able to help them with advice and funding to support their continued development on the back of a multi-million pound contract which sets the scene for continued growth, success and employment."

South Yorkshire Investment Fund



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Tony Goulbourn
Chief Executive
South Yorkshire Investment Fund Ltd.

Welcome...

WELCOME TO THE LATEST EDITION OF PROFILE, WHICH DETAILS OUR CONTINUING PROGRESS AT SOUTH YORKSHIRE INVESTMENT FUND.

This issue details how the Fund has continued to thrive and support local companies in South Yorkshire. And, as you can see from the article opposite, we have recently passed a significant milestone in the Fund's development.

We continue to help businesses - from small to large - across the region in a range of industries. We have completed a number of unsecured loans over £100,000 to established profitable businesses and completed equity linked packages in the region of £250,000.

In addition, we have introduced deals to South Yorkshire Microloan Fund, which range in value from £1,000 to £15,000. We regularly make the news with many of our deals grabbing headlines in the regional press and key trade titles.

Meanwhile, Pro-South Yorkshire, hosted by the Fund, is gaining support from a variety of professional service companies.

Initially funded through European Objective 1 funding, Pro-South Yorkshire's primary role is to assist in attracting new investment into South Yorkshire in addition to increasing the involvement of professional firms with local businesses.

It aims to replicate the success of similar initiatives in other parts of the country which have promoted their professional and business services as a key marketing strength in attracting new investment and supporting economic regeneration.

Pro-South Yorkshire is overseen by a steering group of local professionals and is chaired by Paul Firth, Managing Partner of DLA solicitors in Sheffield.

If you would like to receive further information about Pro-South Yorkshire or the Fund or know someone who might benefit from our help we would welcome all comments and feedback.

Since achieving the £10m funding landmark towards the end of 2004, the Fund has already increased this to £13.2m in 121 companies, taking the total number of investments made so far to 144. Investment managers are already looking at deals which, if successful, will extend this significantly in the months ahead. The hard work in building successful partnerships with our stakeholders is certainly beginning to pay dividends.



GLASS ACT: FROM LEFT TO RIGHT, INVESTMENT MANAGER ANDREW CHAFFER, MARK BARRATT OF ACCOUNTANTS HARRIS & CO. AND THE GLASS SHOP MANAGING DIRECTOR DAVE RODGERS.

Fund passes the £10m mark in support of business

SOUTH YORKSHIRE INVESTMENT FUND ACHIEVED ANOTHER MILESTONE WHEN THE AMOUNT OF FUNDING FOR COMPANIES IN THE REGION PASSED THE £10M MARK.

Reaching the £10m landmark is a major milestone for SYIF and also reflects a significant shift in the nature of business in the region since the Fund was set up in 2001 to bridge the funding gap which often stifles business growth.

The Fund believes that a new entrepreneurial spirit is emerging in the region as more people seek to develop their own business.

Chief Executive Tony Goulbourn told Profile: "It's been really exciting to see how the fund has grown as a force for business in the region over the past three years with the volume of deals increasing year on year. We have witnessed an increasing entrepreneurial culture in South Yorkshire which, in the past, was not always the

case with many people choosing to go into traditional but declining industries.

"Balancing the needs of investors with those of businesses remains our core aim and I believe we have made real progress on both fronts and established a solid foundation on which to build the Fund for several years to come."

More than 100 companies have received support from the Small Business Fund which offers loans ranging from £15,000 to £150,000, with effective annual interest rates from as little as 2.4% per annum. Loans are unsecured for the majority of established profitable businesses with unsecured loans of up to £50,000 available for start-ups or early stage development.

SINCE ITS LAUNCH IN DECEMBER 2001 SYIF HAS PROVIDED FINANCIAL SUPPORT FOR A WIDE RANGE OF BUSINESSES. EXAMPLES INCLUDE:

- Springer Rapid Industries Ltd – The Fund provided £800,000 through a combination of equity and loans to this start-up engineering firm aiming to create 85 jobs to develop the UK's most advanced CNC machining facility for large engineered components.
- The Glass Shop Ltd – The Fund supported the Barnsley-based specialist double glazing company with a loan of £50,000 for new machinery and training costs.
- SEAMS Ltd - The Capital and Development Fund invested £800,000 in the Sheffield-based consultancy and information technology business through a mixture of equity and loan stock to help fund expansion, along with £50,000 from the Small Business Fund to invest in a new computer system.
- TLC Handling Ltd – The Fund invested £50,000 in the aviation equipment manufacturer based at Doncaster's new airport. It has developed a unique helicopter ground handling unit.
- Autono-Med Ltd - An innovative medical products group, which received a £50,000 unsecured loan from the Fund to expand and market its range of medical aids.

If you have a business based in South Yorkshire, then the Fund wants to hear from you. Call us on 01709 386 377 or visit our website at www.syif.com.



Hydra Mining at the cutting edge thanks to Fund

THE FUND COMPLETED ITS 100TH SMALL BUSINESS FUND LOAN BY SUPPORTING A ROTHERHAM-BASED COMPANY THAT HAS DEVELOPED A WORLD-FIRST CUTTING SYSTEM THAT IS SET TO REVOLUTIONISE COAL MINING AROUND THE WORLD.

The £100,000 loan to Hydra Mining Tools International Ltd., which was formed from a management buy-out in 2000, will enable the firm to launch and market a new cutting system after ten years of development.

The cutting head, for use with continuous mining machinery, uses a water cooled cutting process to reduce dust and the danger of sparking and explosion.

The water cooled cutting head is the first of its kind to be successfully developed. After extensive trials in South Africa Hydra is now ready to produce the system commercially at its Doncaster

works. Sales will be targeted at coal producers in Hydra's key export markets of South Africa, the United States and Australia.

Gordon McShannon, Hydra's Chief Executive, said: "The new cutting head is the result of ten years' hard work, innovation and investment during which time we had to overcome many engineering problems. Now, following field trials, we are ready to produce the system commercially and the funding from SYIF will help us with launch and marketing costs."

Hydra currently employs around 90 full-time workers and Mr McShannon said production of the new cutting



INVESTMENT MANAGER ALLAN WOOD WITH, LEFT TO RIGHT, HYDRA'S MANAGING DIRECTOR JOHN WARREN AND CHIEF EXECUTIVE GORDON McSHANNON INSPECTING THE NEW COAL CUTTING SYSTEM

system would not only secure existing jobs, but also hopefully create employment opportunities as sales build up.

He said: "We are quietly confident that the new cutting head will be successful as it increases and improves the coal production process and can be fitted as an attachment to existing continuous mining equipment. Each system can also be tailored to meet an individual customer's cutting requirements."

Tony Goulbourn, Chief Executive of South Yorkshire Investment Fund Ltd, said: "The Hydra story is one of determination to succeed in the face of many challenges. We are delighted to be celebrating our 100th Small Business Fund loan by supporting the launch of a South Yorkshire invention that looks set to provide real benefit to the international coal industry"

For further details about the Microloan contact one of the local Enterprise Agencies:
Barnsley: 01226 215730
Doncaster: 01302 341000

Rotherham: 01709 386273
Sheffield: 0114 2814621

OR

Call South Yorkshire Investment Fund on 01709 386377, e-mail info@syif.com, or visit the web site on www.syif.com/microloan.

Hotel gets face lift with SYIF support

THE REGENT HOTEL, A DONCASTER LANDMARK, HAS BEEN GIVEN A NEW LOOK FOLLOWING SUPPORT FROM THE FUND.

SYIF provided a £40,000 Small Business loan to Regent Hotel (Doncaster) Ltd. to enable hotelier Mike Longworth to complete a three-year £1m refurbishment scheme of the hotel which stands on Regent Square.

Work on the latest phase of expansion and refurbishment at the family-run hotel meant that it was ready for the 2004 St Leger race meeting. The SYIF loan has enabled Mr Longworth to complete the final phase of extensive improvements at the three-star hotel which included the addition of six new bedrooms together with upgrading of existing bedrooms and public areas.

Mr Longworth, who runs the hotel with his son, Simon, has financed the work through a combination of bank loans, grants and funds generated by the business. The final phase of the scheme cost £250,000 and it was when he found himself with a funding gap that Mr Longworth approached SYIF.

He said: "One of my suppliers suggested I contacted SYIF which I did through Business Link. I have found SYIF great to deal with and very efficient. The loan has enabled us to complete work which is the final piece in the jigsaw of a three-year scheme to improve and modernise our facilities. This is a great relief after three years of playing Bob the Builder!"

The SYIF loan was put towards upgrading the hotel's Conservatory function suite, Parade bar and restaurant to create the new Regent bar, restaurant and lounge. The Regent is a popular venue for both corporate and private functions, particularly weddings for which the hotel now has a civil wedding licence.



SYIF DIRECTOR, BRIAN LEACH, LEFT, TOASTS REFRUBISHED REGENT BAR WITH MIKE AND SIMON LONGWORTH.

Investment Manager Allan Wood said: "Our loan ensured Mike Longworth could fund the completion of the hotel's refurbishment. One of the key factors enabling us to make this loan was its impact on attracting consumers from outside the region to boost the number of visitors and tourists."

"The Regent is a popular venue and the improvements will make it even more attractive for locals and tourists alike."

If your company is looking for an equity investment or loan finance please contact one of the team - we will be happy to discuss your requirements. Our number is 01709 386377

Business Link: an intermediaries view

BUSINESS LINK SOUTH YORKSHIRE, WORKING CLOSELY WITH SYIF, HELPED BARNSELY-BASED BARTEC AUTO ID GET READY FOR ITS BREAK INTO THE US MARKET. BUSINESS ADVISER ROGER GILBERT COMMENTS

Business Link South Yorkshire set up a special business support programme called Invest for Growth2 (IFG2) to offer advice and funding to ambitious, dynamic businesses with innovative project ideas in high growth industry sectors.

IFG2 assesses the requirements of businesses, identifies suitable sources of funding and helps directors formulate a plan of how funding can be accessed, implemented and managed.

IFG2 works in three stages. The first stage is a general business health check, assessing project eligibility and whether it meets the high standards demanded of the programme

Our Advisers then help the company through the application process, identifying different sources of funding, including SYIF, that might be more appropriate before going forward with a full IFG2 application

Finally, IFG2 provides ongoing advice

and support to help ensure the success of a project, monitoring its progress and assisting with the effective deployment of the funds.

One company to benefit from our collaboration with SYIF is an innovative Barnsley-based company Bartec Auto ID which is setting its sights on the US market.

Bartec, which designs tyre-pressure monitoring equipment, is developing a new range of test tools for tyre pressure sensors that need to be compliant with US regulations.

"Business Link South Yorkshire is helping us to break into the more lucrative American dealer market," said Bartec Managing Director, Colin Webb. "There is great potential here for growth both with these new products as well as our existing range. We are very excited about the opportunities that lie ahead."

Business Link assisted Bartec with sourcing finance for their investment.



BARTEC MANAGING DIRECTOR COLIN WEBB WITH, LEFT TO RIGHT, SYIF CHIEF EXECUTIVE TONY GOULBOURN AND INVESTMENT MANAGER ANDREW CHAFFER

This included an IFG2 grant of £75,000 and a £30,000 International Secondment Award towards training for Bartec staff on entering new markets.

SYIF also invested £50,000. Bartec is a world leader in tyre pressure monitoring

equipment for car plants and this exciting new project will help them maintain the lead in the car care aftermarket. The business has great potential and both Business Link and SYIF look forward to seeing them developing their international presence even further.

IT Installations gets wired for further growth

A SHEFFIELD-BASED COMPANY THAT HAS INSTALLED CABLING SYSTEMS FOR STATE OF THE ART COMMUNICATIONS TECHNOLOGY AT BUCKINGHAM PALACE AND 10 DOWNING STREET IS CONTINUING TO GROW WITH THE HELP OF A £75,000 LOAN FROM THE FUND.

Formed in 1995, IT Installations Ltd provides design, management and installation of structured cabling systems, including fibre optics, to a range of markets and is a pioneer of Smart Home Technology.

With between 50 and 70 engineers working on a variety of projects, IT Installations provides technology to hospitals, schools, businesses and private homes.

Recent projects have included installing interactive white boards into schools and a service known as Patient Line to hospitals, where patients can access the phone, TV, internet and doctors notes on a small screen attached to their bed.

Allan Milburn, Managing Director of IT Installations said: "The cabling and

installation we supply allows businesses and home owners to have the latest technology at their fingertips, whether it is Wi-Fi, voice-controlled lighting or the latest home entertainment systems."

With a turnover of £1.5million, the company continues to expand and the £75,000 loan will be used to increase the workforce and appoint a new member to the sales team.

Allan Wood, Investment Manager, said: "IT Installations is an innovative company that is continuing to expand. This investment will create new jobs and allow the company to achieve its goal to increase its turnover to £2 million in the next year."

Johnson Engineering set to create five new jobs

ENTREPRENEUR IAIN MCINTOSH IS SEEKING TO FURTHER EXPAND HIS SHEFFIELD ENGINEERING COMPANY WITH THE SUPPORT OF THE FUND.

Johnson Engineering Ltd has already significantly expanded the range of products and services it offers since Mr McIntosh acquired the business 12 months ago.

In addition to supplying and maintaining a range of machine tools nationally the company offers customers a bespoke machine tool service. Training programmes are also offered to help machine operatives increase their product throughput and achieve the highest quality finish possible.

Johnson Engineering is now seeking to grow further, with the support of a £50,000 unsecured loan from SYIF, which will see it create up to five new jobs and expand into new premises in Sheffield.

Mr McIntosh said: "Over the past year we have invested heavily in improving the quality of service that

we deliver to our customers and growing the range of products and services that we offer. That is now paying dividends in terms of the new business we have brought on."

He added: "I have to say Investment Manager Andrew Chaffer and his team were terrific in turning around this investment. From our first meeting it took them just three weeks to make a decision in supporting us."

Investment Manager Andrew Chaffer, who helped Mr McIntosh develop his business plan and long term strategy, said: "Iain is a genuine entrepreneur with some really exciting plans for his business' future development."

"He and his team are a good example of the type of forward thinking business that the Fund is seeking to support and we are delighted to be involved."

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To find out more on securing funding through Business Link South Yorkshire call 0800 073 7474, Email: infor@bly.com or log on to www.bly.com.