

THE CHAMBER

THE BUSINESS MAGAZINE FOR EAST CHESHIRE

May 2015 / Issue 46



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▲
FULL CHAMBER
BUSINESS AWARDS
REPORT INSIDE



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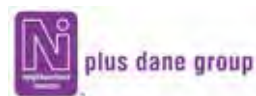
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Meet the Chamber Team



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Chief Executive



Jackie Randles
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Tim McCloud
Vice Chairman



David Gladman
Board Member



Dermot Callinan
Board Member



George Hayes
Board Member



Mike Doran
Board Member



Peter Bowers
Board Member



Kevin Cook
Board Member



Peter Groves
Board Member

EVENTS CALENDAR

Thursday Thirty 4th June 2015 08:30 am – 10:00 am
Congleton College, Box Lane, Congleton, Cheshire CW12 4NS

Access to Finance 16th June 2015 09:30 am – 11:45 pm
Boardroom, Riverside, Mountbatten Way, Congleton CW12 1DY

Annual Golf Day 24th June 2015 Details to be confirmed
Vale Royal Abbey Golf Club, Vale Royal Drive, Whitegate, Northwich
Cheshire CW8 2BA

Thursday Thirty 16th July 2015 08:30 am – 10:00 am
Neon Freight Ltd, George and Dragon, Middlewich Road, Holmes Chapel,
Cheshire CW4 7EA

Thursday Thirty 20th August 2015 08:30 am – 10:00 am
Carers Trust 4 All, Overton House, West Street, Congleton CW12 1JY

Thursday Thirty 1st October 2015 08:30 am – 10:00 am
SAS Daniels, Meadows, Congleton, Cheshire CW12 1DY

Clay Pigeon Shoot 14th October 2015 Details to be confirmed
Cloudside Shooting Ground, Red Lane, Congleton, Cheshire CW12 3QG

Thursday Thirty 12th November 2015 08:30 am – 10:00 am
Inspiration Matters, Meadows, Congleton, Cheshire CW12 1DY

Christmas Lunch 4th December 2015
Pecks Restaurant, Newcastle Road, Moreton, Congleton, Cheshire

Events can be found on our website 'Events Page' www.eastcheshirechamber.co.uk
Please email jackie.randles@eastcheshirechamber.co.uk for further details and booking form

Contents



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David Watson Comments

Before I started writing this editions report I looked back to the August 2010 edition to remind myself of what I wrote following the previous General Election.

There I found on the same page a picture of myself with Fiona Bruce, the newly elected Member of Parliament for the Congleton Constituency. Since then Fiona has worked tirelessly in that role and has been a tremendous support to businesses of all sizes during the last 5 years. The East Cheshire Chamber of Commerce would like to congratulate her on her reselection and state that we look forward to continuing working closely with Fiona in the coming months and years.

Also in that edition I reported how the newly elected coalition government planned to abolish the Regional Development Agencies and replace them with Local Enterprise Partnerships. This has moved forward significantly and the Cheshire and Warrington Enterprise Partnership is firmly in place.

You may notice that this edition of CHAMBER is somewhat thicker than previous magazines; in fact it has more pages than ever. This reflects that we are having ever more enquiries to take advertising space and we have more news to report. On page 5 the list of new members is 23 strong and we have had more applications to join East Cheshire Chamber in the last quarter than in any previous.

Networking is still based around our Thursday Thirty events and each one gets booked up very quickly. If you looking for network opportunities then I would recommend that you come along to one of these events as a guest before making the decision to join East Cheshire Chamber.

Our Golf Day on June 24th is again to be held at Vale Royal Abbey. This follows on from the success of last year when we

moved to Vale Royal Abbey for the first time. Once again Blue Bell BMW are our major sponsors for the "Nearest The Pin" prize of a MINI for the weekend and other sponsors will be supporting the Putting Competition and Longest Drive. Bookings are already coming in, so if you are interested in playing contact Jackie Randles as soon as possible to secure your place or book in a team.

The Business Awards held in March were again a great success. A capacity audience at Cranage Hall were welcomed by the Chancellor, George Osborne who very kindly videoed a message which was projected on the five screens around the Stephenson Suite, the largest of the suites that are available at the venue. The top award of Business of the Year went to Pulse Fitness of Congleton who not only took away the trophy but also announced that a new contract valued at £45 million had been awarded on the same day.

On page 21 you can read the report on the Clay Pigeon Shoot that was held at Cloudside Shooting Ground last month. The shoot was sponsored by Berisfords Ribbons and our new Chamber Charity of the Year benefited from the proceeds. Another shoot will be held in the autumn, this time to be sponsored by Business Doctors.

If you would like to receive further information about taking up membership of East Cheshire Chamber have a look at our website www.eastcheshirechamber.co.uk or call us on 01260540 570.

David

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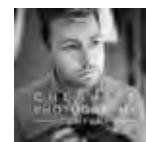


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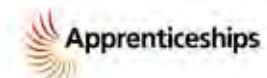


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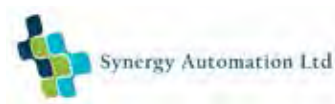


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Helen Gowin, Partner at SAS Daniels

MAKING A QUICK EXIT: ENSURING THAT YOUR EXIT FROM THE BUSINESS IS AS PAINLESS AS POSSIBLE

A great deal of thought and hard work goes into setting up a business and decisions made early can have huge implications for the future. The same level of effort needs to go into plans for exiting the business.

Business owners of all shapes and sizes, from sole traders through to family run empires are so busy running their day-to-day operations that they rarely stand still long enough to consider what to do when the time comes for them to retire, sell or hand over control; inevitably that day will arrive. With a little careful planning, your exit from the business can be easy enabling you to embrace your retirement or start a new venture stress free and with plenty of money behind you.

Although planning for a retirement or new venture can be an exciting prospect, making plans for what would happen to your business if you were to die unexpectedly or even lose mental capacity is not something anyone wants to even think about, let alone plan for.

However, planning for the worst case scenario could be the best thing you ever did. The unexpected death of a business

owner or shareholder can have a major impact on any business, particularly if no plans are in place for such an event. Partnerships cease on death so this can raise a whole host of issues for those left behind. Consider the impact on company directors of privately owned companies, who without proper planning could see the business die with them.

Typical problems that can arise include:

- Company shares are passed on to beneficiaries who are either not interested in the business, inexperienced or who are under the age of 18;
- Existing shareholders may want to buy the shares but can't afford them;
- If the company has no obligation to make income or pension entitlements the beneficiaries may not have sufficient provision made for them; even if a will was made at the start, if the business has gone on to be extremely successful an out-of-date will may mean the beneficiary may not be entitled to the full value of the deceased's share of the business.

To avoid these unnecessary scenarios, key questions you should be asking yourself are:

- What will happen to my interests if I die?
- What rights do my beneficiaries have if there isn't a will in place?
- Where do I want my shares to go on my death?
- How do I transfer my shares?
- What is the inheritance tax position if I die?

Careful planning and preparation is key here and in the majority of cases, a cross-option agreement can help to ensure that your wishes are adhered to on your death. A cross-option agreement in conjunction with a shareholder's agreement enables the ownership of the company to transfer to the remaining shareholders. Within the agreement, each shareholder agrees that his fellow shareholders have the option to purchase his shares at market value, on his death. Each shareholder then takes

out a term assurance policy, which holds in trust the amount needed to pay for the deceased's shares.

The key to developing a successful strategy for the future of the business if faced with the owner's untimely death, lies in the planning, preparation and execution of valid and current documents. It is also important to consider what would happen in a period of absence such as illness or mental incapacity. A key way to provide yourself with peace of mind and to safeguard your interests, ensuring business as normal in the event of your incapacity is to create a lasting power of attorney (LPA).

An LPA is a legal document that enables you to appoint another person or people to make decisions on your behalf. It is vitally important to choose someone you trust and who is familiar with your business. While your existing business partner might be the obvious choice, you can also consider a family member who has been involved with the business at some point.

While planning for the long term may feel daunting, it doesn't need to be. Here at SAS Daniels, we have a dedicated team of experts that can advise the best way forward for you and your business. We work closely with our Corporate law team to ensure all vital business matters are taken into consideration.

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What or who was the key factor that lead you to your position today?

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What motivates you?

The desire to succeed and own a business with a reputation for making people happy. Reading the glowing reviews we've

received since starting up motivates us to keep bringing quality customer service, fun and education to like minded wine lovers across the county.

Who has been your greatest inspiration?

Our parents – Their hard work and determination to succeed has always inspired us to work hard and push ourselves (oh and David Watson, obviously)

What has been your most satisfying moment in business?

That's a difficult one, we have a few satisfying moments. The biggest being the recent award we won with the Chamber. Winning East Cheshire Chamber of Commerce 'Most Promising New Business of The Year' in front of so many other successful Chamber members was a real high point. The second would be our

appearance on Channel 4 & BBC1 in January – That was cool.

If you had the chance to start your career over again, what would you do differently?

Nothing – Everything happens for a reason so no regrets.

How do you spend your Leisure time?

Socialising with friends & family, going to the gym, playing Golf and hosting weekend events as part of other peoples leisure time. It's hard to call wine tasting 'work'.

What Are Today and Tomorrow's Challenges?

Keep in the public eye, be proactive with new and interesting events, continue to keep growing the business each day & use all the local support to our advantage.



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HELEN GOWIN SAS DANIELS

What or who was the key factor that lead you to your position today?

I didn't intend to have a legal career and what started as a temporary position in a law firm in Bristol became a platform for further studies. The two solicitors in the probate team at that firm gave me the opportunity to develop my skills and encouraged me to pursue a career assisting those who have lost friends and family members with the legal and tax issues of an estate administration.

What motivates you?

I like helping people and I get the opportunity to deal compassionately with bereaved clients and help relieve some of the burden of the paperwork at a difficult time in their lives.

Who has been your greatest inspiration?

I would probably say my parents. They instilled a sense of taking responsibility for what you do, to work hard and with enthusiasm and if things don't always go well, not to complain too much. I am one of five children and that was a lesson learnt quickly!

What has been your most satisfying moment in business?

That would have to be overseeing the recent office move to Riverside. After 10 years on West Street I was pleasantly surprised to find working in an open plan environment in the centre of other businesses in Congleton very rewarding.

If you had the chance to start your career over again, what would you do differently?

I would probably do something combined with sport and health – I always thought I would end up doing physiotherapy

or something in the health sector and travelling the world with those skills.

How do you spend your Leisure time?

I spend a lot of time running – usually getting ready for a half marathon or 10K to keep fit. I find running after work helps me to switch off from the worries of the day and gives me a bit of time to myself.

What Are Today and Tomorrow's Challenges?

Today would be keeping on top of the incessant flow of emails, which means you have to be organised and disciplined with time-keeping – trying to reply to each query within a day before the next wave comes in can sometimes be a challenge. Tomorrow would be making sure I keep a balance between family time and work and accepting you are never going to finish everything in one day.

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NORTH WEST CAREERS FAIR HOSTED BY BARCLAYS IS A SUCCESS WITH 600+ ATTENDEES

A major apprenticeship event hosted again by Barclays Technology Centre Radbroke and the National Apprenticeship Service, as part of National Apprenticeship Week, attracted around 600+ people from across the North West.

The Apprenticeship Job and Careers Fair was held on Thursday 12th March, and allowed young people and their parents to meet with over 21 high profile employers and organizations,

to discuss apprenticeship job and career opportunities and how to apply for one of their vacancies in 2015.

Claire Blott, Interim Divisional Director for the National Apprenticeship Service in the North West, said: "This event brought information on over 450+ invaluable job opportunities to young people under one roof. With over 600 attendees, it gave young people the chance to talk to local employers, training providers and apprentices face-to-face about the variety of opportunities across various sectors, including IT, business, law, retail, science and engineering."

"This event proved the perfect way for young people and employers to meet while looking for advice on their next career step. For them this was really useful and they came away with extremely beneficial resources."

Some of the high profile companies who exhibited at the event included; Aldi, Amec Foster Wheeler, Armed Forces, Astra Zeneca, Barclays, Bentley Motors, Cogent, EMR group, McCann Manchester and United Utilities.



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WHAT PEOPLE ARE SAYING

"RVM Ltd are a Chamber Patron Member and have supplied numerous vehicles to our Chamber Members, they provide a great professional service in a friendly manner.

Admirably, they also have a great community spirit and for each and every vehicle sale or contract with our Members they make a donation to the Chamber Charity of the Year.

Be it a fleet or an individual vehicle I am sure that RVM Ltd can meet your needs".



David Watson
Chief Executive

East Cheshire Chamber of Commerce & Enterprise
www.eastcheshirechamber.co.uk

CHAMBER GOLF DAY VALE ROYAL ABBEY



This year's East Cheshire Chamber Annual Golf Day

Wednesday 24th June 2015
11.30 onwards
Vale Royal Abbey Golf Club

Whitegate, Northwich, Cheshire CW8 2BA

- 4 golfers per team
- Putting Competition
- Nearest the Pin
- Longest Drive

We are pleased to announce that **Blue Bell BMW Crewe** will be sponsoring 'Nearest the Pin'.

This year's fantastic prize will be a BMW Mini for a Weekend.

Chamber Members
£60 + VAT per person
Non Chamber Members
£65 + VAT Per Person

For more information please contact Jackie Randles
on 01260 540570 EARLY BOOKING IS RECOMMENDED.



CONNECT WITH CHESHIRE EAST – AND FIND OUT HOW WE CAN HELP YOUR BUSINESS



John Willis, Cheshire East Council

Cheshire East Council's inward investment and business engagement service offers free and confidential business support to businesses in Cheshire East.

We can help with:

- sourcing sites and premises;
- advice on financial support;
- sourcing skills and training;
- assistance with site visits and familiarisation tours for relocating employees;
- assistance with industry and market research.

Businesses already based in the Borough can call the Cheshire East Business Connectors for a one-to-one appointment to discuss free, impartial and independent support.

The inward investment and business engagement service also organises events to raise the profile of Cheshire East as a business location.

We promote the Borough to key people such as commercial property agents and UKTI's investment services team, making sure that businesses are aware of our major strengths: a skilled scientific and technical workforce; great connectivity by road, rail and air; Cheshire East's

consistent rating as the best place to live in the North West; and the presence of leading companies such as Bentley Motors, AstraZeneca, Airbags International, Siemens, Waters Corporation, BAE Systems and Oliver Valves.

For more information about help available for your business, contact John Willis, Cheshire East Council's inward investment and business engagement manager, on 0300 123 5001 or e-mail business@cheshireeast.gov.uk

CASE STUDY

BUSINESS CONNECTOR HELPS LASER FIRM SHINE MORE BRIGHTLY

Privately-owned Lynton Lasers designs and manufactures great products for growing markets.

Its technology is used to remove unwanted hair or tattoos, for skin rejuvenation, and to treat pigmentations and vascular lesions. And its laser cleaning systems are being used to remove hundreds of years of grime from some of the Vatican City's most treasured historical artworks.

With 38 employees and sales of £4.2m in 2014, Lynton has installed more laser treatment equipment of this kind than anyone else in the UK and also exports worldwide.

But Dr Jon Exley, founder and managing director, admits that he hasn't always tapped into all the help that is available for high-growth companies.

Dr Exley said: "There are lots of opportunities for networking or obtaining grants, but I found all that quite daunting and I became quite disengaged from it all."

However, that changed after Darren Flannery, one of Cheshire East's business connectors, got in touch with the Holmes Chapel-based firm.

"Darren saw himself as the facilitator who could pull things together and present it to me," added Dr Exley.

"It could be anything from how to go about taking on an apprentice or developing our relationship with the Manufacturing Advisory Service. That was excellent because it allowed me to get on with the day job."

Lynton no longer avoids the limelight. It has won a training award from East Cheshire Chamber of Commerce, Smart and Spur innovation accolades from the government, and the award for the most innovative treatment or service in the My Face My Body Awards 2014, a top beauty industry event which was broadcast on Sky TV.





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Celebrating 10 Years

**FANTASTIC
EVENING AT
THIS YEARS
BUSINESS
AWARDS**

It was a night for celebrating personal successes and business achievements as Cranage Hall played host to the 10th Annual East Cheshire Chamber of Commerce Business Awards on Friday 27th March.

Proceedings started with a video message from Chancellor of the Exchequer George Osborne who was invited to the evening but could not attend.

There were over 70 nominations which host and Chamber Chief Executive David Watson said confirmed how strong the business economy is in Cheshire East.

Independent judges had selected a shortlist of finalists and each nominee was interviewed by the judging panel and marked using a matrix points system.

Tim McCloud, Managing Director of TMC Strategic Communications who co-presented the awards said

"The task of judging the business awards is never easy and this year was no exception. The standard of entry was higher than ever making the competition extremely tough".

Cranage Hall and Marie Shenton, chairman of the Chamber, both received special awards to mark the ceremony's 10th anniversary before the main awards of the evening were handed out.

Pulse fitness were the big winners, taking home business of the year. The Congleton based company beat stiff competition from Acorn Occupational Health, Butters John Bee, Genesys International and Lynton Lasers.

The awards evening concluded with a raffle and auction that raised money for Friends For Leisure, a Congleton based charity that helps disabled children and young people in Cheshire East enjoy friendship and leisure. Three thousand eight hundred pounds was raised at the event taking the Chambers donations to the charity to £8,400.00 in the last year.

David Watson said "It was a fantastic evening celebrating all the brilliant businesses we have as members at a wonderful venue".



"Just a quick note to say congratulations on a great evening on Friday night - I received only positive feedback from all concerned"

KEVIN COOK, BUSINESS DOCTORS



"Just a note to say thank you for a lovely evening and the opportunity to meet some of your Chamber members. Clearly a great deal of work had gone into making the event such a success".

CARON FLITCROFT, UKTI NORTH WEST





CHESHIRE MERSEY WINE SCHOOL
MOST PROMISING NEW BUSINESS



MARIE SHENTON
10 YEARS SERVICE AWARD



PULSE FITNESS
BUSINESS OF THE YEAR AWARD



CRANAGE HALL
10 YEARS OF EXCELLENCE IN CUSTOMER SERVICE



ORIGINEM
INNOVATION AWARDS



GREEN CONTRACT SERVICES
PROFESSIONAL SERVICES AWARD

"All at BJB had a great evening.
Congratulations on organising
such a great event".

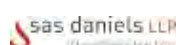
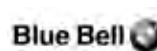
**JAMES BEARDMORE,
BUTTERS JOHN BEE**



DANIELLE MASON FROM HAMMOND McNULTY
EMPLOYEE OF THE YEAR AWARD



**WITH THANKS TO
OUR SPONSORS**



20
**THE
WINN**

15 THE WINNERS



LYNTON LASERS
TRAINING AWARD



CARERS TRUST 4 ALL
CHARITY OF THE YEAR AWARD



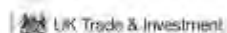
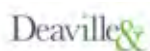
TMC STRATEGIC COMMUNICATIONS
EXCELLENCE IN CUSTOMER SERVICE



ALPS
EMPLOYER OF THE YEAR AWARD



GENESYS INTERNATIONAL
EXPORTER OF THE YEAR AWARD



BUSINESS AWARDS SUPPLIERS AND SPONSORS

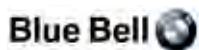
**A BIG
THANK YOU
TO ALL OUR
AMAZING
SPONSORS**

The resounding success of this year's Business awards as always was a result of the teamwork from our sponsors and suppliers.

Cranage Hall and John Slevin and his team from Custom Productions worked well together in the preparation of the room, which they did not have access to until 3.30 in the afternoon. Within 2 hours 26 tables were set, all the sound and video equipment was ready, stage and dance floor in place and sound testing complete!

The finishing touches completed the effect as Ballooning Marvellous added the themed silver and black balloons to the tables and Jellie Studios from Hale covered the chairs with matching black covers and silver bows.

We would like to thank;



Bernard Rooney from Blue Bell BMW
for his auctioneering services



Adam Schofield from Cheshire
Photography

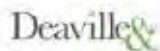


Cranage Hall for all the 'extras' including
the drinks reception

Glen Stevens DJ for the entertainment



John Slevin and his team from Custom
Productions for the Lighting, Sound,
Video and Staging



Verity and Wayne from Deaville and Co
for welcoming all our guests



Jellie Studios for the chair
covers and bows

Ballooning Marvellous,
Congleton for the balloons



Sphere UK for printing the tickets
and the programmes



TMC Strategic Communications for
designing the tickets and programmes
and putting together the videos



Triad UK for the trophies

Thursday Thirties

Three different companies have hosted Thursday Thirty Network meetings so far this year, Originem with This Agency, Auditel and Young Enterprise.

Our hosts kindly provide a complimentary breakfast followed by a 10 minute presentation and the remainder of the time is for networking.

Thursday Thirties are becoming increasingly popular and meetings are now scheduled in the calendar until Spring 2016!

Details of forthcoming Thursday Thirty meetings can be found on Page 3 and on our website www.eastcheshirechamber.co.uk



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NEW MEMBERS SPECIAL OFFER

If you are thinking of joining the East Cheshire Chamber of Commerce we have a limited "Special Offer" that should make your decision to join even easier.

We have got together with SPIRAL Printers to offer the next 50 new membership applications a Roll Up Banner at the amazing price of just £20 !!!

This represents a significant saving on the normal list price. Don't delay, Join Today.

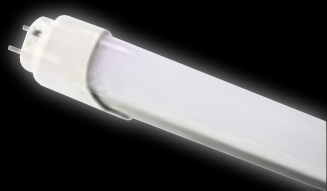


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CLAY SHOOT APRIL 2015



Clay Conservation Award - Shaun Hurley



Second Place - Paul Johnson



The Winning Team



Best Individual Score - Graham Pear

On a gloriously sunny spring day Cloudside Shooting Ground was once again the venue for the East Cheshire Chamber Clay Shoot. Sponsored by Berisfords Ribbons of Congleton the event raised £400.00 for the Chamber's charity of the year, Carers Trust 4 All.

The keen marksmen displayed some amazing shooting with Graham Pear of Contain-a-Lot winning first prize with a 100% score. Second was Paul Johnson of Direct Energy Associates and Third was John Whitehead of Glass & Stainless. The Best Ladies Individual Trophy was won by Christine House of Wardle Armstrong. The much coveted Clay Conservation Award was scooped up by Shaun Hurley of Purchasing Support Services.

After the shooting the whole party enjoyed a wonderful al fresco meal of steak pie and chips.

The Chamber would like to say a big thank you to Cloudside Shooting ground for looking after us all so well and making the day the great success that it was.



Ladies Best Score won by Christine House from Wardell Armstrong

TINSDILLS SOLICITORS ANNOUNCE THEIR NEW SERVICE FOR EMPLOYERS

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In order to help local businesses minimise the potential for employment disputes and their consequences, Tinsdills are now offering their Resolve Employment Law Service.

Employees are more aware of their legal rights under the employment legislation than they ever were. It is therefore imperative that employers maintain their internal HR documents, contracts, policies and procedures to ensure they are properly equipped to deal with any potential employment disputes. The employer who is not up to date with their obligations is at a higher risk of facing an employment tribunal claim.

Tinsdills' new fixed price service is intended to help businesses avoid employment disputes by ensuring that their clients are operating to the best standards of employment practice and procedures.

The service will cover an annual review of key employment documents and procedures. In the event of an issue arising, Tinsdills will provide expert advice by telephone on HR issues when it is needed, enabling companies to deal with any employment disputes swiftly and effectively.

The service includes an insurance policy which will provide cover for legal costs and most awards and settlements of up to £250,000 per claim if, after all of the support and advice provided, an employment tribunal claim should occur,

Elaine Goodwin, Employment Law Solicitor at Tinsdills comments:

"Any claim issued against your business by an employee can be very costly both financially and to the reputation of your business. At Tinsdills we believe that prevention is better than cure and this service offers you expert advice and support to

minimise these risks and all for a competitive fixed fee".

To find out more about how Tinsdills can support, advise and protect your business against employment disputes, please contact Elaine Goodwin on 01782 652 300.

About Tinsdills Solicitors

Tinsdills Solicitors are one of the largest and most experienced firms in North Staffordshire and South Cheshire with offices in Sandbach, Newcastle-under-Lyme, Hanley and Leek.

Our specialised departments offer an expert and friendly legal advice service for personal and business clients including residential property, family law, company and commercial, employment, wills trusts and probate, professional negligence and personal injury.

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your partner in law



You cannot stop employees from making claims against you; however, you can protect your business from having to pay compensation and legal fees.

Contact us to see how we can help your business avoid employment disputes and minimise their impact.

RESOLVE EMPLOYMENT LAW SERVICE

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BOOMING ROYAL LONDON PLANS HUNDREDS OF NEW JOBS IN WILMSLOW

Wilmslow's largest employer Royal London has announced plans to create an additional 450 new jobs at its campus on Alderley Road. The business currently employs around 900 full time staff in the town and wants to increase numbers to around 1,350.

Strong new business results for 2014, plus the Government's imminent pension reforms, mean that Royal London is looking to expand and has identified Wilmslow as its preferred location. The company also operates at sites in London, Edinburgh, Glasgow, Bath and the Republic of Ireland.

The new roles would be accommodated within new, modern office accommodation on land owned by Royal London to the east of the existing campus. This land has been allocated by Cheshire East Council for a high-quality, sustainable, mixed-use development that includes new playing fields for Wilmslow High School.



ROYAL LONDON'S JERRY TOHER SAID:

"We anticipate growing our Wilmslow operation over time, increasing the number of full time staff by 50% and providing significant new employment opportunities for the town."

DAVID WATSON, CHIEF EXECUTIVE OF THE CHAMBER SAID:

"We are delighted to hear the news that Royal London is looking to expand in Wilmslow.

"They are already the town's largest employer and it is great to see Royal London wanting to create jobs here in East Cheshire rather than elsewhere."

A BRIEF INTRODUCTION TO THE HONOURS SYSTEM

The honours lists are published twice a year at New Year and on the Sovereign's Official Birthday. Awards are given by The Queen on the advice of the Prime Minister. Honours are intended to recognise exceptional achievement and/or service.

WHO CAN I NOMINATE?

Anyone can be nominated. And everybody will know somebody worthy of recognition. The independent committee members who compile the list are looking for people who have made a real difference in their community or field of work.

HOW DO I NOMINATE?

You will find detailed guidance and a nomination form at www.gov.uk/honours Or you can phone the honours team in Cabinet Office on 020 7276 2777 and we can talk you through the process and send you everything you need. We just need two or more letters of support to accompany the nomination. These should be written by people who have first-hand knowledge of the nominee and who can endorse their contribution.

CASE STUDY

Mrs Emma Elston MBE – Co - Founder and Director, UK Container Maintenance Ltd. For services to Manufacturing.

Emma co-founded UK Container Maintenance (UKCM) Ltd in 1998 with her husband. Based in Northwich, Cheshire, it is now the UK's largest family owned container repair and refurbishment company, a nationally respected champion of women in business and campaigner on green issues. Commitment and determination has seen her become a UK-leading voice in the waste and manufacturing industry, trailblazing a path for women in what had long been a male-dominated industry. In 2010 she was named NatWest Everywoman Demeter Award Winner and was awarded the Aspire Businesswoman of Year 2012.



PRISM SOLUTIONS DONATION TO HELP LOCAL CHARITY SCHEME

Local Cheshire based charity Friends for Leisure (FFL) received a £254.00 donation from national IT support company provider Prism Solutions last month. FFL arranges activities for disabled children and young people aged between 5 and 21. These include facilitating one-to-one friendships right through to group activities such as drama and sports sessions.

The donation will be used to support the new UP scheme which started in January this year, the new project is for a group of young people who are reaching the upper age limit of the FFL service.

There will be a number of evening sessions that will focus on topics and skills that will be useful to the group as they get older and start to become more independent. At the end of the programme there will be a residential stay for one night, which it is hoped will



give the young people the chance to have some independence away from home in a safe place surrounded by their friends, and be able to put the skills that have been learned throughout the project into practice.

The money was raised by Prism Solutions from a couple of internal events including; cash donations from the team to wear casual clothes, and a cake bake and sale event. The money was presented to FFL volunteers early last month.

Gillian Jones of Friends for Leisure added; "Friends for Leisure relies greatly on the generosity of our supporters who take part in fundraising activities throughout the year so thank you to Prism for the continued support and this kind donation"

HELPING YOUR BUSINESS ACCESS THE RIGHT FINANCIAL PACKAGE

For many ambitious businesses, unlocking finance is the key to future growth. Yet with so many different options now available, knowing which way to turn can be impossible without specialist help.

This important event, which has been developed by Access to Finance and Cheshire East Council in association with East Cheshire Chamber of Commerce, will provide information and guidance around developing business plans and sourcing the right type of financial products for your business.

A full day Investment Readiness Workshop will give you the opportunity to:

- Find out more about writing a business plan and forecasting for business growth.
- Talk to Access to Finance specialists about available finance for your business.
- Learn what you need to do in order to access finance.
- Gain a full understanding of traditional funding sources including banks, invoice financiers and asset financiers, as well as "gap funders", crowd funding and the North West Business Angels.

We can also arrange one-to-one appointments with Access to Finance specialists who can work with you to match your business with the right financial package.

This event is free to attend but numbers are strictly limited. We strongly advise you to book now to avoid disappointment.

Venue

East Cheshire Chamber of Commerce & Enterprise, Riverside Mill, Mountbatten Way, Congleton, Cheshire CW12 1DY

Date

Tuesday 16th June 9.30am till 4.30pm; includes a light lunch.

To book your places at this event please contact Jackie Randles on 01260 540570

Email

jackie.randles@eastcheshirechamber.co.uk

Terms and Conditions

Please note to register, businesses must meet the definition of a small to medium size enterprise and be based in the North West of England. Retail businesses are excluded from support from the Access to Finance Service.

If you can't attend the events but would like a conversation with Access to Finance please email john.moore@a2fnw.co.uk or call us on 07872 113 094

NEW EAST CHESHIRE CHAMBER MEMBER VINCE TOVEY, ANSWERS COMMON QUESTIONS ASKED BY THE GROWING NUMBER OF SME'S ACROSS THE REGION

Q: Things are looking good for the business, I have a strong order book but I am struggling to buy the goods to fulfil incoming orders, as I have limited credit from my suppliers and the banks won't help me. Is there another option?

A: Trade Finance could be the ideal solution for you. At Davenham Trade Finance, we can help by paying your supplier directly for the goods, allowing you to fulfil your forward orders and ultimately increase your turnover and your profit. We do this on a transactional basis, so you can decide whether to utilise our facility for every purchase you make or just for specific orders that you receive throughout the year – this is especially useful if there is a seasonal element to your business.

In order to provide you with Trade Finance, our team initially look to understand the

transactions you will be asking us to assist with as well as ensuring the business has experienced management teams who know the sector, suppliers and customers.

Q: Can Davenham Trade Finance help manufacturing or engineering businesses, where there are no "goods" to buy – more a requirement for raw materials and working capital?

A: Although this is a slight deviation from traditional Trade Finance, at Davenham, we can assist if the business has any unencumbered assets that we can take a charge over in return for providing a Working Capital Facility similar to an overdraft facility.

We can also consider lending to new and young SME's as well as more established businesses, as long as the management team are experienced in their sector.



Vince Tovey, Davenham Trade Finance

At Davenham Trade Finance, our professional and friendly team works in partnership alongside business owners, to offer a helpful solution to a common problem facing a growing number of SME's. Our Trade Finance solution allows you to concentrate on fulfilling customer orders and growing your business.

If you are facing a similar predicament and would like some advice, please contact Vince Tovey on 0161 837 1601 or vincetovey@davenham.co.uk

For further information on our full range of services, please visit www.davenhamtradefinance.co.uk



Crossroads care service

Carers Trust 4all are a local charity providing support for carers and people with care needs. A Carer is anyone who provides care for someone with a disability, illness or frailty due to age. Some people find caring suddenly thrust upon them when accident or illness strikes. Others find caring comes on gradually as a family member ages.

Whatever the cause, caring brings with it demands that require lifestyle changes for the Carer. Our aim is to relieve the stresses faced by Carers, e.g. stresses caused by demands on time, energy and finances.

We are a network partner of Britain's largest charity supporting Carers, Carers Trust, which champions Carers issues at a national level. Locally we work with over 3,000 people and we employ 160 trained professionals to provide support to people with any type of disability or health condition.

We provide a wide range of services for example:

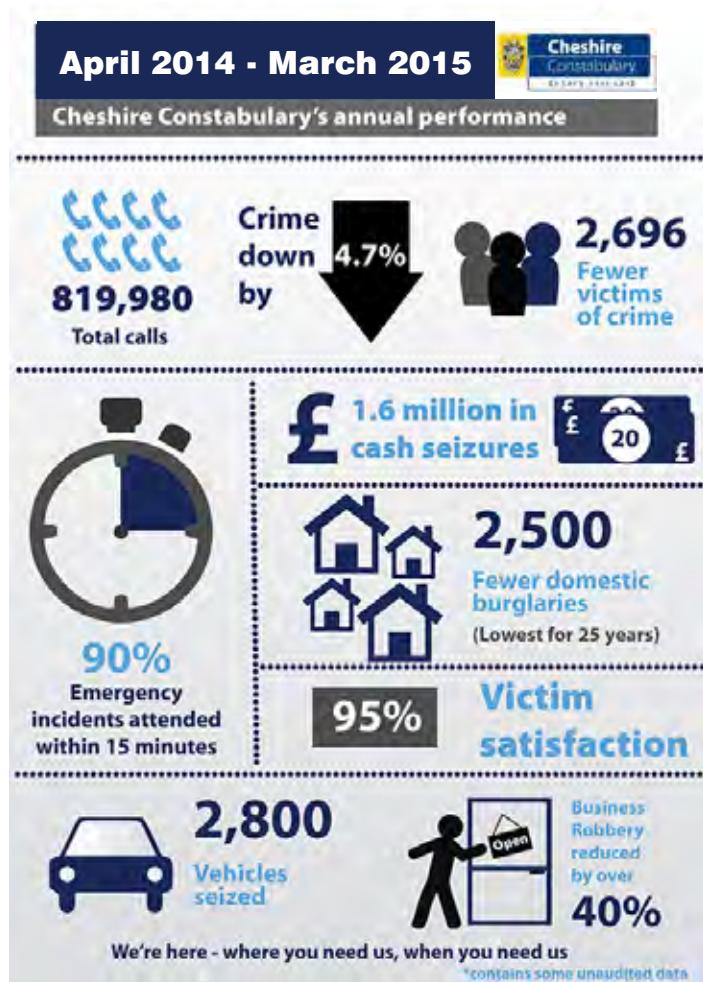
Carer's breaks where trained Carer Support Workers provide care whilst the Carer has time off, otherwise the Carer may not get a day off for months on end.

Young Carers Groups which help those under 18 to overcome the social isolation brought about by caring for a parent or sibling.

Social Skills Groups for children or adults with Asperger's Syndrome.

Carers Trust 4all were delighted to become the East Cheshire Chamber of Commerce chosen charity for 2015. Sandy Graystone, Fundraising Co-ordinator for the charity said "We are incredibly grateful for the support provided by East Cheshire Chamber of Commerce in this our special 25th anniversary year. It will help us make a real difference to local Carers as they face one of life's most demanding challenges. (Find us at www.CarersTrust4all.org.uk)





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28 Reasons to join the Chamber Of Choice

1. B2B Referral Scheme

Putting members together to create business opportunities.

2. Access to Mailing Lists

Receive the latest news and event up dates via email to keep you in the networking loop.

3. Use of Chamber logo

Opportunity to use the East Cheshire Chamber logo in a publication 'Member of'.

4. Membership Certificate

Once a member has joined they will receive a membership certificate.

5. Free Legal Helpline

Myers & Co specialise in providing high-quality advice regarding Business services - Contact Dermot Callinan 01782 525010 Will - Contact Stephen Myers 01782 525007 Property - Contact Kerry Dundas 01782 525016

6. Chamber HR Package

Chamber Resource has been devised by Myers & Co Solicitors to give Chamber members a flexible one-stop service for employment issues. Contact Karen Coleman - 01782 577000

7. Discounted Vehicle Hire

Contact Cheshire Vehicle rental for discounted rates on vehicle hire Tel 01260 280433

8. Competitive Business & Vehicle Insurance

County Insurance Consultants offer 10% discount on all insurance policies and business insurance to members of East Cheshire Chamber of Commerce. Call your dedicated Chamber Insurance phone number of 0800 980 3466 or email sales@countyins.com and quote 'Chamber Insurance'.

9. Networking Events

The Chamber hosts a variety of networking events.

10. Export Document Authorisation & International Trade Advice

David Watson and Jackie Randles have both completed a course on Certification Procedures. This gives them the right to stamp and authorise legal exporting documents. Jackie Randles - 01260 540570

11. Roadside Rescue Package

ALPS has many years' experience in providing a comprehensive range of road rescue solutions to brokers and their clients. Contact ALPS - 0843 178 0600

12. Low Cost Debt Recovery Service

£1 to £10 for the first demand letter to a debtor (plus VAT) Myers & Co Solicitors. Kelly Sweetmore - 01782 525003

13. Discounted Training Packages

The Chamber provides advice on up and coming courses. Jackie Randles - 01260 540570

14. Business Awards

Every year the Chamber holds an annual Business Awards event. This is a celebratory evening for all local businessmen and women to showcase the best of East Cheshire.

15. Annual Golf Day

Join East Cheshire Chamber of Commerce at the prestigious venue 'Vale Royal Abbey Golf Club' for a fabulous day of golf followed by dinner at the Abbey.

16. Discounts on Magazine Advertising

Members can advertise in 'The Chamber' magazine at reduced prices. Jackie Randles - 01260 540570 or email jackie.randles@eastcheshirechamber.co.uk

17. A Voice to Local & Central Government

A voice to local and central government via our connectivity to our local authority and members of parliament.

18. Free Employment Law Audits Employment

Free health check of your employment contracts and other documentation. Karen Coleman, Myers & Co Solicitors. 01782 525005

19. Discounted Merchant Banking Services

Merchant banking services available at discounted prices. Please contact Jackie Randles 01260 540570 or email jackie.randles@eastcheshirechamber.co.uk

20. Email Shot Service

For a £50 plus vat we can send out and email for you outlining the services that your business offer which will reach all the members of East Cheshire Chamber of Commerce.

21. Clay Pigeon Shoot

A Clay Pigeon Shoot is held each year.

22. Chamber Open Day

The Chamber Open Day gives members the opportunity to showcase their business.

23. Membership of Marketing Club

Free initial consultation provided by TMC giving Chamber Members access to high-level marketing advice and consultancy with the specific aim of making a real difference to your business. Contact TMC - 01260 295700

24. Christmas Lunch

Christmas Lunch is a very popular event which is held at the prestigious Pecks Restaurant in Congleton.

25. Telecom Service Solutions

Set up in 1994, Auditel delivers highly effective cost management solutions to organisations throughout the country. Mike Somers - 01260 280270 or email mike.somers@auditel.co.uk

26. Employee Health Scheme

AXA Healthcare & Westfield Health are offering Chamber members Business Healthcare plans and corporate health insurance. Visit www.axapphealthcare.co.uk or please call 0800 38 77 54 Visit www.westfieldhealth.com/hti

27. Free Strategic Health Check

Business Doctors has developed and helped transform hundreds of companies across a spectrum of industries - Free consultation available to all members. Kevin Cook on 07801 399508 or email kevinc@businessdoctors.co.uk

28. Fuel Card Services

Save money on refuelling with The Fuelcard People we offer you an unbeatable range of fuel cards covering every major station brand. To find out more visit www.britishchambers-fuelsavings.co.uk/eastcheshire





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18% ORGANIC GROWTH FOR THE COUNTY GROUP

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Following the end of our Financial Year, The County Group announced a very strong result with 18% organic growth being achieved. This is across our two main trading brands which are County Insurance and JSW Insurance.

Dave Clapp, CEO, comments "We have seen fantastic results across the group with our commitment to delivering what we promise for our customers and providing them with a tailored insurance solution that suits their needs.

The first year trading for JSW under our wing produced a sterling result with organic growth in excess of 20%. We also managed to purchase two further businesses through County Insurance towards the end of the year which we expect will put another £2.5 Million under our control this year.

With a pipeline that is currently bulging, we expect to be able to conclude at least another two deals during the next financial year as well as further developing our customer numbers through increasing our presence in new locations.

To this end we have opened offices in both Liverpool and Chester before Christmas, ensuring we are as close to the customer as possible in order to maximise our hit rate on converting new business opportunities."



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CONGLETON MARKETING AGENCY SCOOPS REGIONAL AND NATIONAL AWARDS!



TMC Strategic Communications have been named winner of the Excellence in Customer Service Award at The East Cheshire Chamber of Commerce 10th Annual Business Awards, as well as securing top spot for best in Corporate Communications at the national Recommended Agency Register (RAR) Awards in London.

Managing Director of the Congleton-based marketing agency, Tim McCloud said of the coveted Chamber Award: "We were up against some really tough competition from other businesses in the region, so we're absolutely delighted to win this award."

TMC are also very proud to have been recognised for Corporate Communications at the RAR Awards as it reflects their specialism in and passion for business-to-business strategy and communications.

RAR is the marketing industry's leading independent governing body with a database of over 6000 agencies. Offering

consultancy services to clients, to support or lead their agency selection process. RAR invites clients to provide ratings and testimonials on registered agencies. From this, finalists for each award category are selected based on ratings received for each category.

"We all work really hard to deliver over and above what our customers expect, and to receive this independent recognition is proof that we're getting it right. None of it happens without teamwork, and I'm really very proud of what we've achieved at TMC."

Tim McCloud, MD

TMC were RAR finalists for the following 7 categories

- Brand strategy
- Client service
- Corporate communications
- Effectiveness
- Public relations
- Sponsorship
- Events

RAR+ AWARDS
WINNER 2015

	RAR AWARD WINNERS	1x
	RAR AWARD FINALIST	6x



NEW VIDEO PRODUCER ADDS TO GROWING TMC TEAM

TMC has appointed Gareth Lang as Video Producer to support the full service agency's increasing demand for corporate videos and the expansion of the in-house studio team.

"It's a fantastic opportunity for me," said Gareth, "I love what I do, and joining TMC will allow me to work with a much bigger creative team".

Want to join the team?

We are looking to recruit a PHP Web Developer and an Account Manager

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tmc

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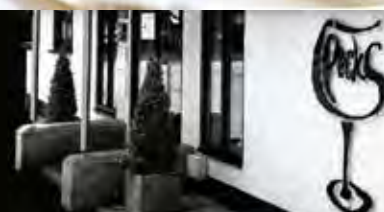
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