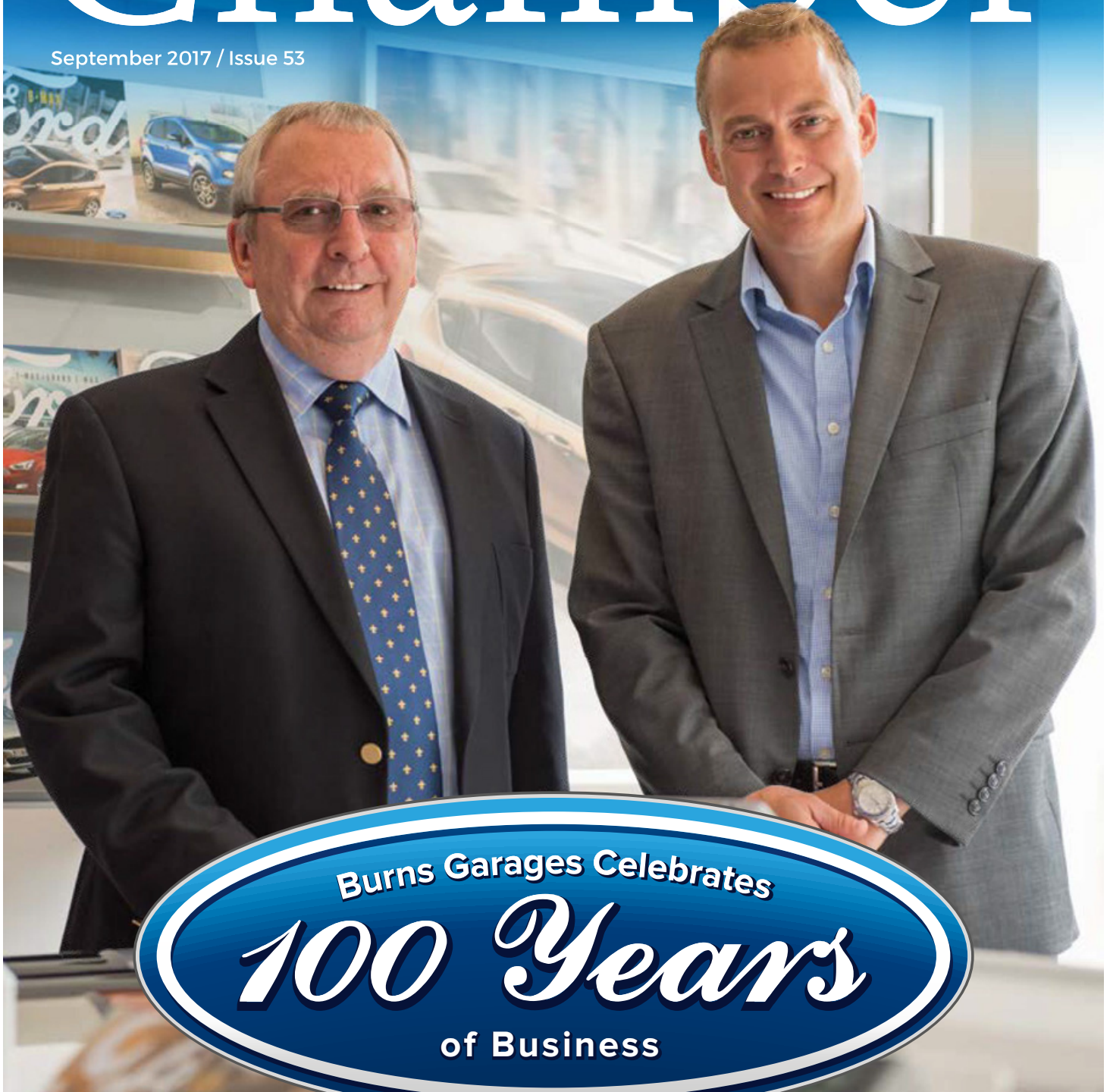


THE BUSINESS MAGAZINE FOR EAST CHESHIRE

East Cheshire
CHAMBER
of commerce & enterprise

Chamber

September 2017 / Issue 53



Burns Garages Celebrates
100 Years
of Business





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Welcome from the Chief Executive



On the front cover of the September 2016 edition of the CHAMBER we reported the opening of the Prism Technology Barn Offices on John Bradshaw Court in Congleton. Prism have been in business in Congleton for 15 years.

We are very pleased that on the front cover of this September edition we are reporting of another great success story, that BURNS GARAGES will soon be celebrating 100 years of business in Congleton. You will find some fascinating history and details of their journey through those hundred years on pages 10 and 11 in this magazine.

I am sure that you will all join the Chamber in congratulating the Burns family on this achievement. During 2018 BURNS GARAGES

will be holding several events in recognition of this milestone and hopefully one of those events will be one of the Chamber's "Thursday Thirty" network meetings.

On pages 8 and 9 you can read the report on the CHAMBER Golf Day, held at Vale Royal Abbey in June. Once again the main sponsor was Blue Bell BMW and they certainly put on a great show of support.

There were cars around the course from the BMW and MINI ranges and Blue Bell provided a MINI ONE as the prize for a "Hole In One" on the tenth hole. The golf day's winning team this year was Picea Designs and they did this on their tenth attempt!! Perseverance obviously pays off, well done to Picea Designs.

In the last edition of the CHAMBER I referred to the General Election that was called for on

June 8th and wrote "... I wonder if we will have another surprise on the morning of June 9th!"

Well, I think quite a few people were surprised at the result. However, Fiona Bruce MP not only held on to her seat in the house as the elected member for the Congleton Constituency, but she increased her majority quite significantly.

Our congratulations go to Fiona and we look forward to continuing our work together in support of local businesses.

If you have any news items that you would like to be considered for inclusion in the CHAMBER please send them to Jackie Randles.

Events Calendar

Thursday Thirty

5th October 2017

08:30 am – 10:00 am

Deaville & Co

Alderley Park Conference Centre

Alderley Park, Alderley Edge

Cheshire, SK10 4TG

Clay Pigeon Shoot

18th October 2017

Sponsored by Business Doctors

Cloudside Shooting Ground

Red Lane, Congleton

Cheshire, CW12 3QG

Details to be confirmed

Thursday Thirty

16th November 2017

08:30 am – 10:00 am

Silk 106.9, Adelaide House

Adelaide Street

Macclesfield, Cheshire

SK10 2QS

Christmas Lunch

1st December 2017

Pecks Restaurant

Newcastle Road

Congleton, CW12 4SB

Booking forms will be

emailed out 4 weeks

before the event

Thursday Thirty

18th January 2018

08:30 am – 10:00 am

Visyon, Fellowship House

Park Road, Congleton

Cheshire, CW12 1DP

Thursday Thirty

1st March 2018

08:30 am – 10:00 am

Franklyn Financial Management

John Bradshaw Court

Alexandria Way, Congleton

Cheshire, CW12 1LB

Annual Business Awards

23rd March 2018

0.6.45 pm – 00.30 am

Cranage Hall

Byley Lane, Cranage,

Cheshire, CW4 8EW

Thursday Thirty

12th April 2018

08:30 am – 10:00 am

East Cheshire Hospice

Millbank Drive

Macclesfield, Cheshire

SK10 3DR

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 forms

A word from Jackie Randles

It is September already and our feet have hardly touched the ground so far this year



We have more events to come to take us through to Christmas and plans are already underway for the Annual Business Awards 2018!!

We have two more Thursday Thirty meetings before Christmas, one at Alderley Edge Conference Centre and the November meeting at the home of Silk 106.9 radio.

The Autumn Clay Pigeon Shoot (sponsored by Business Doctors) will be held on 18th October in the beautiful setting of Cloudside

Shooting Grounds and of course, the annual Christmas Lunch at Pecks Restaurant on December 1st!

Although we are a small team here at Riverside, we are proud that whilst organising networking meetings and events where members can generate new business leads to help them grow their businesses, we continue in supporting our members with information and guidance with positive results.

Jackie

New Members

The Chamber extends a very warm welcome to the following new members:



Connecting people to products and services.

www.instaqode.com

Tel: 07909 907760

4 Cranage Manor, Knutsford Road, Cranage, Cheshire, CW4 8EQ



As an independent brokerage with access to all funders, Nova will help you secure the funding you need to grow and succeed in business.

www.novacommercialfinance.co.uk

Tel: 01625 613331

204 Buxton Road, Macclesfield, Cheshire, SK10 1NF



With a large variety of in-house drilling rigs, Dunelm can provide Eurocode compliant ground investigations with a professional, nationwide service.

www.dunelm.co.uk

Tel: 01477 668142

No1. The Old Shippin, Sandlow Green Fm, Holmes Chapel Rd, Holmes Chapel, Cheshire CW4 8AS



Cloudside provide undeniably the finest clay shooting in the North west of England. No other venue provides the excitement of shooting in such idyllic surroundings.

www.cloudside.co.uk

Tel: 01260 226392

Red Lane, Congleton, Cheshire, CW12 3QG



INTRO NW offers a personal & confidential matchmaking service for professional single adults in Manchester & Cheshire looking for a real relationship.

www.intro-nw.com

Tel: 0161 468 2727

The Colony HQ, Altrincham Road, Wilmslow, Cheshire, SK9 4LY



Sandbach R.U.F.C. are a rugby club at the heart of the community. Ask us what we can do for you; if we can, we will!

www.sandbachrufc.co.uk

Contact: chairman@sandbachrufc.co.uk

sponsorship@sandbachrufc.co.uk

Bradwall Rd, Sandbach, Cheshire, Sandbach CW11 1RA



GoSecure offers cyber security solutions including penetration testing, security and incident event monitoring and advanced adversary protection.

www.gosecure.net

Tel: 07921 474693

uk_info@gosecure.net

Unit B, The Outdoor, Ling Road, Poole, Dorset, BH12 4PY

If you are interested in joining East Cheshire Chamber of Commerce.

Please contact David Watson at david.watson@eastcheshirechamber.co.uk or Jackie Randles at jackie.randles@eastcheshirechamber.co.uk

Riverside, Mountbatten Way, Congleton, Cheshire CW12 1DY

Tel: 01260 540570 **Fax:** 0845 6766376

www.eastcheshirechamber.co.uk



Spring Clay Shoot

May, The Cloudside Shooting Ground

The East Cheshire Chamber of Commerce Spring Clay shoot took place in May at The Cloudside Shooting Ground, Congleton.

The East Cheshire Chamber of Commerce hold two Clay Pigeon shoots a year at Cloudside, the Spring one being sponsored by Berisfords Ltd., Congleton and the Autumn one sponsored by Business Doctors.

Once again the weather was kind to the competitors and following a good days shooting the winning team was declared as Reliance Medical and Guests.

The best individual score was won by Richard Howe of Senior Aerospace with second place going to James Moore of Brighter Bills and third place was taken by Martin Knipe of The Playground Company. Hannah Kennedy had the best Ladies Individual Score.

Those taking part in the shoot were treated to a "Cloudside Steak Pie" dinner and later a raffle was held in support of the East Cheshire Chamber's Charity of the year, Kidneys For Life.

The Autumn Clay Shoot will take place in October.

Richard Howe
Senior Aerospace
Bird Bellows
First Place



James Moore
Brighter Bills
Second Place



Martin Knipe
The Playground Company
Third Place



BUSINESS PROPERTY RELIEF – DO YOU QUALIFY?

Business Property Relief (BPR) was established to provide the UK's SME sector with some protection on the event of the death of the principal shareholder. It was established to help companies and beneficiaries to continue trading when faced with an inheritance tax liability that could end up forcing a sale to cover the bill. BPR can offer up to 100% relief from inheritance tax, a potential saving of 40% on the value of the business. If you're a family-owned or small business, read on to find out more about qualifying for BPR.

Do you qualify?

Any interest in a business can qualify for BPR provided it meets certain criteria. This includes shares in a limited company or an interest in a partnership or a sole trader's business. Other assets owned for the purpose of your business can also qualify, sometimes at a reduced rate of 50% subject to certain caveats.

Understanding if you qualify can be tricky, here are the top four criteria to consider:

1. Minimum period of ownership

You must have owned the business interest for a minimum of two years.

One benefit of the legislation is that if you have sold your qualifying business, you can benefit from the relief by investing in a replacement business which qualifies for relief, even if you have not owned that new business for two years.

One trap to be aware of is that whilst a transfer between spouses made on death will mean that the surviving spouse inherits the ownership, this is not true for a transfer made during lifetime, even between spouses.

2. How HMRC decides if a business qualifies for relief

Often business will have a mixture of assets used for trading and investments. The important point is that the business is not 'wholly or mainly' an investment business. For example, it must not consist wholly or mainly of the following:

- (i) Dealing in securities, stocks or shares;
- (ii) Dealing in land or buildings; or
- (iii) Making or holding investments

Generally HMRC will consider the following five tests for the trading and investment elements of the business:

- Capital employed
- Time
- Turnover
- Profit
- Overall context

Considering all of these elements means that a trading business is allowed to, in some circumstances, own investments e.g. a rental property or listed shares, provided the above tests favours the trading business.

However, advice should be taken to ensure this is the case and if not, seek guidance on how to restructure the business so the relief is not lost.

3. Will the value of the whole business qualify for relief?

Some assets will be excluded from BPR, even if the remainder of the value of the company qualifies for it.

This is the case if the company has a large sum of cash or other assets not used for the purpose of the business which:

- Have not been used for the business throughout the two years before the transfer.
- Are not required for future use in the business.

It is a good idea to consider this on an annual basis and keep regular notes of the purpose of the assets, for example if it's earmarked for a specific trading project, to maximise the relief.



If you'd like to find out whether your business qualifies, please contact Helen Gowin, Partner at SAS Daniels on:

☎ 01260 282351

✉ helen.gowin@sasdaniels.co.uk

4. The business must not be subject to a binding contract for sale

Usually a binding contract for sale will be obvious, but there is another trap here where agreements are made for business interests to be dealt with in a particular manner on death.

For example, if a Shareholders Agreement states that on the death of one of the shareholders, the personal representatives must sell the shares to surviving shareholders, this could constitute a binding contract for sale.

The effect would be that even if the shares qualified for business property relief in every other way, the relief would be lost on death.

To achieve the same objective whilst still qualifying for relief, 'put and call' options can be put in place instead. It is sensible to review your documents to ensure that you do not inadvertently lose the relief.

There are specific rules for group companies to consider too so they should also seek legal advice.

For SME business owners, it is a good idea to have a regular 'health check' for your business to ensure it will qualify for BPR from inheritance tax.

The key things to look out for include: is there a significant amount of investment activity or a large sum of cash in the business? Or, are there agreements as to what happens on death which may restrict the relief?

No business should assume it qualifies for 100% BPR, but reviewing the above four points should help you understand more about the criteria for qualification.



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legal advice
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tomorrow.**

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💻 www.sasdaniels.co.uk



**Picea Designs
First Place Winners**
Presented by Mark Bailey
from Bluebell BMW

Chamber Golf Day Report 2017



myers&co
solicitors

*Vale Royal Abbey was once again the venue for the
2017 East Cheshire Chamber Golf Day.*



**Brownlow Inn
Second Place Winners**
Presented by Nigel Moorhouse
from Roman Lodge Estates



**Jai Chadwick
Reliance Medical Team
Putting Competition Winner**
Presented by Stephen Myers
from Myers & Co



**Peter McNulty
Hammond McNulty
Nearest the Pin Winner**
Presented by Franklyn Financial



**Jo Darton
Astbury Ladies Team
Ladies Best Individual
Score Winner**
Presented by Steven Percy
from SAS Daniels



■ Reliance Medical Team



**SAS Daniels
Third Place Winners**

Presented by Jonathan Bloor
from Richborough Estates



■ Myers & Co Team



**Steven Percy
SAS Daniels
Longest Drive Winner**

Presented by Peter Bowers
from Berisfords

On a very warm and sunny mid summers day 21 teams of four played the beautifully prepared course.

The main sponsors of the day were Blue Bell BMW and an array of cars from the BMW and MINI ranges were at various locations around the course. They also supplied a MINI One as a prize for a "Hole In One" on the tenth hole.

The putting competition, won by Jai Chadwick of the Reliance Medical Team, was sponsored by Myers & Co Solicitors. Other sponsors who presented the trophies to the winners later in the evening were Berisfords Ltd., SAS Daniels, Franklyn Financial

Management, Roman Lodge Holdings and Richborough Estates.

The winner of the Longest Drive was Steven Percy of SAS Daniels, Nearest the Pin was won by Peter McNulty of Hammond McNulty and Best Ladies Individual Score was won by Jo Darton of the Astbury Ladies Team.

In third place overall was the SAS Daniels Team and the Brownlow Inn Team came in second. The first prize went to Picea Designs who have been regular competitors in the East Cheshire Chamber Golf Day for some years.

Although there were hole in one prizes on three holes, the MINI, a golfing holiday in Portugal and a weekend at the Forest Of Arden Golf Resort, no one's shots were accurate enough to claim one of these prizes. Following a superb roast beef dinner a raffle and auction was held which raised £2115.00 for the Chamber's Charity of The Year Kidneys For Life.

BLUE BELL



Tel: 03446 593877
www.bluebellcrewbmw.co.uk

BURNS GARAGES

Canal Street Showroom,
circa 1960

The 'Flying Flea'

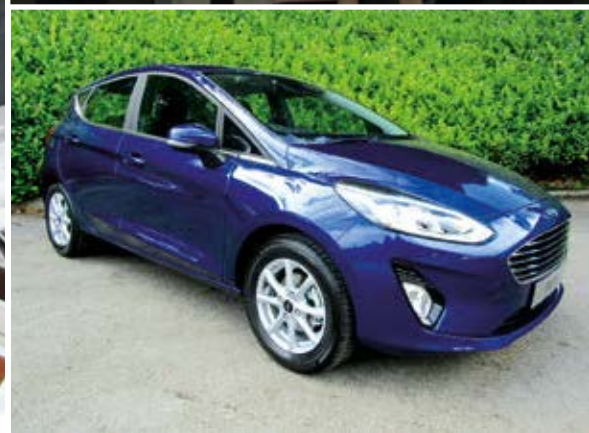
1924 Model T Sedan outside
St Mary's Church, Astbury

Burns Garages Celebrating

100 years of business
1918 – 2018



Ian Burns, Leo Burns
and Robert Burns
3 generations of Burns family





b
burns
 GARAGES
Driven Since 1918
100
YEAR
 ANNIVERSARY

Robert Burns reflects on 100 years of business.

Our upcoming anniversary has given me the opportunity to reflect on our history and the achievements we have made to make the business what it is today. I am very proud to be the current custodian of a 100 year old business!

My Great Grandfather Robert (Bobbie) Burns came to Congleton in 1914 from Manchester, where he had been in charge of vehicle assembly at Crossley Motors. On arrival in Congleton he became a partner at Wadesons (previously Hiskins & Woollorton), a business specialising in building and repairing horse drawn vehicles. These vehicles were held in high regard with several being exhibited at Crystal Palace, the forerunner of today's Motor Show.

In 1918 Bobbie bought out Thomas Wadeson, starting the Burns Garages journey. With increased demand for motorised transport

and Bobbie's understanding of the need for excellent customer service, the business soon flourished. Today our staff continue to abide by Bobbie's philosophy of complete customer satisfaction.

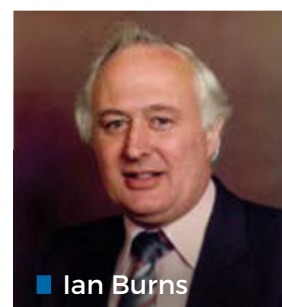
My Grandfather Harold, Mayor of Congleton in 1972, will perhaps be best remembered for his exploits with the Flying Flea, an aeroplane constructed at the Garage and flown (& crashed with frequency) from Back Lane.

Continuing in the family trade, my Father Ian joined the business in the early 1960's. At this time the business moved into our current locations of Canal Street & Radnor Park Trading Estate and saw a dramatic increase in sales.

Today, my focus remains on customer satisfaction, and I'm very proud that we have won the prestigious Ford Motor Company Chairman's Award 6 times in recent years. We continue to expand and invest in our business and I look forward to continuing this journey.



■ Harold Burns



■ Ian Burns

b
burns
 GARAGES 
Driven Since 1918

Thursday Thirty Celebrates

5 year anniversary!

A chance conversation with a Chamber member 5 years ago started the journey of the Thursday Thirty networking meetings.

When the Chocochino café opened its doors in 2012 many people thought that the attached Indian Restaurant had closed, the proprietor asked if we could help to get the word about that this was not the case.

David suggested holding a networking meeting at the premises and Chocochino offered to provide breakfast for up to 30

people and so on 18th October 2012 the Thursday Thirty breakfast meetings were launched!!

The meeting started at 8.30am with breakfast followed by a short presentation from our hosts and then networking amongst the guests, this format remains the same to this day.

A guest at that meeting, Nigel Moorhouse, asked if he could host a meeting at Congleton Town Football Club in December and since then we have hosted 38 meetings

(some members have hosted more than one meeting) over 5 years which are held approximately every 6 weeks.

We have had meetings at various locations within the Cheshire East region, seeing where many of our members run their businesses and we have enjoyed varied breakfast menus along the way.

We have received some terrific feedback from these meetings about the many introductions that have proved positive with business deals going forward.

Recent Breakfast Networking Meetings

East Cheshire Hospice

East Cheshire Hospice in Macclesfield was the venue for the 24th August meeting. Camilla Crockett delivered an interesting presentation after breakfast and guests were invited to have a short tour of the hospice.



Jackie Randles – Chamber Director,
Nina Harrison – Harts Marketing Administrator
and guest Verity Deaville from Deaville & Co

Harts Limited

Harts Limited chartered accountants hosted the meeting on 8th June at their offices in Macclesfield. Andrew Whitely gave a short presentation about the services of Harts Limited after breakfast.



The Rossendale Trust

The meeting on July 20th was hosted by the last years Charity of the Year 'The Rossendale Trust' at their main hall in Sutton, near Macclesfield. Andy Ceaser, Head of Care gave a very informative presentation after a delightful breakfast explaining how business support is very important to the trust and how the charity benefited from being the Charity of the Year for East Cheshire Chamber of Commerce.



Thank You

To the businesses who have hosted Thursday Thirty events



Forthcoming Christmas Lunch

The Christmas Lunch will be on

Friday 1st December 2017 at Peck's Restaurant,
Newcastle Road, Moreton, Congleton, CW12 4SB.

Further information and booking forms will be
sent out 4 weeks before the event.



Chamber News 2017

A round-up of news from across the network.

Cyber Crime

Protect your business by protecting yourself

The risk to businesses from cyber-attacks (cyber-crimes) is significant and growing.

The threats include;

- Ransomware – Malicious software (malware), which prevents access to data until a ransom is paid.
- Denial of Service (DoS) – Caused by numerous requests sent to a server from ‘bots’ infected by malware.
- Phishing – Emails that appear to be from genuine businesses e.g. PayPal, which will install malware on your device if a link is clicked or attached file is opened.

If individuals are aware of these threats, and know how to protect themselves, half of the battle against cyber-crime is won. Good, non-technical security practices, have the potential to reduce the risk of a successful cyber-attack by up to 80%.

Follow these three simple steps and you can mitigate a large proportion of attacks:

1. Use strong passwords; don't use the same one for everything, and never share your passwords.
2. Keep your device updated.

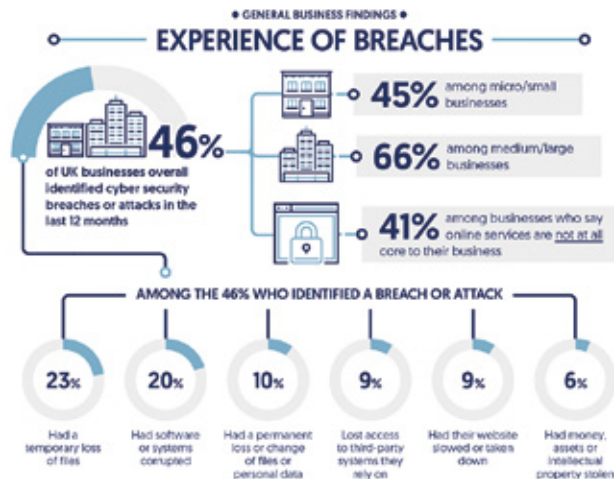
3. Install and keep up to date suitable anti-virus and/or anti-malware software

www.getsafeonline.org also has a host of tailored resources and advice on how to protect yourself and your business.

If you become a victim, Action Fraud is the UK's national fraud and cyber-crime reporting centre.

To report a cyber-crime go to www.actionfraud.police.uk/report_fraud, or call 0300 123 2040.

Action Fraud is not an emergency service, so if you feel you need an immediate response, call 101 or 999 if you or your businesses are in immediate danger.



Cheshire Constabulary



Cheshire Firefighters

Cheshire Fire and Rescue Service has a dedicated team to help businesses across Cheshire East to stay safe from fire.

The business safety team is led by Business Safety Manager Tracey Carter and the aim of the department is to help businesses understand their legal obligations under the Regulatory Reform (Fire Safety) Order 2005 which came into force on October 1st 2006.

Business Safety Advocates Sarah Marshall and Sandra Buckle can advise businesses on how to tackle the threat of arson, and assisted by volunteer Bob Briscoe, they carry

out a program of business safety reviews, which act as a pre-audit checklist. This helps companies prepare for official fire safety audits which ensure the safety of premises, should a fire break out.

Tracey Carter said: "By supporting businesses we hope to relieve some of the anxiety surrounding the audit process. All businesses need to comply with the Fire Safety Order and we are here to help. My team will go out and visit businesses personally and provide help and advice where needed, to ensure the safety of the business but also that of its staff and visitors."

"During these visits it's a good opportunity to remind employers to review fire risk assessments and training and make sure existing staff know the importance of fire safety."

For more information please contact **Tracey Carter direct on 01606 868761** or visit the business safety pages on the website **www.cheshirefire.gov.uk**





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Maria Regan - Individual Banking Manager

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Wilmslow, SK9 1NY
Tel: 01625 529296
handelsbanken.co.uk/wilmslow

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Royal Liverpool to Manchester Royal Cycle

17th Sept

Cycle 50 miles through the Cheshire countryside, from one transplant hospital to another, in support of Kidneys for Life.

£15 non refundable registration fee

£50 minimum sponsorship



If you would like to take part or want to find out more email or call Carol Bonham on:

carol.bonham@kidneysforlife.org
07714 864 833



Charity number 505256

GIVE YOUR BUSINESS ...SPACE

If you need space to meet, space to train, space to exhibit or even space to party Congleton Town Hall can help.

- 3 rooms available to hire
- Accommodate 2 – 220 people
- Open 7am – 2am
- Free Wi-fi & projector use
- Upgraded sound system
- In-house caterers

FOR A VISIT OR MORE INFORMATION:

T 01260 270350 ext 1
E info@congletontowncouncil.co.uk
W www.congleton-tc.gov.uk



Congleton Town Hall

is a great space for Business

If your business needs space, check out what Congleton Town Hall has to offer!

The building can be open from 7am through to 2am every day and has three rooms of varying sizes available to hire.

Prices start at just £15 per hour. Congleton Town Council has invested in better sound systems, and the Town Hall in-house catering team will provide for all your food and drink requirements.



**CONGLETON
TOWN HALL**

Come and see how we can work with you.
call 01260 270350 ext 1



Macclesfield College

More than 40 partners and stakeholders gathered in June at Macclesfield College for an Engagement Dinner hosted by its Principal and Chief Executive, Rachel Kay.

This event saw the coming together of people and organisations from across the county who have supported and believed in the vision the College set out back in 2015, and have helped it move from strength to strength through collaboration and strategic support.

Students worked together alongside the event sponsor and Macclesfield College's student employment partner, De Vere Cranage Estate, to create a professional event with Level 3 Professional Cookery students designing the menu and cooking on the night. Katie Shipton, Level 3 Art and Design student,

designed the invitations as well as the menu and place cards.

Guests were welcomed with a champagne reception and treated to a delightful five course dinner, prepared and served by Level 3 Hospitality and Events students in the College's Silk Room.

Whether you're looking for study options after GCSEs for young people, or you're interested in courses for adults or training for businesses, you'll find it all at Macclesfield College of Further and Higher Education. The College is based at Macclesfield Learning Zone - a modern state of the art campus at Park Lane.



DE VERE
CRANAGE ESTATE

De Vere Cranage Estate

A charming hotel and venue in Holmes Chapel

Formerly the country seat of the Armistead family, De Vere Cranage Estate is still very much a rural retreat today, tucked away in a peaceful corner of Cheshire.

Seasonal eating is a big feature here. Enjoy freshly cooked dishes at the Tempus Restaurant & Bar or soak up the laid-back atmosphere at our outdoor terrace. Whilst upstairs rich décor and stylish furnishings ensure our bedrooms provide a welcome place for relaxation.

Byley Lane, Holmes Chapel, CW4 8EW Tel: 01477 536 666

Member Spotlight

Bringing local businesses into focus

Rachel Kay

*Principle and CEO at
Macclesfield College*



Richard Morrell

*Cluster General Manager at
De Vere Cranage Estate*



What motivates you?

Encouraging positive change in individuals through personal and professional development. Witnessing the change in young people, as they work towards a future of exciting vocational opportunities, is equally fulfilling. Personally, I'm motivated by instigating change and empowering my team to perform at their very best.

Who has been your greatest inspiration?

Many inspirational figures have influenced and spurred me on. These individuals all share a tireless drive, total empowerment and absolute refusal to accept the status quo.

What has been your most satisfying moment in business?

Without question, this is moving to Macclesfield College as CEO and Principal. This role enables me to channel a decade of experience into making a tangible difference to the lives of young people.

How do you spend your leisure time?

I love going to the gym and for long walks in our beautiful Cheshire countryside. Most important for me is time spent relaxing with family and friends.

What are today's and tomorrow's challenges?

Change and more change! The constant challenge in this sector is change, whether it be funding changes, area reviews or inspections. However, as Charles Darwin once said: "it is not the strongest of the species that survive, nor the most intelligent, but the one most responsive to change."

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

Honestly, I wouldn't change a thing. It's very rewarding to share the knowledge and experience I've gained throughout my career with my colleagues and the learners here at Macclesfield College.

If you could talk to one person from history, who would it be and why?

Charles Darwin. I would ask him how he was able to attain such wisdom back in the 1850's and to be so profound in his vision, with insights that are still so relevant nearly 160 years on.

Park Lane, Macclesfield,
Cheshire, SK11 8LF



What motivates you?

Good old Hospitality!! In our industry, no two days are the same. We have hundreds of guests to serve and must ensure we exceed expectations and ensure a memorable visit whether it be to a large event, conference or banquet and a leisure or corporate guest. It is so rewarding to see the team exceed their expectations and be recognised in their profession as industry leaders.

Who has been your greatest inspiration?

My father, who sadly is no longer with us. He achieved so much with his career and became a CEO in the USA for a multi-million dollar global engineering company.

What has been your most satisfying moment in business?

Winning a six-figure airline contract at one of my past hotels, which is still there today after ten years!

How do you spend your leisure time?

I have three children and am very active supporting them in their sporting ambitions. I also love to cook, particularly seafood and have a special affinity for Italian wines.

What Are Today and Tomorrow's Challenges?

To ensure De Vere Cranage Estate is best placed to deal with today's uncertainties and to continue to live up to our previous accolade of winning the "Customer Service Award" in the 2017 UK Conference Awards.

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

Very little, as every morning I wake up and I look forward to the day ahead and the positive challenges it may bring. No two days are ever the same, and the unknown keeps me on my toes.

If you could talk to one person from history, who would it be and why?

Winston Churchill. His quote "Never, never, never give up" is very inspiring!

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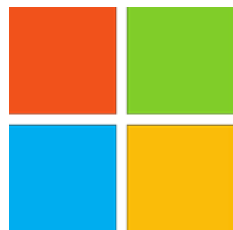
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- Do you have a business Will*?
- Have you carried out a Business Liability Assessment?

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*Exit Strategies and Will writing involves the referral to a service that is separate and distinct to those offered by St. James's Place. Wills are not regulated by the Financial Conduct Authority.

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UK exports are on the rise

Businesses encouraged to trade globally post Brexit



The Department of International Trade (DIT) helped to secure billions of pounds in export opportunities over the past year, setting up 11 trade working groups across 16 countries to strike trade deals and strengthen commercial ties with key trading partners.

Now the International Trade Secretary, Dr Liam Fox is encouraging other UK businesses to seize the exciting opportunities posed by trade with the rest of the world after Brexit:

‘As an international economic department, we are supporting British business to take

advantage of the growing global markets after we leave the EU and design a trade relationship in Britain’s national interest. There has never been a better time for our dynamic and innovative businesses to export their goods and services abroad.’

Overall the latest trade statistics show that UK exports of goods and services have increased - exports stand at £547.6 billion, up 5.8% on 2015.

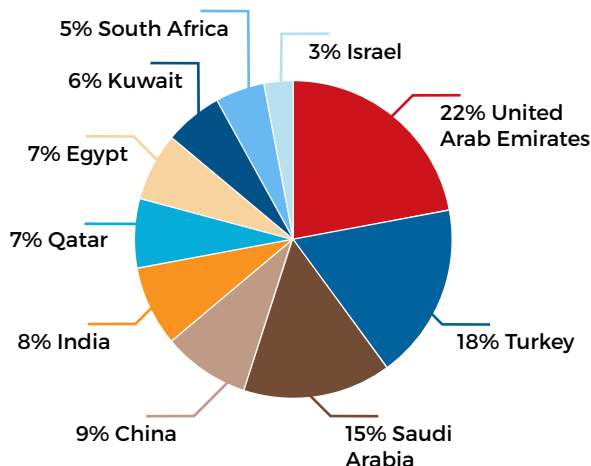
The UK has also attracted more foreign direct investment projects than ever before (year 2016 to 2017). With more than 2,200 projects recorded, the post-referendum figures show an increase of 2% the previous year.

On a more seasonal note.....

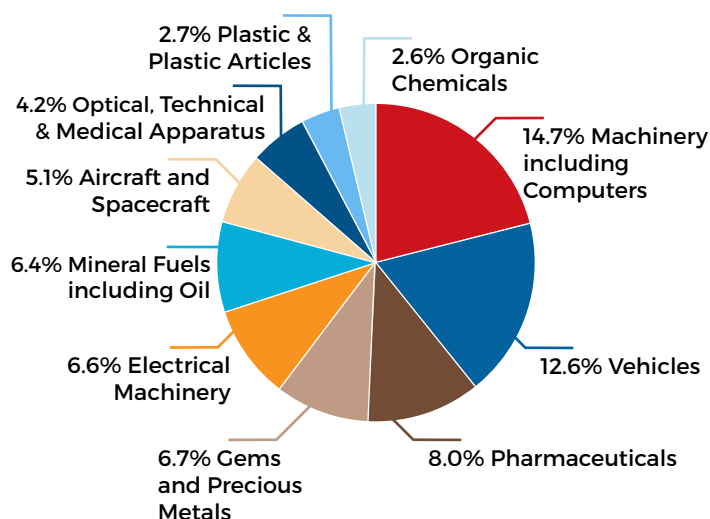
You can find UK holiday exports in travel destinations around the world. Last year alone, more than £300 million worth of these goods were sold to shoppers across the globe showing increasing demand for home-grown summer essentials.

Sunglasses remain one of the top holiday exports, with £3.8 million worth sold to Hong Kong, £4.6 million worth of UK swimwear sold to the USA and more than £1.4 million worth of flip-flops sold to non-EU countries.

United Kingdom Top Ten Export Destinations



United Kingdom Top Ten Export Product Groups 2016





DABBERS' DEN 2017



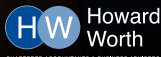
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Congleton's Gold Award Winner

Chris Hamriding Estate Agents

A Congleton estate agent has been crowned as the best in town after coming top in a series of mystery caller challenges.

Chris Hamriding Lettings and Estate Agents won a Gold medal in the British Property Awards 2017 following an independent assessment of the town's estate agents.

Chris, an experienced property professional, founded his estate agency in 2016 and has a prominent office on the High Street, Congleton.

"It is particularly satisfying to receive this accolade as we had no idea that the tests were being carried-out," said Chris. "Assessors called us posing as potential property buyers, sellers, tenants and landlords."

Chris Hamriding Lettings and Estate Agents will now go forward to the British Property Awards national finals.

Chris added: "I worked as an estate agent in the Congleton area for several years before deciding to set up my own business. Experience of the Cheshire house buying market led to the provision of what is



Melanie Edwards and
Chris Hamriding of
Chris Hamriding Estate Agents.

sometimes described as a premium package as a standard. For example, all our sellers get a photography and video package, a free Right Move premium listing and an open house event, hosted by us."

The British Property Awards say:

"We consider a broad spectrum of criteria during the judging process, criteria which often goes unseen by clients, taking a purposeful step away from the traditional model of merely relying on client reviews from successful sales. In total, we judge agencies against a set of 25 criteria, with each criteria being weighted differently. We believe that we provide the most comprehensive awards in the sector.

Our team of experts painstakingly judge all agencies which meet a basic criteria within a given town, before judging which agency has performed outstandingly. If there are no agencies within a given town who meet our minimum threshold then we will not attribute an award for that town."

To find out more about Chris Hamriding Lettings and Estate Agents please go online to www.chrishamriding.co.uk

chrishamriding
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Ground Engineering Awards 2017

Dunelm are delighted to announce that they received the award for Ground Investigation Project with a Geotechnical Value of up to £500,000 at the 2017 Ground Engineering Awards.

The GE Awards brought together 750 clients, contractors, designers and geotechnical experts for a glamorous evening of celebration, recognition and networking at the Park Lane Hilton, London.

Claire Smith, editor of Ground Engineering, commented:

“This year’s winners clearly demonstrate how the UK geotechnics industry is evolving through greater innovation and emerging technology to deliver new levels of engineering excellence while still providing value and sustainable solutions.”

After review by a panel of over 50 expert judges, Dunelm Geotechnical and Environmental Ltd won in recognition of their experience and technical skills in adapting drilling methods and equipment to peculiar site circumstances. The judges were impressed with the way Dunelm worked collaboratively with consultants using detailed local knowledge and experience.

Sam Fishburne (Regional Manager), commented:

“It is with great pride that we can say that Dunelm have won geotechnical investigation project of the year at the GE Awards. It is a true reflection of the continuous dedication, expertise and professionalism of our staff.

And with our newly opened Holmes Chapel office we are now better placed to bring this expertise to the growing northern powerhouse”



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At Rossendale we offer our supporters the opportunity to donate their time at one of our sites, working for a day to achieve tasks which the Trust simply do not have the resources to carry out.

The enthusiastic boost of our supporters has so far enabled us to build raised beds and compost bins, restore outside areas, install a bike rack, clear rooms and re-decorate.

The benefit of this support to the Trust is obvious, however those who carry out the work benefit by a change in environment and working as a team on new tasks.

It also serves as a great way for people to get an understanding of what the Trust do and the people they help.

If you think you could offer the Trust some of your time, please contact us. Teams can be large or small – there is always plenty to do!

The picture shows one of our tenants (at the front) with a team from AstraZeneca.

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