### THE CHAMBER

THE BUSINESS MAGAZINE FOR EAST CHESHIRE

May 2014 / Issue 43



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Please contact David Watson on 01260 540 570

#### Contents





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#### East Cheshire Chamber Head Office

side, Mountbatten Way, Congleton, Cheshire CW12 1DY Tel: 01260 540570 Fax: 0845 6766376 www.eastcheshirechamber.co.uk

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Vale Royal Abbey Golf Club - Whitegate, Northwich, Cheshire CW8 2BA

Cranage Hall - Byley Lane, Nr Holmes Chapel, Cheshire CW4 8EW

Plus Dane Group - Worrall Street, Congleton, Cheshire CW12 1DT

Congleton Town Hall - High Street, Congleton, Cheshire CW12 1ET

22nd & 23rd October 2014 Full details to be confirmed

Cloudside Shooting Ground - Red Lane, Congleton, Cheshire CW12 3QG

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David Watson Comments

Now in it's 9th year, the East Cheshire Business Awards proved to be another resounding success. This year there were 80 nominations and 265 excited delegates sat down to enjoy a sumptuous meal provided by our regular hosts, Cranage Hall, who this year won the Tourism award.

The awards are to me a barometer of the local economies standing and as such there was clear evidence that a lot of our local businesses have something to celebrate. The judges for the competition never fail to be amazed at the quality of the nominees and this year was no exception.

The evening is also a great fund raiser for our "Charity of the Year" and this year Ruby's Fund benefited to the sum of just under £2,700 on the night. Thanks to a late donation by Michael Hampton of Hampton Dean Construction the grand total raised for Ruby's Fund for the year topped £7,000. This year's winner was Friends For Leisure and we hope they benefit in the same way. Photographs of the Awards Evening can be found on our photographer's website www.Jacleephotography.com

Our next big event will be the Annual golf Day. This year we are moving to Vale Royal abbey and details of the event can be found on page 7. Many of our golfers have asked for a new venue and we feel that Vale Royal Abbey is an ideal venue.

Our "Thursday Thirty" network meetings continue to be successful and the last one held at our neighbouring office, Meadowside, was no exception. As it was held the day before Good Friday we had a true Easter theme to the event including the raffle of a "Simnel" cake, baked by Chamber Business Manager Jackie Randles. The proceeds went to Friends For Leisure.

I anyone would like to learn more about our networking please contact Jackie or myself at the Chamber office on 01260 540 570.

You will see from the listing on the opposite page that the Chamber Membership continues to grow and those new members are not just local businesses but businesses from across Cheshire East.

If you know of a business that you think would benefit from membership, please pass on our details or ask us to send them a membership pack.





#### Welcome to our new board members



#### **PETER BOWERS**

Managing Director Berisfords Ltd.

I consider East Cheshire Chamber to be the best in the county and I am delighted to join the board

and look forward to working with David and the team.

With a career that started as an electrical engineer way back in the mid 70's the draw of textiles was just too strong. Peter has since only worked for three different companies and he joined Berisfords Ltd in 1997 and become the Sales Director in 2005, he then took over as Managing Director in 2011. Having seen most of the textile factories close or move overseas Berisfords remains as the largest ribbon manufacturer in the UK. Peter has a good knowledge of all of the processes from Manufacture, Finance and Sales that will enable them to compete with foreign imports and continue to manufacture in the UK.



### KEVIN

With over twenty five years working in the retail sector in a variety of roles, focused on growing a UK wide network of retail stores, Kevin has experienced all aspects of growing a relatively small business

to one that employed over 500 people.

This experience proved a fantastic training ground to learn all the lessons that SME owners require to overcome the challenges & pitfalls they face when seeking to grow their businesses. Launching his Business Doctors Franchise in the depth of the recession, Kevin now spends his week helping clients across the Northwest whilst at weekends continues to live up to his 'beach bum in a suit' label by jumping on his windsurfing kit.



Peter is a Cheshire East Councillor, representing Nantwich South and Stapelev and has a particular interest

in the economic prosperity and regeneration of Cheshire East. Born and educated at school and University in Liverpool, he is a Law Graduate, who has had two successful careers in both Law and Finance. Married for over 30 years to Carol, they live on the Sandstone Trail near Bickerton.

Away from work his interests are Military History, Historic Grand Prix Cars and old propeller driven aircraft, notably Douglas DC3 Dakotas.

www.eastcheshirechamber.co.uk New Members - 5

#### Welcome to our new members



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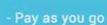


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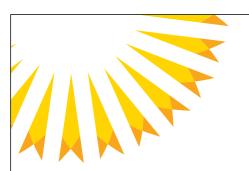
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#### Research tax breaks aren't just for techies

Innovation is the life blood of industry, so HMRC offers generous tax relief to companies for investing in research and development. explains Michael Burgess. Tax Director of Mitten Clarke Chartered Accountants.

These reliefs can substantially reduce your corporation tax liability, and better still eliminate it altogether. If you have tax losses, then of course you will have no corporation tax to pay. Instead, you may be able to claim a tax refund, generating a welcome cash injection into your business.

Festival Way

Many companies fail to claim what's due to them because they don't realise they are eligible.

#### Who can claim R&D relief?

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#### What qualifies for R&D relief?

You need to be working on a project which advances or improves existing science, technology or processes. But don't let this jargon put you off – we've made successful claims for businesses of all shapes and sizes in:

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**CHAMBER GOLF DAY** 



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Richborough Estates acquired the former metal pressing works site known as "Bath Vale Works" in Congleton in 2005 and undertook a significant programme of site clearance and remediation which took place during the depths of the recession.

Following extensive consultation with Congleton Borough Council and local residents, a sympathetic residential housing scheme was submitted and approved for up to 130 dwellings. Subsequently, the area has been transformed into an attractive place to live benefitting from the provision of significant open space including picnic areas, river restoration and other environmental improvements. The site has been developed by Bovis Homes and is due for completion Summer 2014.

#### HELPING TO MEET CHESHIRE'S HOUSING NEEDS

Throughout the UK, housing need and demand continues to significantly outstrip supply. Whilst an ageing

population and smaller house-holds means we need more housing - and that's before we factor in an increased population.

Richborough Estates is a specialist land promotion business which maximises land values for landowner clients and seeks development opportunities for the house-building industry.

"We're really proud of the work we have delivered in Cheshire. Our partnerships with landowners have resulted in 10 developments, a total of 1,600 new houses and 500 affordable housing dwellings, which have been instrumental in helping meet the housing needs for the region whilst providing a major economic boost."

Paul Campbell,
Director at Richborough Estates

Once land opportunities are sourced, the Richborough team carries out the entire planning and sales processes at risk in return for a modest percentage of the onward sale. This structure ensures that Richborough's goals are aligned with those of the landowner.

From its offices in Birmingham and Congleton, the team manage projects throughout the UK with an emphasis on Cheshire, the Midlands, Warwickshire, Staffordshire and Oxfordshire.

A typical project involves the promotion of 150-250 dwellings during a period of 2-5 years. During these projects major infrastructure needs such as new schools, civic buildings, road networks and affordable housing are considered.

Once contracted to promote a site, Richborough Estates project manages a team of highly qualified and experienced industry professionals with the aim of winning the best possible planning permission. The final stage involves the careful appointment of a delivery partner to undertake the construction phase of each development.

For more information about Richborough Estates please visit: www.richboroughestates.co.uk www.eastcheshirechamber.co.uk Adverts - 9



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#### **CONGLETON IS** THE SETTING **FOR ANOTHER SUCCESS STORY**

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Securing regional, national and international accounts with some of the biggest and best-known brands through their ability to provide intelligent and inspired solutions that deliver exceptional and measurable results TMC is going from strength to strength; from brand development to up to the minute responsive web design, PR coverage to fully managed social media campaigns.

Tim McCloud, TMC MD said, "We've had a fantastic start to the year with new client wins, superb growth with existing clients, huge social media success, and of course



our Chamber awards! We were delighted to welcome our new Designer, Dan Mellor to our team in April and Kate Quirk joins us as Account Director in May."

Dan brings with him a wealth of studio experience having worked at a Macclesfield agency for the past 5 years. Kate whose background lies with Parker Design, Vauxhall and McCann brings extensive experience in client and account management and is a valuable asset to the management team. Both new team members have hit the ground running with great client feedback already.

2014 also sees the growing TMC Med Ed team working in Brussels, Madrid, Vienna and Zurich to deliver a range of medical education projects; from conference literature to clinical practice guidelines.

To stay in touch with TMC on latest projects and recruitment you can connect via Facebook, Twitter (@wearetmc) and Google+.

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On Thursday 23rd January 2014 members were invited to The Young Pretender for a Thursday Thirty networking meeting hosted by Consider Life.

Consider Life invited their customers alongside Chamber members to network and to see what Consider Life could offer them. The Young Pretender



'I wanted to say thank

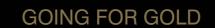




On Thursday 17th April 2014 members were invited to the East Cheshire Chamber of Commerce 'Thursday Thirty' networking meeting at Meadowside, Mountbatten Way, Congleton Cheshire CW12 1DY.

The Easter themed event took place at 08:30 am until 10:00 am. Members were served tea, coffee, breakfast rolls and Easter treats. The event was purely networking and the atmosphere was brilliant.

Jackie Randles, Chamber Manager, baked a Simnel cake which was raffled, the cake raised £84.00 for the Chamber's Charity of the Year, Friends for Leisure.



### ANNUAL CHAMBER

**BUSINESS AWARDS 2014** 

BUSINESSES **"GO FOR GOLD"**AT AWARDS DINNER

FANTASTIC EVENING AT THIS YEARS BUSINESS AWARDS

The East Cheshire Chamber of Commerce Business Awards were held at Cranage Hall on Friday 28th March. A delightful three course dinner was enjoyed by over 260 people before the awards were presented to the winners in the 13 categories that made up the awards evening.

The guests were all greeted by Verity Deaville and Wayne Linaker of Deaville & Co and the evening was hosted by David Watson, Chamber Chief Executive, Jackie Randles, Chamber Business Manager and Tim McCloud, Managing Director of TMC Strategic Communications.

Guests in attendance were Congleton constituency MP Mrs Fiona Bruce, the Borough Mayor Councillor Dorothy Flude, Deputy Leader of Cheshire East Council Cllr Dave Brown, Councillor Don Stockton and Congleton Town Mayor Cllr George Hayes.

The award winners were all presented with a trophy and a certificate showing the category that they had won. The Award Winners were as follows:

The Manufacturer of the Year Award went to Induchem Ltd. of Congleton who have displayed exceptional capability within the field of manufacturing.

Tinsdills Solicitors won the award for Excellence in Customer Service.

A new award this year was the Entrepreneur Award which was won by My Baby Time. The Most Promising New Business Award went to Musical Moments.

The prestigious Exporters Award went to Reliance Medical and Andy Pear and his team collected the trophy.

The Professional Services Provider was presented to Tim McCloud's team from TMC Strategic Communications.

This year's Charity Award went to Friends For Leisure who will now benefit from the fund raising that the Chamber does throughout the year. The Award was presented to Gillian Jones by Mike Doran of Plus Dane Group.

A special Sponsors Award was presented by David Watson, Chief Executive of East Cheshire Chamber, to Ed Lockyer of Magnus, owners of Riverside Mill, home of the East Cheshire Chamber.

The Chamber Business Partner Award was a three way tie as the judges could not separate Sphere UK, TMC Creative and Myers & Co, solicitors.

The Innovation Award was won by Genesys International who are based in

Middlewich. This award was presented by Bernard Rooney of Blue Bell BMW. Blue Bell highlighted BMW's innovation as they had the new i3 car actually inside Cranage Hall for all the delegates to view.

The Tourism Award was won by the hosts of the evening, Cranage Hall, who have now hosted the event for 9 years. This award follows on the back of their winning the Marketing Cheshire Award for tourism.

Mitten Clarke won the Employer of The Year Award against some keen competition. The category attracted a lot of nominations from a variety of businesses and they proved worthy winners.

The prestigious Business of The Year Award went to local company Alps who based in Congleton. The judges were exceptionally impressed with their presentation and whole approach to all aspects of their business.

A raffle and auction held on the night raised nearly £3,000 for Ruby's Fund. Following a last minute donation by Michael Hampton of Hampton Dean Construction, it brought the total raised by the Chamber for the year to just over £7,000.







With another very successful year at the Business awards and with so many excellent companies entering the different categories it has to be said that Customer Satisfaction comes as standard in Cheshire East. It was a pleasure to be part of the process and share the enthusiasm of all involved. Congratulations to those lucky enough to collect an award.

PETER BOWERS







Many thanks to you and David for organising such a great event. We had a great evening and met some good people.

ANTHONY FLYNN – HANDELSBANKEN















































































#### AD PROFILE DESIGN WORKS TEAMS UP WITH PAUL SHEARD RACING

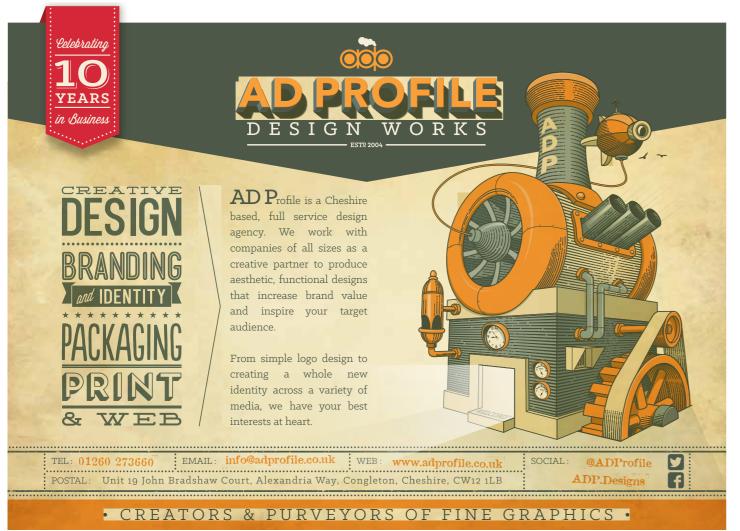
Congleton based design studio AD Profile is celebrating 10 years in business and as part of their ongoing local promotion have joined forces with the Paul Sheard Mazda MX5 Race Team.

As main sponsors AD Profile have designed the new race team branding and with the help of RJ Signs and Graphics have fitted the livery to 8 race cars, a track day show car and supporting vehicles and trailers, neatly tied off with team branded clothing.

With 30 years of race experience, Paul Sheard will be managing the race team through the 2014 season as his drivers compete in the BRSCC MX5 Super-Cup Championship. The first race was held on the 5/6th of April at Silverstone and AD Profile continues to support the team throughout the coming season with drivers Justin Newnam, David Chapman, Clint Bardwell, Darren Standing, Geoff Gouriet, Adam Brindle and Julian Taylor at the helm.

With a talented team of drivers AD Profile shares in the enthusiasm and high expectation of Paul Sheard and is looking forward to an exciting and eventful season...

Follow the teams progress on twitter @sheardmx5 @ADProfile





#### Pochin Property has secured planning permission for the Cheshire FRESH development in Middlewich, Cheshire.

Cheshire West and Chester Council approved plans for a new Auction Centre for Cheshire and associated food and rural enterprise development at Midpoint 18 in Middlewich. The £50m development aims to provide a state of the art Auction Centre, which will subsequently attract a combination of local food producers, rural businesses, machinery dealerships, farm shops and a garden centre alongside leisure uses; all designed to boost the rural Cheshire economy.

The approval provides a sustainable location for two of Cheshire's most important businesses and Auction Centres in addition to creating more than 800 new onsite jobs.

Opportunities from the new development will be extensive, providing accommodation for new start-ups, space for rural business expansion, links to educational resources and a venue for community and private hire events.

Bob Nicholson, Director at Pochin Property, comments: "We are delighted to be notified that Cheshire FRESH has been given approval by the Council. Sitting within Cheshire West, Chester Council and Cheshire East Council boundaries, the cooperation and dialogue between the two authorities has been outstanding. We have valued the engagement with the project from both parties, as well as the support we have received from local MPs and stakeholders.

"The development will form a vital part of the

Cheshire economy, and securing planning is the first step in attracting rural businesses. It will provide growth opportunities to the many independent producers currently operating in the area and give occupiers the catalyst for a new focus on the local farming and food industry for Cheshire."

Jon Suckley, Partner at HOW Planning, comments: "The Cheshire FRESH development is a very exciting concept which will bring extensive investment and new employment opportunities to Middlewich and the surrounding areas."

The design team includes HOW Planning LLP, AEW Architects, David Tucker Associates and Tyler Grange, Shepherd Gilmour Infrastructure, Penny Anderson Associates and Royal Haskoning.







#### SUMMER OF FUN FOR CONGLETON

We all know what they say about all work and no play.... which is why Congleton is making sure it has a packed programme of fun activities for you to enjoy this summer.

The fun starts on Saturday 31th May when Congleton and Manchester are the only two places in the North West to host the Queen's Commonwealth Baton Relay – free tickets for the four hour festival must be downloaded in advance.

On Sunday 8th June from 1-5pm there is a free 'Brass on the Grass' concert in Congleton Park to celebrate the centenary of the Bandstand. The following Sunday is the annual Food and Drink Festival – where thousands flock to enjoy the 100+ stalls and unique atmosphere. Carnival comes to Congleton on July 11th -13th. There's still an opportunity for businesses have a stall in the park or a vehicle in the procession on Saturday 12 July or to put a team into It's a Knockout on Sunday 13th July. Entries for the Carnival procession need to be submitted by the 21 June. See Congleton Carnival on Facebook for details.

Other key dates to put in your diary include:

Congleton Jazz and Blues Festival on 23rd24thAugust

Open Space Arts Festival on 27th -28th September

Congleton's Artisan and Vintage Markets - 2nd Sunday of every month (not June)

For more details see www.congleton-tc.gov.uk

18 - Adverts The Chamber Magazine

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During the event

apprentices received a talk from Ken Perry,

Chief Executive and apprentices shared their experiences of Plus Dane.

Plus Dane has 4 awards for their PIER values- Passion, Innovation, Excellence and Respect. Last year I was privileged to win the Passion award for my work within the community. After the PIER awards were presented and all apprentices received a certificate the overall winner for the Apprentice of the Year award was announced; to my amazement this was me! Sharon Vaughan said "Rebecca is always willing to support any Plus Dane event in the community. She has a thirst for new skills, exemplifies all the qualities that a good apprentice should possess and is a great role model." I have also been recognised at Plus Dane as a Neighbourhood Hero which I am very proud of for my hard work in organising a Community Christmas Party.

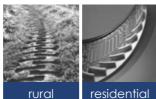
I have recently completed my NVQ Level 3 in Business Administration which I started in October 2012. My apprenticeship has been a truly enjoyable challenge and I am grateful that I have been trusted to run a number of projects that I am really proud to be involved with.





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### WELCOME TO FRIENDS FOR LEISU CHAMBER CHARIT **OF THE YEAR 2014**

#### **LOCAL COLLABORATION DELIVERS E-SAFETY SEMINAR TO PARENTS**

Cheshire based charity, Friends for Leisure (FFL) and Managed IT Service provider, Prism Solutions, teamed up this month to deliver an educational seminar on E-Safety.

Accompanied by the Cheshire Police the E- safety event also included CEOP (Child Exploitation & Online Protection) guidance. The venue was Macclesfield library, where presenters aimed to educate parents and carers in online safety, in turn helping the children to operate more safely online.

The seminar, delivered on a Monday evening came on the back of another fantastic award win for FFL in the "Charity of the Year" category at the "East Cheshire Chamber of Commerce Awards" held the previous Friday at Cranage Hall in Cheshire.

"It is innovate events like this which helps protect the most vulnerable groups in society, that makes Friends For Leisure a just and well deserved winner for this award" added David Collins-Lafferty. **Business Development Manager from** Prism Solutions.

During the seminar, parents from the area were presented with information on the evolution of technology, the way in which technology can help protect you online and finally the way in which we as individuals can protect ourselves and our children.

Simple methods such as setting rules and supervision, retaining passwords, and educating children on the security settings on sites such as Facebook are regularly overlooked, all of which can lead to blemished reputations, unwanted spending, exposure to inappropriate content and much more. It is easy to understand why this can happen as 44% of parents believe that there children know more about the internet then

"Times have changed, we used to have a PC sat in the living room which you plugged in between phone calls if you wanted to access the internet. Today we can watch a film, check our status on Facebook or book flights from our phone whilst sat in a coffee shop" Commented



#### **FRIENDS FOR LEISURE HOT 100 CHALLENGE**

Gillian Jones, Manager of Friends for Leisure, which is the East Cheshire Chamber Charity of the Year, recently visited Originem, Chamber member.

At the meeting, Chris handed a cheque for £100 to Gillian, as the company's contribution to the Hot 100 Challenge, the Friends for Leisure current community fundraising campaign. This makes them the 21st individual or group to

Gillian said, "We are delighted that Originem has adopted Friends for Leisure and we look forward to working with them. The contribution to the Hot 100 Challenge is a welcome bonus!"

of Prism Solutions. Collaboration between Charity, an IT company and the Police may not be something we see every day but goes to show the positive impact that can be achieved for the community if more

Gareth Salmon, Senior Technical Engineer



#### INNOVATION IS **RECOGNISED FOR** TOP AWARD

It's no bad thing when an independent, young company from Congleton can take on the big names of British industry and show itself to be amongst the best.

Well, that is exactly what Originem, the employment specialists have done. And just to prove it they've been shortlisted for what are widely regarded as the industry's most prestigious awards.

The Awards for Excellence 2014 are the UK's largest event for the whole recruitment community.

Making it through to the final round of the awards is no mean feat either. Originem have beaten off some stiff competition to make it into the finals alongside industry giants including Boots and Jaguar Land Rover.

Chris Clowes, managing director of Originem says: "What's best of all is that the award is for Innovation in Recruitment – and that is what we do best.

"As specialists in employment we help businesses to be more profitable and to better reward their workforce. It's a



real boost for us to now be recognised on a national platform as we continue to expand and take on new staff."

Clowes completed a management buyout of Originem last year and moved the company back to his hometown of Congleton from Salford Quays.

The company has since launched a succession of innovative employment programmes with the latest being rolled out at London's Olympia Conference Centre last month.

"We couldn't have done it without a great team and all of their expertise. So all our thanks are owed to everybody in the Originem office for their hard work and support," said Clowes.

The competition finals will be announced at the Recruiter Awards gala celebration on Wednesday 7 May at Grosvenor House Hotel, London.

www.originem.co.uk

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#### MANCHESTER MARATHON CHARITY RUN

Helen Gowin of SAS Daniels completed the Manchester marathon on 6 April in under 4 hours, raising £1200 for the charity Friends of the Orphanage of Hearts, Burundi.

Helen said 'I first heard about the charity when David Watson mentioned it at the Chamber Christmas party and was struck by the poverty facing the children in the orphanage and how funds were needed just for basic survival, as well as more sustainable projects.'

Adrian Veale of Mitten Clarke, a Charity Trustee said 'on behalf of the charity I would like to thank Helen for all her hard work in training for, and running the marathon and to all the local businesses and friends of Helen who generously sponsored her.



Adrian and Fiona Bruce MP the charity Patron, will be returning to the orphanage in the small East African country in July this year.



sas daniels LLP



#### MUSEUM'S OFFER FOR BRADSHAW HOUSE ACCEPTED

Congleton Museum is celebrating after its offer to buy an historic property for a new home was successful.

Plans for the £1.9m move from Market Square to Bradshaw House on Lawton Street include a lecture theatre for up to 120 people, a large conference room and an education room.

Now one of the biggest fundraising drives in Congleton's history will be launched to pay for the museum's move.

Mr Ian Doughty said "Rather than being in a back street hiding away from the public, we can be on the main street in an iconic building with a significant history of its own"

He was delighted after it was confirmed that Cheshire East Council who owns Bradshaw house, had accepted the Museum's offer for the property.

#### APPRENTICESHIPS AND JOBS UP ACROSS THE CONSTITUENCY

Figures released recently show that in the year 2012/2013 there were no fewer than 480 places of work in Congleton employing apprentices. This is up by 100 from 2010/2011.

Reports suggest that many businesses have found that the Government reforms to the Apprenticeship Programme have made it simpler for businesses and better quality for apprentices.

This news comes at the same time that employment figures show that the number of unemployment claimants in Congleton is down 491 since this time last year at 770, 62 lower than last month.

Fiona Bruce MP said "These latest employment figures show that this Constituency is an increasingly positive place to live and work. Organisations like the Job Clubs in Alsager, Middlewich and Congleton are doing great work in helping people find employment and there is a real atmosphere of enterprise in the area with many active small and medium firms speaking of an upturn in business".

If you are a business interested in taking on an apprentice visit www.apprenticeships.org.uk



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#### **8<sup>TH</sup> OCTOBER 2014 CLAY PIGEON SHOOT**

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#### **5TH DECEMBER** 2014

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#### 17<sup>™</sup> JULY 2014 TON UP THURSDAY!!

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Details to be confirmed



THURSDAY THIRTY

08:30 am - 10:00 am

Plus Dane Group

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#### 22<sup>ND</sup> & 23<sup>RD</sup> **OCTOBER 2014**

**ULTIMATE DRIVING DAY** WITH BLUE BELL BMW

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#### **20<sup>TH</sup> NOVEMBER** 2014 THURSDAY THIRTY

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