


We are pleased to bring you the February/ March 2009 issue of **West Lothian Business Connections Online!** Our monthly update brings you West Lothian's recent business news, upcoming events, new business support schemes, new developments and up to date economic facts and figures. To view all the stories in full, use the links below, which will take you to West Lothian's online resource for business - www.westlothian.com

NEW DEVELOPMENTS www.westlothian.com/news

WHISKY DISTILLER **Glenmorangie** is set to build a multi-million pound office facility and bottling plant in Livingston. A significant number of employees at Glenmorangie's current base in Broxburn are expected to move to the new Livingston site, just seven miles away, when it is completed in summer 2010.

ELEMENTS SQUARE at The Centre in Livingston has become the first enclosed shopping centre in the United Kingdom to achieve the BREEAM (Research Establishment Environmental Assessment Method) Excellent rating in recognition of its high sustainability standards.

THE HISTORIC **Linlithgow Sheriff Court** has gone on sale on the open market. A planning brief has been prepared for the B-listed building, which is within a conservation area, and any new use will be expected to be sympathetic to the surroundings.

BUSINESS SUPPORT 

ECONOMIC GOLD DUST - **How the 2012 and 2014 Games can help your Business.** Join the Olympic Delivery Authority (ODA) at Murrayfield Stadium on 13 March from 9.30am to 12.30pm, followed by lunch, to hear about the very real business opportunities associated with London 2012 and the help available for small and medium sized businesses to get a piece of the action. To book call 0141 357 2235.

BUSINESS GATEWAY has a FREE business strategy workshop **Managing your Business through an Economic Downturn that** will take place in Livingston on Monday 9th March at 9 am. For more information e-mail bgateway@westlothian.gov.uk or telephone 01506 777928.

COPIES of a new **Edinburgh & Lothian business directory** are still available to be collected from West Lothian Council's Enterprise Centre, Almondvale Boulevard, Livingston or contact the publishers, the Capital Group on 01506 508001.

GET A FREE ADVERT in West Lothian's online business directory. Call 01506 777 400 or email enterprise@westlothian.gov.uk

A NEW WEBSITE offers businesses the opportunity to bid for hundreds of public sector contracts. The **Public Contracts Scotland** website provides free access to all public sector procurement in Scotland. All contracts (including OJEU tenders) currently advertised by West Lothian Council, Procurement Scotland, Scotland Excel and APUC are now available in one place at www.publiccontractsscotland.gov.uk. Other local authorities and public sector organisations are being added every week and by Dec 2009 all 185 public sector contracting bodies in Scotland will be advertising all their contracts on the website.

BUSINESS LEARNING www.westlothian.com/events

BUSINESS GATEWAY is running the following FREE workshops in West Lothian for growing businesses:

- Get Real Results from your Website in Livingston on Tuesday 10 March.
- Improve your Search Engine Ranking in Livingston on Tuesday 24 March.
- Making Your Business More Profitable takes place at Donaldson's School in Linlithgow on Wednesday 4 March. Led by local business coach Alan McColm, the workshop is run in conjunction with Linlithgow Business Association.

OTHER **FREE** workshops including; **Time Management; Cash Flow; Networking Skills** and **Women Into Business: E-Business** are available in Edinburgh, Dalkeith or Haddington.

BUSINESS GATEWAY **start-up** workshops are also run on a regular basis. For more information on all **Business Gateway workshops** call 01506 777 400.

The first of three new **e-Business** events in West Lothian will discuss the strategies you can use to achieve **Business Growth through Social Networking** on 11 March.

To find out more about this event call Andy Gilpin on 01506 777998.

SCOTTISH ENTERPRISE will be looking at **Winning Through Innovation** at an event at Norton House Hotel, Edinburgh on 24 March. Speakers include former Dragons' Den panelist Doug Richard and Michael Kell Ryan, former Ryanair executive. To book call 0800 141 12128



A MEETING to re-establish the **Whitburn Traders Forum** will be held on 05 March at Brucefield Church Hall at 7pm. The group would work with West Lothian Council to promote shops and services and the vitality and viability of Whitburn town centre. For more information contact Business Improvement Districts Manager, Suzanne McCardle, on 07917 263587.

WEST LOTHIAN CHAMBER OF COMMERCE will be looking at **Dealing with the Bankers** on 09 March at Deer Park.

WEST LOTHIAN CHAMBER OF COMMERCE is holding a **Business Networking Lunch** on 12 March at the Hilcroft Hotel, Whitburn. Call 01506 777 937.

LOTHIAN BUSINESS CLUB, an affiliate of **thesmallbusinessclub** network, is hosting a lunchtime networking event looking at Marketing at Centrex House, Kirkton Campus, Livingston on 16 March at 12 noon - 2.00pm. Email booking@lothianbusiness.biz to book or go to www.lothianbusiness.biz for more information.

FEDERATION OF SMALL BUSINESSES' West Lothian branch is to host a **credit crunch debate and discussion evening** at West Lothian College on 17 March. To book email jim.gardner@fsb.org.uk

WEST LOTHIAN **Women in Business** group will be holding their AGM with a presentation from the Linlithgow Speakers - Toastmasters on 31 March at Deer Park, Livingston. To book email wib@westlothian.gov.uk or call Laura Maltman on 01506 777925.



UPHALL BASED biotechnology firm **Infogen Bioformatics** has entered into a new distribution agreement with DNASTAR to distribute its products in United Kingdom, Ireland, Italy, Spain and Greece.

BATHGATE FIRM **Eagle Couriers** has agreed to adopt Ollie, the Five Sisters Zoo's eagle owl, after the attraction was chosen as the recipient of one of its "special deliveries".

WEST LOTHIAN biotech firm **Tepnel** has been taken over by San Diego based diagnostic testing specialist Gen Probe. The deal values Tepnel at \$132.1 million and Gen-Probe may also manufacture some of its products in the UK following the acquisition.

KNOWEPARK CARAVANS of Deans, Livingston has been voted Regional Dealer and UK Dealer of the Year by readers of Motorcaravan Motorhome Monthly (MMM).

CHINESE LINKS have been strengthened with the opening of the *West Lothian Confucius Classroom Hub* at Bathgate Academy giving young people access to learning resources about Chinese culture.

BROXBURN BASED refrigeration specialists **Capital Cooling** has won two major industry awards including MD Alister Mclean who won for his outstanding contribution to the Scottish Refrigeration Industry.

VIRTUAL EYE MEDIA, the Blackridge based specialist Search Engine Optimization (SEO) business warns that that over 80% of the UK's business websites aren't optimized effectively. Their website www.seowestlothian.com, contains lots of articles which cover different areas of SEO as well as free-to-use checking tools, so anyone can check quickly and simply how effective their website is.

SCAFFOLDING MANUFACTURER **Layher** has re-located its Livingston depot to a nearby, 12000 sq. m. site. The facility includes an administrative and management facility, a storage yard, and demonstration and training areas.

BATHGATE BASED painting and decorating firm **Mardon** is celebrating ten years in business.

PROCLAD INTERNATIONAL FORGING LTD has signed a lease extension on their site at Houstoun Industrial Estate Livingston, to 2020.

DESCANT, the Bathgate based joinery manufacturers has completed a £300K investment in the business. The investment included a 5 axis cnc machine; specialised software, including training; and new timber storage facilities.

FREE EMAIL UPDATE

Would you like to receive this FREE Business Update by email? Contact andrew.cotton@westlothian.gov.uk - or call 01506-777911 - and we'll add you to our mailing list.

TALK TO US

If you would like to send us your feedback or comments, a FEEDBACK link is provided at the bottom of every web page on our website at www.westlothian.com or you can email us at enterprise@westlothian.gov.uk