Entrepreneurs in Residence
Introduction

While it is normal for university staff to enjoy the privilege of working with gifted young people, a peculiar benefit of my role in the Institute for Entrepreneurship is being able to meet and work with a large number of business people who come here for diverse reasons. Our institute attempts to integrate teaching, research and knowledge exchange with the business community. Through our varied programmes we are fortunate to get to know many of our clients very well, and some of them, in turn, become a part of our extended organisation. Indeed, one way to consider our structure is as having a very permeable membrane. On a given day, a casual visitor would be hard-pressed to distinguish core faculty from support staff, PhD students, visiting academics, practicing business owners on campus to mentor students, or student interns working on our knowledge exchange programmes. That is how it should be in a vibrant department of entrepreneurship.

In August 2008, assisted by a grant from the Economic and Social Research Council, we decided to host an Entrepreneur in Residence – Ian Gordon. Over the following two years he worked with us on our internal approach to business and our range of programmes to support entrepreneurs. Ian was tasked to act as a ‘cultural irritant’, to question our ways of working and to challenge our assumptions. The result has been a step change in our provision and the overhaul of some of our products. Through his immersion in the structures and processes of our institution, our founding Entrepreneur in Residence has been able to learn about the things we need to respond to and prioritise as a large organisation with diverse drivers. He has also been a clear voice to help us better understand the world view of business owner-managers.

Given the success of hosting our founding Entrepreneur in Residence (EIR), we are now moving on to expand the initiative. Within this booklet you will find brief biographies of twenty new EIRs. Each of them is a long-standing associate of the University, and has taken part in some of our flagship programmes. Over the coming year they will assist us to further refine our work with businesses. They will also enhance the experience that our students enjoy, through activities such as mentoring and career guidance, fostering business ideas and contributing across classroom and workshop activities.

Whether you are considering studying here, contemplating enrolling on one of our business development programmes, such as Lancaster LEAD, or just want to learn more about our Institute, this booklet will help you form a better picture of us and how we work.

To the busy and successful people included here, I want to say a heartfelt “thank you” for your continued support for and interest in our work here at Lancaster. Our work across research and teaching is greatly enriched by your presence, and in working with you as you develop and grow your businesses we find opportunities to test and refine our understanding of the business world. I look forward to continued fruitful collaboration and welcome you all as members of the Founding Guild of Entrepreneurs in Residence here at Lancaster University Management School.

Magnus George
Head of Strategic Partnerships and Policy
IEED
As Entrepreneur in Residence, I have been able to bring a business perspective to the way that Lancaster engages with the SME community and help the University so that the entrepreneurial mindset can be better understood and allowed for in designing programmes.”

Ian Gordon’s career started in the Merchant Navy where he served as a radio officer working for P&O. This was followed by several years working in the oil industry as an instrument engineer for companies such as BP, Shell and Conoco. His launch into business came about when he started a training company for the mobile digital telecommunications industry, where he designed technical training programmes for all the major telecommunications companies including Vodafone, Orange, Sony, Motorola and Ericsson. After a successful sale of that business he launched a number of other companies in the construction and retail industries working as either Managing Director or Non-Executive Chairman.

Ian gained an Executive MBA from Lancaster University Management School in 1995. After graduating, he became an occasional contributor to undergraduate entrepreneurship teaching, especially in business planning. In 2009, he agreed to increase his time commitment to the Management School, becoming the founding Entrepreneur in Residence at Lancaster. His core task has been to bring the entrepreneurial worldview into play to support the entrepreneurship staff, revising their teaching and business engagement work. He has led a LEAD cohort, co-developed the GOLD programme, and was instrumental in launching the expanded Entrepreneurs in Residence initiative. During his leadership of the GOLD programme Ian has proven to be an effective MD whisperer, with acute powers of observation and an uncanny ability to provoke owner-managers into purposeful and effective action. Ian is now involved in piloting the new Top Team programme, which is aimed at senior managers working for entrepreneurs who have completed LEAD. His insights into entrepreneurial leadership, his promotion of the ‘top team’ model for business growth, and his enthusiasm to apply research findings in the small business context have each added massively to our work.

As founding EIR, Ian is ideally placed to assist the new and expanded intake to make best use of their valuable time; and to ensure that LUMS takes full advantage of the expertise and acumen that this cadre will bring to a wide range of activities. His pioneering work has shown how the deliberate introduction of a ‘permeable membrane’ around the Institute for Entrepreneurship’s organisational structure can bring benefit to teaching, research and business connectivity. We all look forward to his continued leadership of the expanded Entrepreneur in Residence programme.
The Entrepreneurs
Adrian has been working in the service industries for 27 years and has run his own businesses for 21 years. Adrian established AM Contract Services in 1999, which is predominantly a commercial cleaning business. The company was then incorporated in 2002 and renamed AM Support Services. Adrian and his Co-Director Anthea Heron then embarked on developing strong quality management processes and procedures to allow the business to move forward. An embodiment of this approach is that AM Support Services has achieved BSI 9001, 14001 and 18001.

Adrian has also been relentless in his approach to find only the best and most experienced management team. It is through this team that clients receive a seamless, proactive and dedicated service. Currently the company employs 280 people in AM Support Services and 5 people in its subsidiary Pristine Washrooms.

“I can honestly say I was overwhelmed by the kind offer from Lancaster University Management School to become an Entrepreneur in Residence. The University has been ranked as one of the top 10 universities for business, and it is a real honour yet one that I don’t feel I deserve.”

Adrian embarked on the LEAD programme in 2008 and has, since 2009, been an enthusiastic member of the post-LEAD / GOLD non-executive board simulation. Adrian has benefited from engaging with the University on many fronts, including the continuation of his action learning set which has continued since LEAD days to the present. Adrian states that without the direction and motivation given he is not sure if he would have aggressively developed his businesses in such a short time and with such uncertainty in the economy. He now considers the company to be a strong contender in offering facilities solutions to the public and private sectors. He is confident for the future of all three businesses as they are all financially strong, have a clear direction and business strategy and have the resources and management team to overcome any future obstacles that may be faced.
Andrew Moses

“I am excited about trying to engage with LUMS as an EIR, and look forward to being able to add real life business perspectives wherever possible.”

Andrew joined LEAD in 2007, aiming to extend his leadership skills and explore how to take the company forward. The idea of working alongside other owner-managers also attracted him. Andrew strongly believes in bringing the world of commercial and industrial business into education. Since LEAD Andrew has also been on the GOLD programme and has developed a strong link with the University. Despite his frequent travels he is a regular attendee at University events, and will bring a strong international business slant to his EIR activities.

The Confi g Team was established in 1994 by Andrew Moses. The company is a consultancy which specialises in using SAP software for logistics management. It is based in Skelmersdale, Lancashire with an additional office in Cumbria. The Confi g Team work throughout the UK and travel extensively across the world. Growing steadily since its formation, the company has an impressive client list including Heinz, Cadbury Schwepps and Premier Foods. Andrew is keen to continue the growth of the firm but does not wish to jeopardise the customer focus which is one of the key strategies of the company.

Entrepreneurs in Residence | Lancaster University Management School
“Working with Lancaster has opened up many opportunities for me and my team and, as an EIR I am keen to develop that to the next stage.”

A

ndy Hooper is the Managing Director of Westlakes Engineering. The company is an independent consultancy providing civil, structural and environmental engineering. Founded in 2004, the company has grown quickly by establishing a reputation for providing a high quality, professional service to its clients.

After achieving his initial business objective, Andy found himself faced with a glass ceiling, experiencing stagnated profits and unsure how to bring the business to the next level. With the aim of finding a way to step back and think about where to take the business, he joined the LEAD programme at Lancaster University in October 2008. Activities within the course served as a catalyst for Andy’s realisation that his leadership style and role within the business needed changing, and helped him to view the business from a more strategic perspective. He also believes that the more strategic role he now plays and the higher levels of engagement in his staff have been significant factors in enabling the business to open a third office in Manchester. This has placed him in a strong position to weather the current recession, and the company has doubled staff numbers and turnover in the 4 years since Andy joined LEAD. The company was also awarded Small Business of the Year in 2010 for Cumbria by both CN Group Newspapers and Britain’s Energy Coast Business Cluster, and Andy was shortlisted for the Institute of Directors NW Director of the Year (Cumbria) in 2011 and was the CN Group Businessperson of the Year for Cumbria in 2011.

Andy subsequently enrolled on the GOLD programme, and has attended many of the workshops on the Innovation for Growth programme. Moreover Andy was so pleased with LEAD that he sent one of his managers on the programme as well, with a further Director recently enrolled onto the Top Team pilot.
Brian Gregory

“\nIn the Army there is a certain style of management, which can be quite direct. My work with Lancaster has helped me understand my own leadership style, and recruit into the business accordingly. The support of my peers in LEAD and GOLD has been invaluable, and my attendance has allowed me to continually develop my skills and knowledge.”

Former Scots Guardsman Brian Gregory capitalised upon his subsequent career in the Fire & Rescue Service when he started his own company, Safety Management (UK).

Offering a full service to clients requiring assistance with fire safety issues, last year the company conducted around 6,000 fire risk assessments in all sectors, including social housing, retail, commercial and industrial properties. The business primarily provides fire risk assessments, with some fire safety training. It operates throughout the UK mainland, Ireland, Channel Islands and the Scottish Islands.

Brian has a long standing relationship with Lancaster University since taking part in LEAD in 2006. He has also been heavily involved in the GOLD programme and Innovation For Growth. He is currently attending the GOLD 2 programme to further develop his knowledge and has hosted a bespoke student consultancy project. Brian is a staunch supporter of the work done by the department, and has attended a variety of meetings with external stakeholders, such as the Employee Engagement Taskforce. As an Entrepreneur in Residence he wants to be able to provide a practical interface between the University and Small Business.
Carole Myers is the Managing Director of Conception Marketing. Conception was established in 2002 and has since seen considerable year-on-year growth. The firm works with SMEs from a range of industries such as engineering and manufacturing, to help them develop the right marketing campaign to generate new and profitable customers. By maintaining a focus on their core activities – Conception’s 3 Cs of Consultancy, Contact and Creativity – the team at Conception apply a consultative approach to advising clients on appropriate marketing or growth strategy.

As Conception’s client base and order book grew, Director Carole Myers realised she needed to develop the way her business worked. Carole met previous participants of the LEAD course and was struck by their passion, positive outlook and sheer enthusiasm for the programme. She knew immediately that this was what she was looking for. Carole has also been a regular contributor to the running of workshops for the Innovation for Growth programme. She is now looking to continue her relationship by becoming an Entrepreneur in Residence, and is sure to be much in demand by our students, many of whom aspire to develop careers in consultancy and marketing.
David Melia is the Managing Director of three accountancy companies. The Melia Partnership, a Chartered Certified Accountants; Taxbak and Clergytax both of which provide a nationwide tax return service (Clergytax specialises in tax returns for ministers of religion). The Melia Partnership started in 1996 and has grown dramatically since then. The business is based in Preston Lancashire, but has the capacity to work nationwide.

David became aware of the LEAD programme at Lancaster University through Business Link. He says that the programme gave him “quite a lot of tools to deal with everything.” It gave him a structure to fit everything into. It enabled him to manage his personal and professional life but it also gave him the tools to assist his clients when they were facing challenges. He comments that his role as an accountant is not only professional but he sees himself as a psychologist as well. David has also been involved with Lancaster in other ways. He has attended various workshops on the Innovation for Growth programme. He says that “The biggest thing I got from LEAD was the solutions focus. It completely reversed how I thought about things.” David’s experience of launching a business after a strong earlier professional career is sure to be an inspiration to many of the University’s students, and his eye for a market niche will offer many useful insights to them as well.

David says the he was attracted to the position of Entrepreneur in Residence as it gave him a chance to have an input into the university plans and to give them advice in a charitable way on how it fits with the business world. We look forward to calling on David’s insightful approach and enormous business experience, and are sure that he will help us better appreciate the realities of entrepreneurship.

“I love coming to the University and learning as many things as I can. The EIR initiative is sure to provide numerous opportunities for that; as well as to contribute to IEED’s work with the next generation of entrepreneurs.”
Gillian Hall is the owner of Butlers Farmhouse Cheeses. Butlers have been crafting superior farmhouse cheeses since 1932, and three generations of the family have developed and perfected the various recipes and still continue to do so to this day. Quality and family values are at the heart of the company’s operation. Butlers sells premium cheese to some of the UK’s top stores including Marks and Spencer and Sainsbury’s. The company makes a variety of award-winning cheeses, including a range of farmhouse Lancashire cheese, silky Kidderton Ash goat’s cheese, and the distinctive tangy Blacksticks Blue. They make cheese from cow, goat and luxurious sheep milk.

Gillian has a long standing relationship with Lancaster University, and her son took his undergraduate degree at the Management School. Gillian herself has completed the LEAD programme, which she considers to have “given her a structure to assist in the running of the company.” More recently she has been involved as a guest speaker on family business matters and was a founding member of the GOLD programme. She has recently put two delegates on to the new Top Team programme.

“I continue to gain support and motivation as a member of GOLD and The Forum and this has inspired me to become an EIR. I hope to pay back some of the help I have received from Lancaster University and also support the liaison between small businesses and the Management School.”
Glyn Jones is the Business Development Manager at Savant. Glyn’s role involves promoting Savant to specific sectors with the aim of finding the next bespoke software or custom application project. Typically these projects are run in partnership with business organisations wanting to innovate in their industry.

Like many Entrepreneurs in Residence, Glyn’s initial engagement with Lancaster University came through the LEAD programme. Glyn also followed this with being a LEAD Ambassador during the LEAD roll out across the North West. Glyn also contributed to the steering group for the Innovation for Growth course as an SME representative. When Savant relocated in 2007 Glyn took on a student project from IEED. The student went on to win the James Milnes Placement Student of the Year Award for her efforts.

Glyn found involvement with Lancaster University inspiring, liberating and educational. Learning with LEAD classmates from a wide range of different industry types showed that the issues facing Savant were not specific to IT companies. As the issues were common it was obvious that the solutions proposed on LEAD were also appropriate for a high tech company. Glyn also found LEAD provided space and permission to examine Savant and Business Development dispassionately. During this time he has developed a close relationship with Lancaster and was an obvious candidate to become an Entrepreneur in Residence.

“It is going to be fascinating to work with academics and businesses in the area of innovation. Our approach at Savant may be useful for others, and I’m sure I will learn a lot from other people. There’s no guaranteed path to successful entrepreneurship, I’m interested in discovering if there are common attributes, skills and approaches.”
Joe Hall

“I am a big advocate of all small businesses striking up diverse network relationships wherever possible, because it can only do you good.”

Halls Food Group is something of a phoenix. This third-generation family business, founded in Chorley in 1933 and famous in central Lancashire for its pies and other bakery products, nearly ran aground in 2007 when mounting debts led it to go into voluntary liquidation. But when the company’s current MD, Joe Hall, stepped in to buy back the assets, this was the start of a remarkable turn-around. Four years on, the company has three retail premises and a corporate catering service, a fleet of mobile shops providing a lunchtime delivery service to workplaces, and well-advanced plans for future geographical expansion. Its achievements have been marked by a number of awards – including Retailer of the Year at Lancashire’s 2011 Be Inspired Business Awards.

Joe Hall is unequivocal about the role played by IEED’s LEAD programme in helping him refocus and reshape the company’s strategic direction. Joe says that “LEAD has been instrumental because it created a forum for things to be discussed with people from outside the business.” Following on from LEAD Joe took part in the GOLD programme which he considers consolidated all that he had already learned. Now Joe has agreed to become an Entrepreneur in Residence and is looking forward to giving back some of what he has learned.

Joe Hall
Entrepreneurs in Residence | Lancaster University Management School
Sameday UK Managing Director and founder Len Rainford has years of expertise in providing a reliable courier service. Len started in the courier service industry nearly 30 years ago, working for TNT, but realised the power and service that a well-run franchise model could provide. At TNT Len was their Franchise Manager and, because of this expertise, was sought out by Amtrak to develop and grow their service and to build a successful franchise network. Later he decided to start his own company using the franchising network model. Sameday UK entered the sameday courier service industry in 1996. The company provides a professional, comprehensive and dedicated same day delivery service throughout the UK and Europe. Len and his company have won many awards over the years and in 2006 he was invited to become a founder member of the Institute of Couriers in recognition of his services to the industry.

Len developed a relationship with Lancaster University by attending the LEAD programme in 2009. He has also had students working on projects within his company, and he has been a guest speaker. Interacting with other business owners and academics gave Len a greater insight into running his business. This led to him taking a different approach and changing for the better.

Students considering an entrepreneurial career can do no better than to learn from Len’s example of learning the ins and outs of an industry before launching their own ventures, and we anticipate him making a substantial contribution to our teaching and student mentoring.

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Mark Edwards is the Managing Director of Farmer Ted’s Farm Park. Farmer Ted’s is an interactive children’s activity park, sited on a working farm within the beautiful Lancashire countryside. The Farm Park’s aim is to provide a fun, family orientated atmosphere where parents will feel just as comfortable as their children. The attraction offers an educational, safe and fun place for the whole family to visit. Farmer Ted’s also specialises in providing educational day trips for the North West’s schools by covering the national curriculum, in order to teach children about farming, animals and food. This is conducted via a “hands on” approach in a safe and fun environment.

In 2007 Mark set up what is now probably the UK’s biggest and leading Halloween Event called Farmaggedon. During October the farm opens its doors to three of its purpose built interactive haunted houses taking people to the edge of hell and back...if you can hear the screaming you know you’re still alive!

Since it opened in 2003 Farmer Ted’s has won many awards: Best Small Visitor Attraction, National Farm Attraction and Best Tourism Team to name but a few. The attraction is also accredited with Visit England and is a Quality Assured Visitor Attraction. Farmaggedon too has picked up various national awards and has been listed in the Top 25 Must See Haunts in the World by Haunted Attraction Magazine.

Mark developed a relationship with Lancaster University when he attended the LEAD programme. He is now keen to become involved as an Entrepreneur in Residence and looks forward to working with the University more. A true innovator, Mark’s approach to business is sure to enliven the experience of any students lucky enough to meet him over the coming year.

“I’m delighted to join LUMS as an EIR, and I look forward to speaking, working and being involved in the near future.”
Mark Woodward founded The Paper Cup Company in 2005 after a long career in catering disposables. The company is based in Clitheroe and prints personalised cups made to order. The company gained a Green Apple Environment Award in the packaging sector in 2011, competing against 500 other companies. Manufacturing has now moved back to the UK (from China) to allow for a quick turnaround in orders: an interesting example of "on-shoring". The company has received many accolades. Recently, local MP Nick Evans placed an order to supply paper cups to 10 Downing Street for the Queen's Diamond Jubilee celebration.

Mark was recommended to contact the University by Business Link. An advisor identified that he may lack the business skills to take the business to the next stage. At the time he was running the business from home, with three full-time staff and several part-timers. Mark joined the LEAD programme in 2010. Since being on LEAD the business has developed quickly, first moving into serviced premises, and lately building their own offices. Just recently the firm has moved into manufacturing paper cups in Lancashire. Substantially increased turnover in the last 12 months shows that the business has the potential for a lot more.

The company has been involved in the Innovation for Growth programme, attending a human resource strategy course held over three days. Mark says that the University has provided an opportunity to get a different view on how to run a business. He says that "working with the University has given us everything, from help with websites to new ideas for coping with staff problems and access to finance. The most valuable aspect has been talking to other business owners and learning from each other."

Another manufacturer in the Entrepreneur in Residence group, Mark is undoubtedly going to be much in demand for his perspective on business and how he has carved an expanding niche in a very competitive market.

"It was an honour to be invited to become an EIR, and as the University has done so much for our business, I wanted to give something back."

Entrepreneurs in Residence | Lancaster University Management School
Martin Moylan is a mentor, coach and consultant to family business, fostering the spirit of enterprise and supporting family businesses to prosper and grow. His company is Moylan Enterprises. A section of this, Moylan Homes, has been established for over 30 years and in that time they have won awards for Manchester Housebuilder of the Year, and recognition from Greater Manchester Police for their Secure By Design policy on all of their developments. Their aim is to create a pleasurable living environment for their clients for many years to come.

Martin was an early participant of LEAD, and has contributed to workshops on HR and family business. Martin is a regular member of the Lancaster Forum, and shows a high level of entrepreneurial flair. Skilled at drawing together complex and conflicting information to give a concise overview, Martin would make an outstanding tutor, or mentor to students. His ability to give a direct answer to questions will be in high demand in the coming months.

“I am hoping to bridge the gap between the academic understanding of small and family businesses and the actual practice and activities of people who run such firms – to translate the academic language so it becomes more accessible to very busy business owners who can benefit from the core messages.”
Michael Hill

“She was lucky to be in the first LEAD cohort and to have enjoyed its many benefits. As a business education community, Lancaster is great to be part of. This new EIR initiative will allow me to progress further and to contribute to the development of future business leaders.”

Optima Control Solutions is an expert industrial control systems company. Michael Hill and Adrian West formed Optima Control Solutions in 1995. Their founding principles of applying expertise skillfully, professionally and diligently have, since incorporation, been at the heart of the business. The company now operates from headquarters in Blackburn, Lancashire and currently employs 25 staff. Optima recognises that as a knowledge-based business, its expert engineers are the company’s most important asset.

Michael heard about Lancaster University through Business Link. Both he and Co-Director Adrian attended LEAD. Michael says that “LEAD has been a phenomenon. It instills the confidence to push you to the next level.” The relationship with Lancaster developed and Michael attended the GOLD programme. He has also been a guest speaker at the Engage HEI conference and has run a masterclass on the LEAD programme, in which he tells the story of the ups and downs that have come with subsequent growth. A Lancaster marketing graduate became a full-time employee of Michael’s, and he plans to recruit another. Michael is now looking forward to continuing his relationship with Lancaster by becoming an Entrepreneur in Residence, and is set to continue to act as an ambassador for the School.
Michelle Partington

Lakeland Picnic was created by Michelle Partington in the Lake District in 2006. Following several appearances on TV and radio the business began to take shape and several food awards later, Michelle decided to set up a catering business to utilise what was available on the her brothers farm. The philosophy then and now was to provide a simple, delicious menu utilising some of the finest regional ingredients, in street locations with a thoughtful and considered approach to their customers’ needs. Providing a small menu of really tasty burgers and sausages made in the Savin Hill butchery, Lyth Valley, near Windermere proved a great success. Michelle and her staff also work with other smaller regional suppliers who lovingly make the breads, cheeses and condiments that are put with the meaty bits.

Entrepreneurs in Residence | Lancaster University Management School

Michelle has attended both LEAD and GOLD at Lancaster University. After completing the LEAD programme in 2009 Michelle felt that the GOLD programme would be perfect to help drive her business forward. "GOLD has had a huge impact on my strategic approach to the business" she says. Michelle has developed a strong link with Lancaster during this time and is looking forward to her role as an Entrepreneur in Residence. A recent guest lecture to undergraduate entrepreneurship students bodes well for more classroom appearances by Michelle in the coming year.

"I am extremely flattered to have been given the opportunity to become one of Lancaster’s EIRs. I am looking forward to the engagement and challenge that I’m sure will come with the role."
Norman Tenray is the Managing Director at OBAS UK. He took over four collapsed companies – Express Plumbing and Safety Supplies, HWA UK Ltd, Impact Decor and Design Ltd and Slater Development – in 2008, which saved over 30 jobs within the local community. He later merged them into one slimmed-down construction supplies business. The company has won many awards and specialises in distributing over 17,000 building, plumbing and decorating products throughout the UK and Ireland and employs over 40 people.

Norman is a Director at the Chamber of Commerce and sits on the Bank of England Advisory Board. He has a strong profile in the business community both locally and nationally and enjoys bringing a fresh approach to business. He believes that the art of an entrepreneur is to make things happen despite the constraints of legislation, finance and policy. By thinking outside of the box the next generation of entrepreneurs will pave the way for growth and employment.

Norman attended the LEAD programme at Runshaw College, a partner of Lancaster University. The relationship he now has with Lancaster was developed on the back of winning the Lancashire Be Inspired Business Awards, which LUMS sponsors. Norman says that whenever there is an opportunity to help with developing the next generation he jumps in. This is one of the reasons that he wanted to be an Entrepreneur in Residence, and he has already been an informative interviewee for student groups. Norman is an enthusiast for the accreditation of LEAD, and we look forward to him becoming a future graduate of Lancaster University.

“I have always been heavily committed to helping other people, and the EIR programme will give me opportunities to focus that effort on the next generation of business leaders. I especially look forward to meeting all of the other EIRs and finding out about them and their businesses.”
“I am always interested in learning. Working with other EIRs will bring new opportunities for this. I also expect that I will be able to offer alternatives and learning opportunities to others. This should be fun and profitable for all concerned.”

Peter Mc Guinness

Peter is the Managing Director of DRM Industrial Fabrics. The company specialises in the design of bespoke textile items for specific applications. With more than 40 successful years in the filtration sector their customers range from large multi-nationals and global corporations to small specialist companies and SMEs.

Peter became involved with Lancaster University Management School in 2005 on the LEAD programme. After LEAD, he continued with the Lancaster Forum and the GOLD programme. He says that he has enjoyed the discussions, debates and activities and that time spent working on the business instead of working in the business is very constructive. The relationship that he has developed with the University has helped him to become a more confident and more effective business leader.

Alongside Peter’s involvement with the Management School, DRM has doubled in sales turnover and more than doubled in profitability. In this time, Peter has set up two new companies and bought three others to establish the DRM group. It is large enough to be able to recruit talented young people and can share learning through the group. Peter says that “business is successful, challenging and mostly fun.”

Peter leads an extremely innovative company which serves a number of engineering niches. As an enduring supporter of our work at Lancaster, Peter is well-placed to advise us on future programme development; and as a progressive entrepreneur his experience will be invaluable to any students lucky enough to encounter him.
Philip Coatesworth was the Managing Director of Professional Yacht Deliveries until the end of December 2011. The UK-based company was founded in 1995 and is now the busiest yacht delivery company in the world, with a global client base for both sail and motor vessels of all sizes. The company has a dominating lead in moving yachts in the way they were designed: on the sea and under sail. In recent years it has reached well beyond the northern hemisphere, with increasing numbers of boats delivered from European waters, via the Panama Canal and Pacific Islands to New Zealand and Australia. Philip now has a consultant role with the company and has set up a new company called Boatbridge to develop his non-executive director, general business advisory and marine expert witness activities.

Philip has had a long relationship with Lancaster University. He studied for an MA in Business Analysis 35 years ago and has more recently been on the LEAD programme. These courses, he says, “have proved invaluable throughout my entrepreneurial career”. He has also supported the University through contributing to the tuition of undergraduate students as a guest speaker and tutor. Philip aims to continue to use his business experience to help others in their pursuit of entrepreneurship.

An early intervention by Philip was instrumental in the development of the new and expanded Entrepreneur in Residence initiative: hearing that Ian Gordon’s initial tenure was over, Philip volunteered to do the job and we are now delighted to welcome him to the School in this role.

“I am committed to helping others grasp the social and economic fulfilment which entrepreneurship uniquely brings to the individual and society as a whole.”
Robert Leggett is the Managing Director of Omni Resource Management Solutions. Robert has always been entrepreneurial, running businesses from the age of 14. Omni was established in 1998 by Robert and his father, with the simple aim of changing the way in which organisations recruit. Omni identified that although organisations were heavily reliant on recruitment agencies, they did not manage the performance of these agencies, or manage the considerable amount being spent on them. Omni provides a management service to both clients and suppliers that ensured each were working as effectively and efficiently as possible with each other. Omni grew very quickly and by year four they were in the top 100 fastest growing companies and expects revenues of over £20M this year.

Robert was also named as a ‘young gun’ in Growing Business Magazine, which considered him as one of the top 40 people to watch in terms of business growth.

Robert has had a long relationship with Lancaster University. He attended LEAD and says “I have thoroughly enjoyed LEAD I have received loads out of it.” He went on to be involved in the Lancaster Forum and the GOLD programmes. He has really enjoyed working with the University and enjoys the fact the there is an opportunity to interact with the students and he feels that he now has the opportunity to give a lot back.

If business growth is important, then Robert is a prime exponent of that difficult art and we anticipate him enlivening our community as he continues that process.

“I hope to be able to help other people, to motivate them into becoming entrepreneurs themselves.”
Sue Anderson is the Managing Director of Pendle Doors. The company is a family business based in Darwen. It manufactures bespoke timber doors and windows. Sue's husband Steve initially started the business but Sue joined her husband as the business grew, initially on a part-time basis doing the accounts but this became a more hands on full-time role. The firm has enjoyed enormous growth and success through the hard work and dedication of the entire workforce and has built a reputation based on reliability and service.

Sue developed a relationship with Lancaster University by attending the LEAD programme at the same time as her daughter was studying at Lancaster for a Masters degree. She considered LEAD to be "absolutely fantastic." Following on from LEAD, and her daughter's studies, the company agreed to host an undergraduate student project which Sue is also extremely enthusiastic about. In November 2010 they therefore enlisted the help of IEED at Lancaster University Management School, commissioning a team of management students to conduct a rigorous analysis of the company's current marketing strategy. The students were briefed to look in depth at industry trends and to advise where the company should focus its future efforts. Sue will be able to bring her diverse experiences of engaging with the University during her time as an Entrepreneur in Residence.

As leader of a successful manufacturing business Sue will undoubtedly bring a range of valuable perspectives to our work here in the Management School, and we look forward to her extended involvement across our work.

"I am excited and really looking forward to the opportunity of being an EIR, convinced that it will be very interesting and rewarding."

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