

# Business Share prices

with Midas Capital PLC

FTSE 100 4103.86 -43.20		FTSE 250 6215.49 -34.11	
<b>NORTH AMERICAN</b>			
American Express	1169.96	Forth Ports	788½ -37½
Black & Decker	227.17	<b>LIFE INSURANCE</b>	
Chevron	549.34	Aviva	318½ -21½
Du Pont	1717.45	Friends Provident	71½ -1½
Exxon Mobil	553.72	Lgi & Gen	63¼ -6
Gannett	522.04	Old Mutual	54½ -7½
General Motors	270.31	Prudential	316½ -19¼
Hess Corp	136.44	Standard Life	195½ -13½
Microsoft	1355.66	<b>MEDIA</b>	
Wal-Mart Stores	135.46	BSkyB	421¼ +13
Wrigleys	555.00	Chrysalis	56½ +½
<b>AEROSPACE &amp; DEFENCE</b>			
BAE Systems	382 +2	D Mail Tst	260½ -¾
Rolls-Royce Gp	321 -¾	ITV	31½ +¾
Smiths Grp	905½ +16	Johnston Press	9½ -2½
VT Group	580 +5	Pearson	625 +27
<b>AM</b>			
Brady Plc	47 +1	Reed Elsevier	559½ +22
Dawson Intl	1½	STV Group	89¼
Highland Gold M	34¼ +½	Thomson Reuters	1331 +9
Inveresk	3½	Trinity Mirror	49 -2¼
London Security	850	Utd Business	455¼ +11½
Sibir Energy	137 -4¼	YTV	90 -7
<b>AUTOMOBILES &amp; PARTS</b>			
G K N	90½ +¼	WPP	397 +10½
<b>BANKS</b>			
Anglo Irish	18½	Yell Group	54¼ +1¼
Barclays	88 -10	<b>MINING</b>	
HSSC	501 -34¼	Anglo American	1334 -37
Lloyds Banking Gp	65 -33½	Antofagasta	416¼ -1¼
Ryl Scotland	11½	BHP Billiton	1169 -19
Stan Chart	706 -62	Eurasian Natural Res	307¾ -19¼
<b>BEVERAGES</b>			
Diageo	919½ +14½	Fresnillo	250 -¾
SABMiller	1106 +46	Kazakhmys	206½ -14½
<b>CHEMICALS</b>			
Croda	476¼ +1¼	Lonmin	884 +44
Delta	93¼ -1	Rio Tinto	1489 -18
Elementis 98	43¼ +1	Vodante Resources	601 -4
Johns Mat	926 +3	Xstrata	722½ -19½
<b>CONSTRUCTION &amp; MATERIALS</b>			
Balfour Beatty	337¼ -7¼	<b>MOBILE TELECOMMUNICATIONS</b>	
Costain	23 -1¼	Inmarsat	416¼ +1¼
<b>ELECTRICITY</b>			
British Energy	773 +½	Vodafone Group	136½ +19½
Drax Grp	541½ -2	<b>NONLIFE INSURANCE</b>	
Intl Power	256¼ -1	Admiral Grp	873 -24
Scottish & Strm	1190 -2	Jardine LloydT	463 -6¼
<b>ELECTRONIC &amp; ELECTRICAL EQUIPMENT</b>			
Chloride	120 -8	RSA Insurance Gp	131¾ -7¼
Inversys	163¼ +3½	<b>OIL &amp; GAS PRODUCERS</b>	
Laird	100¼ -3¼	BG	884 -21
<b>EQUITY INVESTMENT INSTRUMENTS</b>			
Alliance Trust	270¼ -1¼	BP	489 -3
<b>FIXED LINE TELECOMMUNICATIONS</b>			
BT Grp	120½ -2½	Caim Energy	1733 -21
C & W	152¼ +¾	Norsk Hldg	249¾ -11½
Coll Telecom	79¼ -3¼	Royal Dutch Shell A	1710 +15
KCOM	14¼ -¼	Royal Dutch Shell B	1642 +6
<b>FOOD &amp; DRUG RETAILERS</b>			
Morrison W	274¼ +2¼	Total	£33½ +½
Sainsbury	332½ +9¼	Tullow Oil	632½ -34½
Tesco	359¾ +9½	<b>OIL EQUIPMENT &amp; SERVICES</b>	
<b>FOOD PRODUCERS</b>			
AB Food	682½ +7	Petrofac	363¼ +2½
Cadbury	586½ +12½	Wood Group	207
Nth Foods	55¼ -4¼	<b>PERSONAL GOODS</b>	
PGI Group	8 -6½	Burberry	205¼ -4
Tate Lyle	1608 +40	<b>PHARMACEUTICALS &amp; BIOTECHNOLOGY</b>	
Unilever	8¼ -2	Astrazeneca	£27¾ +¾
<b>GAS, WATER &amp; MULTUTILITIES</b>			
Centrica	274½ +11½	Axis-Shield	304 -1
National Grid	641 +11½	GlaxoSmithKline	1277½ +43
Pennon Grp	495½ +6	Shire	1006 +35½
Severn	1173 +15	<b>REAL ESTATE</b>	
United Utilities	578½ +6	Brit Land	474¼ +3¼
<b>GENERAL FINANCIAL</b>			
3i Group	267¼ -24½	DTZ Hldgs	27¼ -½
ICAP	255½ -8	Hamsrn	445½ -21½
London StockExch	514 -13½	Land Secs	712 -39
Man Group	214¼ -11	Liberty Intl	440 -5
Provident Financial	795½ -4	SEGRO	190 -17
Schroders	709 -39½	<b>SOFTWARE &amp; COMPUTER SERVICES</b>	
Schroders NV	598 -9½	Autonomy Corp	989 +23
<b>GENERAL INDUSTRIALS</b>			
Avon Rbbr	41 -3½	Computacenter	110 -5
Cookson Grp	104 -5	Dimension Data	35¼ +1¼
REXAM	314½ +2	Logica	66¼ +1¼
Tomkins	123½ -2	Misy	121¼ +6¼
<b>GENERAL RETAILERS</b>			
Ashley L	10¼ +½	Sage Group	178½ +8¼
Carphone W	101½ -3½	<b>SUPPORT SERVICES</b>	
DSC International	203¼ -3	AMEC	570 +6½
Home Retail	39¼ -1	Bunzl	550 -5
Kingfisher	131¼ +2	Capla	708 +17
M & S	225¼ -½	Davis Service Group	261¼ -5¼
Mothercare	39 -2½	De La Rue	929½ +23½
Next	1200 +27	Electrocomp	140¼ +3¼
WH Smith	355¼ +¼	Experian	415 +4
<b>HEALTH CARE EQUIPMENT &amp; SERVICES</b>			
Smith Nph	487¼ +18¼	GAS	195¼ +1¼
<b>HOUSEHOLD GOODS</b>			
Aga Rangemaster	59¼ -1¼	Hays	77¼ +2½
Barrat Dev	85½ +5¼	Homeserve	980 -8
Persimmon	289 -9½	Menzies J	103¼ +1¼
Reckitt Benckiser	527½ +½	Rentokil	39½ -1¼
Taylor Wimpey	16 -3¼	Smiths News	59 -6
<b>INDUSTRIAL ENGINEERING</b>			
Charter	366¼ -7¼	Wolseley	313½ -31¼
I M I	273¼ +9¼	<b>TECHNOLOGY HARDWARE &amp; EQUIPMENT</b>	
Man Brnze	75 +1½	ARM Hldgs	83½ +2
<b>INDUSTRIAL METALS</b>			
Ferrexpo	53½ +3½	IBM	£58½
<b>INDUSTRIAL TRANSPORTATION</b>			
BBA Aviation	79¼ +¼	Psion	51½ +1½
		Spirant Comms	34¼ -¼

## Carpet firm going strong after move



Neil Clark, Phill Mackie and Simon Dickinson, of Sowton Carpet Mills, are celebrating six months in new premises EE140109\_GW07\_02

THREE long-serving employees who took over an Exeter carpet business have been pleased with trade during their first six months in new premises. Neil Clark, Phil Mackie and Simon Dickinson bought Sowton Carpet Mills from their former boss John Holt for £1 when he

decided to concentrate on his beds business 18 months ago. They moved into new premises in Exhibition Way, Pinhoe, six months ago after being forced to look for a new home due to the Toys R Us development on Bishop's Court retail park. Mr Clark said: "It's been going

well so far and we have a lot of repeat business. John is always asking about the business and he's pleased we are doing okay. I think he gets a certain amount of satisfaction the name is still carrying on. We are busy enough to pay the wages and bills. We are over the moon we have done it."

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# Slump prompts boom at fast-growing email marketing company

BY GORDON RICHARDSON

SIX years after being rocked by the dotcom crash, an Exeter-based email marketing firm has bounced back stronger than ever.

DestiNet, which is marking its 10th anniversary this year, expects 2009 to be its best year yet.

Based at Park Five Business Centre, Sowton, the company employs 18 people and last year sent out 40 million emails on behalf of more than 700 customers.

Managing director Trevor Munday said: "Turnover for 2008 will be £1m and we expect to grow this to £1.3m in 2009."

"I believe that we will continue to achieve the 30 per cent annual growth we have recorded each year for the last three years. We have just had three record quarters back to back with the third one, which is



Trevor Munday

typically our weakest, equalling both previous quarters.

"We added more than 300 new customers in 2008 and there's no reason to believe that trend won't continue.

### Have your say

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"Email marketing as an industry should do very well in an economic downturn — better than during a boom time.

"When the economy is in decline, as it is now, every cost has to be justified. Email marketing is a very low-cost way of promoting a business."

DestiNet was established as a web design and development agency, while Mr Munday was completing his studies at the University of Plymouth Business School.

After growing rapidly in its first three years, the company suffered in the

dotcom crash, losing more than a third of its turnover in 12 months and having to cut staff.

With many web designers starting their own businesses in the wake of the crash, the market was saturated with cheap web design services.

As a result, DestiNet changed strategy to focus on the NewZapp email marketing software it had developed for a particular client.

"It was not at all how we imagined our business would evolve, but in hindsight it was very beneficial," said Mr Munday.

"We are still 100 per cent privately owned, have no financial debt at all and are well positioned to grab a very significant market share."

DestiNet's clients include Devon County Council, London Irish Rugby Club and the Arts Council of Northern Ireland.

## Trial for tender alert service

SMALL and medium sized companies can trial a European tender alert service that could yield hundreds of new business opportunities.

Business support organisation Enterprise Europe Network South West, partly funded by the European Commission, provides subscribers to the service with information about public sector contracts worth at least £100,000 covering the UK and Europe as well as all business sectors.

Firms can sign up for a month-long free trial before the end of February.

Clients are set up with individually customised profiles and are then emailed information on a daily basis about the specific tenders and contracts in which they have expressed an interest.

One company already receiving alerts is Tiverton-based Mendip Media Group, which specialises in digital transcription and recording services for the legal and government sectors.

Managing director Martin Trevor said: "This is an extremely useful service that we have tailored to meet our specific business needs.

"We can use it to search for public sector work across Europe or within a single country or target market.

"It's extremely good value for money and the Enterprise Europe Network's team of business advisers are very helpful and good to work with."

For more information, contact the Enterprise Europe Network team on 01275 370814 or email info@enterpriseeuropesw.org.uk.

## Firms advised to seek grants

BUSINESSES are being urged to find out if they can take advantage of grants to help them through the economic downturn.

Ewan McClymont, head of grant funding at Exeter-based chartered accountant Bishop Fleming, said: "Most South West companies remain unaware of substantial grants for which they qualify — and those grants have now been changed.

"For example, the South West's capital grant fund, Selective Finance for Investment, has been replaced by a new scheme — Grant for Business Investment, with a view to encouraging growth, innovation, productivity and skills in South West businesses."

The Government has also launched a £25m fund for Women's Enterprise, which will be jointly funded by the private sector and is the first of its kind in the UK.

Business Secretary Lord Mandelson has launched a new £30m fund to help emerging technology companies reach their full potential.

The Enterprise Capital Fund will provide equity finance ranging from £500,000 to £2m for early-stage SMEs.

Mr McClymont said: "In response to the credit crisis, the South West Regional Development Agency has announced plans to launch a £10m loan fund for a small number of ambitious businesses that are unable to secure loans from commercial banks."

## Local prices

Company	Open	Close	Change
Connaught plc	351.75	355.00	0.9%
Midas Capital plc	34.00	34.00	0.0%
Evolution Group plc	90.00	87.75	-2.5%
Firstgroup PLC	338.50	315.25	-6.9%
Friends Provident plc	72.30	71.10	-1.7%
Heavitree Brewery plc	367.50	367.50	0.0%
Mears Group plc	283.25	278.00	-1.9%
Meggitt PLC	156.25	152.00	-2.7%
Mitie Group	215.00	208.25	-3.1%
Pennon Group plc	494.75	495.50	0.2%
Thomson Reuters plc	1348.00	1331.00	-1.3%
ROK plc	32.00	31.00	-3.1%
Sutton Harbour Holdings plc	37.50	37.50	0.0%
Unite Group plc	110.00	98.75	-10.2%

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