

[REDACTED]

---

**From:** Jeremy Taylor [REDACTED]  
**Sent:** 07 May 2024 11:25  
**To:** Gatwick Airport  
**Subject:** Written Submission from The Company Connector - Registration Number: 20043968Dear Sirs

**Categories:** Deadline

[REDACTED]

To The Inspectorate – Statement made at OFH3 on the 2<sup>nd</sup> May 2024.

My name is Jeremy Taylor, Director of The Company Connector Ltd, a small consultancy based in Crawley.

We were established in 2018 with the aim of helping business owners find & engage with others to help them grow. Today I would like to share with you how the route network from Gatwick enables & supports our work in promoting International trade.

When we established the business, a core part of the strategy was to build a commercial offer to businesses looking to travel into & from overseas destinations served by the Gatwick Route Map. This support includes outbound, helping UK businesses to reach & sell into or source from new markets, & inbound, encouraging overseas businesses to visit & invest in the UK.

We established a network of contacts in locations where there are direct connections (including Austin, Toronto, Malaga, Milan & Sofia) & where a further short hop was required (San Diego, Washington, Montevideo, Ras al Khaimah, Antigua & Manila). The strategy was, & continues to be, to identify contacts in less well known but growing destinations with potential for business growth.

From that list you will see a large number of traditionally leisure destinations, but business is done in those places. For example, Malaga is developing a reputation for technology development & education, Austin in Texas is the fastest growing City economy in the US & the Caribbean is actively seeking knowledge to develop the agricultural sector & build food self-sufficiency – UK businesses are in demand in those & many other destinations for both products & services.

In our personal lives we need physical & face to face contacts. As Covid showed, it is possible to start a personal relationship & continue it online, but the magic really starts to happen when you meet someone. It is the same in business.

Covid stopped our ability to physically travel, but we were able to continue with online networking, virtual trade missions & Zoom attendance at other events and this continues today. However there were limited results from those virtual introductions & most conversations ended with “we must meet up, when we can ...”

Our pre- & post-Covid experience clearly proves that where a physical visit took place, then the depth & quality of the relationship grew. Business benefits from the use of technology to service & support clients but when you spend time with people then there is a greater opportunity to discuss issues & problems, share innovations & solutions & to collaborate & it is very rare to make the sale or find the right product or service online.

The proposal to use the Northern Runway in scheduled operations will help this by enabling direct travel to new destinations & increased frequency to existing markets. We are seeing regular announcements of new routes to important markets around the globe & these will help the regional & national business community.

This is a core part of the important work of the Employment, Skills & Business Strategy that seeks to promote future domestic and international trade and investment opportunities for the region.

With the return of travel & the growing network of destinations served by Gatwick then the opportunities for business will also grow.

Kind regards

Jeremy

~~~~~

The Company Connector Ltd

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

~~~~~

The Company Connector Ltd, No. 11507971, registered in England and Wales at: Springfield House, Springfield Road, Horsham, RH12 2RG

This e-mail is for the use of the intended recipient only. It may contain confidential or privileged information. Please destroy it if you are not, or suspect that you are not, the intended recipient.