

September 2020 / Issue 61

Chamber

Construction of the Link Road

Great progress being made in the project to link the West and North of Congleton.



The Pear Hospitality Group acquire
The Lion and Swan Hotel, Congleton



Franklyn Financial Management
and Sale Sharks join forces



TMC and Citrus-Si join forces to
deliver impactful CSR initiatives

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Join forces with Citrus-Si to deliver impactful CSR initiatives.

Welcome to our New Members

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

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www.begbies-traynor.com

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Lyndale Business Park,
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Are you 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



Welcome from the Chief Executive

When I wrote in the last edition of Chamber magazine back in January, I said that I thought 2020 would be a challenging year but I had no idea just how challenging it would turn out to be.

To think that we would be closing offices, factories, warehouses, retail premises and hospitality venues on masse could not have been envisaged by anyone. Also, employees working from home or even being furloughed and payed in part by the government would have been unthinkable.

The COVID-19 virus has changed the way we all live in so many ways and will do so for some time yet.

The last few months have been demanding for us all in different ways but throughout that time the country's key workers have done a magnificent job, nursing the sick, keeping us safe and providing support in so many ways. To all of them the Chamber would like to say a very big thank you.

On a positive note I would like to say that we at the Chamber have seen so many business owners taking great initiatives, creating new ways of working, changing practices, developing new products and even changing sectors to keep their businesses working. It's also worth noting that during this period the demand for the Chamber's export document service is at a higher level than at the same time last year.

The Chamber has provided lots of support to our members, sign-posting them to grant funding, advising of loan availability, offering webinars, government information, local updates and export information. I would like to take this opportunity to thank those members who have mailed us expressing their gratitude for the service we have provided.

I hope you enjoy this edition of CHAMBER magazine and if you have any articles that you wish to be considered for the next issue or want to take advertising space, please contact Jackie Randles on:

Jackie.randles@eastcheshirechamber.co.uk

A letter from The Queen



WINDSOR CASTLE

As many organisations around the country are reopening, I send my warmest best wishes and support to business communities throughout the United Kingdom, Commonwealth and across the world.

At a time of great difficulty for many, it is heart-warming to see the civic response and generosity of so many businesses, small and large, to the challenges posed, whether supporting the health sector or vulnerable communities.

As Patron of the British Chambers of Commerce, it gives me great pride to see the contribution you and your members are making to help firms, champion trade and rebuild communities.

I wish all businesses every success in their endeavours in the weeks and months ahead.

Elizabeth R.

Member Testimonials

See what our members have to say about the East Cheshire Chamber:



Reliance Vehicle Management

"The purpose of this email is to say a HUGE THANK YOU to you.

Since COVID-19 started affecting us all, you have sent out regular emails containing links and information to help us as Chamber Business Members.

I appreciate it can be a lonely task for you sat at your desk churning these emails out, however, please do feel proud as this has certainly helped lessen the impact I have had, and without your endeavour and diligence this would not have happened for us."



Safety Screens

"Just wanted to say a big "thank you" for your help and assistance in assuring the return of our Arabian certification today, your support is of course very much appreciated.

I know it's out of your control but appreciate you taking ownership of the situation and assisting us with a quicker resolution."



Reliance Vehicle Management

"I have been passing your emails onto the relevant people on site. The one in relation to PPE, has been escalated to the senior management team."



Contrast

"Thank you so much for this, the support that you and David have provided is outstanding, thank you very much indeed."



DH Osteopathy

"Thank you for your updates regarding everything COVID-19. Much of the information you have provided has been really helpful at a time when my own professional body has been slower to respond, so many thanks for that."



Scolaquip

"This was really useful, thank you for sending out the information. Hope you are all keeping safe."



Springboard

"Thank you for sending through the updates. Fingers crossed we get this grant to help us through this very strange and tricky time."



Prism

"Just wanted to say well done for keeping the flow of information and support coming in recent weeks."



Neon Freight

"Thank you so much for dropping off the documents that you did recently. (and all the support)."



Jackie delivering documents to Neon Freight via bicycle



Hemsley Ltd

"Brilliant information Jackie, thank you..."

Are you 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



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PROUD TO BE WORKING WITH THE NHS



How Acorn Occupational Health adapted to COVID-19

Well, like many businesses, we were like bunnies in the headlights when COVID-19 hit us in March 2020! That could not and did not last for long and we quickly changed in a dramatic fashion. This meant that we really had to be innovative from the start.

As a healthcare provider, Acorn Occupational Health soon became inundated with COVID-19 questions from our customers. Some occupational health providers closed their doors, so we also

received many additional businesses calling on our service.

We quickly brainstormed the immediate needs of our customers to remain open (where possible) and how to help them meet government and Public Health England requirements.

Businesses are starting to return to 'normal' business. However, in order to do this safely they require a significant amount of expert support and advice. We have changed the way we work to incorporate the distancing

rules. We have been dynamic in our approach to COVID-19, thinking of solutions and having a positive attitude to help our businesses see a pathway through this health crisis. Acorn are playing a crucial role in helping businesses function.

When there has not been much to cheer about in the last 3-4 months, we have noticed a huge benefit in that our team is closer, stronger and more resilient which in turn means that our business is even better equipped to support our customers.



“ We changed in dramatic fashion... we really had to be innovative from the start.

Acorn
Occupational Health Ltd

During Lockdown we have provided the following services:

- COVID-19 Triage for employees to provide advice on Fitness to Work.
- Occupational health advice on Fitness to Work, Shielding and other Health related COVID-19 issues and concerns.
- Antigen and Antibody testing to help businesses to continue to function e.g. Antigen Testing for a large local car manufacturer and Antibody testing for a nuclear power generation company.
- Business support for Key Workers e.g. Food Industry
- Face Fit Testing of masks for Key Workers e.g. NHS and Community staff
- Ergonomic and Human factors advice including Systematic Planning of the re-opening of Business and Office Environments.



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Harts webinar series - Success in a changing landscape

We will be presenting a series of seven fortnightly interactive webinars to help keep your business agile, proactive and thriving in uncertain times. Each 45 minute session is designed to provide practical, really useful information and the opportunity to discuss any issues raised.

We would be delighted if you could dial in and join us.

18 AUG
Strategy & Planning

01 SEPT
Cash Management

15 SEPT
Marketing Strategy

29 SEPT
10 Killer Ideas

13 OCT
Technology & Your Team

03 NOV
Value & Pricing

17 NOV
Discussion Group

Book as many free 45 minutes sessions required.

For further information, or to book onto the webinars please contact Nina on:

01625 669669 or email **NHarrison@harts-ltd.com**.



HARTS

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IronMarket
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Stephen Burns Heads up IronMarket Risk Management



Business risk management to protect you, your business, your family and your wealth

Although it's never the perfect time to take a big risk like starting a business but doing so during a global pandemic certainly felt less than ideal. However, we wouldn't have had it any other way!

It has highlighted the **true value** of a service provider such as ourselves in a time of need and the importance of ensuring that you have insurance cover that is tailored specifically to your business needs rather than striving for the cheapest option.

For business owner's risks present themselves at every corner, from minor disruptions to major outages, being unprepared can not only affect your business – but ruin it.

However, with my experience, knowledge and insight I am able to proactively remedy these risks to ensure clients business' continue to thrive – even if the worst happens.

The types of protection we can offer you and your business is extensive, some examples include:

-  Commercial Business Insurance
-  Professional Indemnity
-  Liabilities
-  Property Insurance
-  Fleet Insurance

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For further details please email Stephen Burns, sb@ironmarketgroup.com or call 01782 461563

Howard Worth share and support national 'Milk Your Moments' campaign

As an accounting practice with a dedicated Farming and Rural Business team, employees at Howard Worth wanted to show their support for their dairy clients, as well as local and national businesses in the industry by supporting the Milk Your Moments campaign.

All the staff at Howard Worth were invited to a special virtual tea break on Thursday 4th June at 11am. This was to recognise the importance of connecting with people and links with the practice's responsibility for its employee's mental health and wellbeing – a key element of the Milk Your Moments campaign, which is also raising awareness of mental health during lockdown and raising money for the charity Mind.

One of Howard Worth's Mental Health First Aiders, Jo Hamilton explained why taking part was important to her. "It was great to take part in the virtual tea break as it was lovely to see and hear from colleagues that I have not seen for many weeks. It gave me

a lift to take the time out of a hectic day to have a chat and share stories over a brew. I think before lockdown, we all took face to face conversations for granted, in the office environment you are able to do this so easily. Working from home can feel isolating for people, especially if they are not used to it, so to know that people are still there and that we can still connect during these difficult times is very comforting".

In addition to the catch up over coffee, a film featuring members of the Howard Worth farming team was produced, to show how everyone enjoys consuming milk and dairy products on a daily basis. Cups of tea and coffee featured along with cheese, ice cream and even some "cow cameos".

**Support the Dairy Industry,
Support each other,
Stay Safe.**

Farming Partner, Richard Barnett explained the idea behind the film. "I had heard about the Milk Your Moments campaign and wanted the practice to show its support for the Dairy industry, which has really suffered over the last few months. We have many dairy farming clients and some of my colleagues also have family farms. As the Coronavirus pandemic took hold and the days and weeks of lockdown passed by, we have worked with our clients to help them overcome some of the challenges they have faced due to a reduction in milk consumption. Through making and sharing this video we hope to help raise awareness of the campaign and its purpose, which is to help increase milk consumption and protect the livelihoods of so many people across the UK".

You can view Howard Worth's Milk Your Moments film at
https://youtu.be/G_-kdze8pqs

#MilkYourMoments

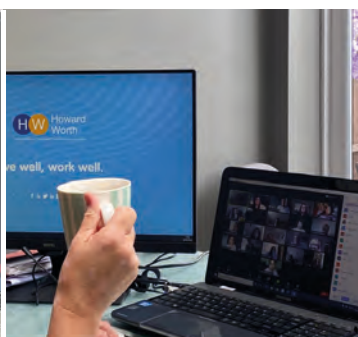
Milk Your Moments is a marketing campaign generated by and supporting the dairy industry. Its aim, is to increase the consumption of milk and other dairy products by encouraging people to make connections with family and friends they

have been unable to meet up with due to the government's strict rules on contact with people outside your own household.

The campaign is also raising money for the mental health charity – Mind, who want to raise awareness of how important human

connections are at this time and to make these by encouraging face to face connections and conversations (virtually or at a safe social distance of course) it is hoped that people's mental health is positively affected.

www.milkyourmoments.co.uk





BUSINESS

Situated in the heart of the historic market town of Sandbach in Cheshire, The Wheatsheaf, a former coaching inn built in 1890, has undergone an extensive refurbishment and restoration and has now become 'A Quintessentially British Gastropub with Boutique Rooms', under ownership of the Pecks Group of Restaurants.

The Private Dining Room is ideal for business functions, having the ambiance of an exclusive boardroom, it is the perfect place to enthuse and motivate your team or clients. In addition to free superfast fibre WiFi, a projector, screen and wipe-board are available. Staffed by dedicated servers during food service, and has a telephone to summon service during private meetings.



MEETING ROOMS



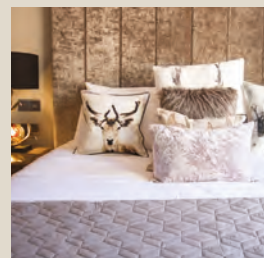
RESTAURANT



PRIVATE FUNCTIONS



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Government announcement takes Macclesfield College to the nexT-Level

Macclesfield College is delighted to confirm that it has been officially announced as one of the third wave of FE providers chosen by the Department for Education to deliver the T-Levels across England, from September 2022.

Lasting two years, T-Levels combine theoretical, classroom-based study, practical learning and a substantial industry placement of at least 315 hours with a local employer working in partnership with selected FE providers, such as Macclesfield College.

Coming into effect in September 2020, the first wave of T-Level provision will deliver post-16, technical qualifications in Construction, Digital Production Design & Development and Education & Childcare, with a further seven courses - including three

in science and health - being introduced to the national curriculum, again through selected FE providers, in September 2021.

A total of 18 T-Levels will be delivered nationwide from September 2022 onwards, with a further seven courses - including Agriculture, Environment & Animal Care, Catering, Creative & Media and Hair & Beauty - being rolled out nationwide by the Department for Education and selected providers, from academic year 2023-24.

"To be chosen as an official T-Level provider is wonderful news for us all, here at Macclesfield College," concludes the College's Principal and Chief Executive, Rachel Kay. "T-Levels are centred on optimising the delivery of technical education throughout the country and, from our point view, they will help us to reinforce our position as a leading FE, apprenticeships and training provider here in East Cheshire."





The Pear Hospitality Group acquire The Lion and Swan Hotel, Congleton



This image is the fertility fireplace. It dates back to the 15th century and is believed to have originated from a bedstead from Little Moreton Hall. It is carved with the stages of pregnancy, apparently those who touch it have enhanced fertility!

In 2016, local family business The Pear Hospitality Group, owners of Pecks Restaurant in Congleton, spied an opportunity in Sandbach to turn around a failing Marston's pub, The Wheatsheaf. At the time, visitors to the town would be forgiven for passing the dingy, run down pub without so much as a second thought.

Fast forward four years and The Wheatsheaf Hotel, with its five star gold AA rating, has firmly established itself as the destination of choice in Sandbach, with warm, welcoming bar areas, a popular gastropub restaurant, heated outside terrace and eighteen beautifully decorated bedrooms (each now known by number), the hotel really has gone from strength to strength and continues to be developed today.

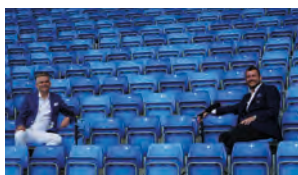
The Pear Hospitality Group is delighted to announce the recent acquisition of The Lion and Swan Hotel, Congleton. There are many similarities to the Wheatsheaf, in that The Lion and Swan has lost its once

acclaimed status in the town, favoured by the locals and passing trade alike. The team passionately believe in the potential to return the hotel to its former standing and are busy planning another ambitious transformation. They intend to implement the same winning formula to restore the venue as an attraction and landmark in Congleton, whilst maintaining the history and heritage of the beautiful Grade II listed building. The renovation will be completed with the same meticulous attention to detail applied at The Wheatsheaf, featuring spectacular bedrooms, lavish bar areas and an exciting new restaurant. Residents of Congleton; watch this space...

“The team passionately believe in the potential to return the hotel to its former standing and are busy planning another ambitious transformation.”



Franklyn Financial Management and Sale Sharks join forces



Congleton based Wealth Management and Financial Planning firm and patron sponsor of the Cheshire East Chamber, Franklyn Financial Management, are delighted to announce a

new four-year partnership with Sale Sharks, the North's only Premiership Rugby side.

The new sponsorship deal will see Sharks wear the Franklyn logo on the back of the official club shirts throughout all domestic and European matches from the start of the 2020/21 season.

FFM link up with Sharks as the club eyes success both at home and abroad after a period of significant investment, as well as a potential move to a new state-of-the-art sports facility in Sale.

The deal represents Franklyn's second-ever sports partnership after they became Platinum Partners of Stoke City FC, taking naming rights and sponsorship of the club's Franklyn Stand and becoming the official wealth management partner for the Championship side.

Mark Cueto, Sale Sharks' Commercial Director and former player said: "We're thrilled to announce this brand-new partnership with Franklyn Financial Management just as we get ready to welcome professional rugby back in England.

We've got ambitious plans for further growth on and off the pitch, so having partners that align with our values is vital, and as a progressive North West firm, Franklyn is a fantastic fit for us.

The temporary postponement of Rugby means we've still got some exciting games to play before the 2020/21 season gets underway. But we've used this time to keep working hard behind the scenes and we can't wait to see the Franklyn logo on the back of the shirts when that time comes."

Andrew Chatterton, Managing Director at Franklyn Financial Management, added: "We've built strong relationships with businesses, schools, and charities in the North West over the years and our partnership with Sale Sharks will take our ties to the region to the next level.

From the first team playing in the English top-flight and in Europe to the extensive work of the Sharks Community Trust, there are so many ways we can work to make this partnership a success for everyone involved.

For us, we're keen to continue growing our brand in the region and a partnership with a club as prestigious as Sale Sharks gives us a perfect way to do that, so we can't wait to get started and enjoy the journey, giving back as we go."



For more information please visit www.franklynfm.co.uk or follow us on Instagram, Twitter, Facebook, LinkedIn and YouTube.



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E: kevinc@businessdoctors.co.uk

Contact Nigel:

T: 07753 619060 **W:** www.businessdoctors.co.uk/nigel-allman
E: nigel.allman@businessdoctors.co.uk



Congleton Link Road making 'great progress'

Contractor, GRAHAM, is targeting late January 2021 for the completion of the Congleton Link Road A536 scheme.

Described as a "crucial piece of infrastructure", the 5.7km bypass will join the A534 Sandbach Road (to the west of Congleton) with the A536 Macclesfield Road (to the north of the town). In the opening year, during rush hour, traffic journeys across Congleton are expected to take circa six minutes less than the current rate. Air quality assessments also indicate that there will be substantial improvements throughout the town centre.

Since February 2018, GRAHAM has implemented a five-phase, sequenced programme of works, split into five mainline zones in order to meet the agreed sectional completion dates. Despite recent challenges associated with COVID-19, and inclement weather conditions, "great progress" has

been made during the months of June, July and August, as GRAHAM Contracts Manager, Alastair Lewis, explains.

"We are delighted with the great progress of the Congleton Link Road A536 project so far despite a number of challenges, in particular those presented by COVID-19," said Alastair. "However, our works programme remains firmly on schedule. I hope the aerial photographs give the local community a real sense of the scale and complexity of the project. Once complete, it will help deliver economic and social regeneration to the town. At this stage, I would like to thank the people of Congleton for their time and patience throughout the scheme."

Key milestones

Among the recent milestones to date are the completion of the reinforced concrete wingwall works to both equestrian underpasses, and the Chelford Road structure which is now open to traffic. Significantly, the Giantswood Lane Bridge is almost complete, with the bridge joints and the final road surfacing works to be completed in August. The northern approach to the bridge will be widened and once this is achieved, the two-way traffic lights will be removed.



The River Dane Bridge wingwalls have been completed and subsequently backfilled. The next tasks are to install the drainage pipe into the underbridge pipe sleeve, finalise the parapet works, and waterproof and surface the deck. Riverbank erosion protection works are also taking place.

For more information on the Congleton Link Road project, or GRAHAM please visit: www.graham.co.uk/congleton-link-road



Further key achievements and updates include:

- **Sandbach Road** – The road foundation was completed during July. Kerbing and follow on roadworks continue to progress throughout August.
- **ML3** – ML3 West road foundation works have been substantially completed during July, with drainage works to follow.
- **Viking Way** – Road foundation works ongoing to construct the new roundabout and connection to Viking Way.
- **ML4** – Drainage works for this phase have been completed with road foundation works continuing.
- **JN5** – Earthworks continuing throughout August.
- **ML5/Junction 6** – Road foundation works are ongoing, with traffic management remaining in place until early October.
- **ML2** – ML2 East earthworks are ongoing and will continue in the coming weeks.

Contractor appointed for the building of The Christie at Macclesfield

A lead contractor has been appointed to oversee the construction of a new two storey building to house the proposed Christie at Macclesfield cancer centre.

Demolition work on the site has been completed by Galliford Try and VINCI Construction UK has been appointed to deliver the construction of the new £26m cancer centre. VINCI Construction is one of the

partners in Integrated Health Projects who are also the lead constructor for The Christie's new £150m cancer research centre.

The project was initially aiming for completion in Autumn 2021, but the impact of the COVID-19 pandemic means that completion will be delayed until the end of 2021.

The Christie at Macclesfield will transform cancer care in Cheshire, the High Peak area of Derbyshire and parts of North Staffordshire,

providing care closer to home for more than 1,500 existing Christie patients a year.

It will bring together essential cancer services into one purpose-built centre delivering local specialist access to radiotherapy, chemotherapy, holistic support and information services, outpatient care, palliative care and a wider range of clinical trials. Around 40,000 appointments per year will take place at the new centre.



Congleton Town Football Club: Landmark merger of three Congleton clubs

The future for grass roots football in the town has been given a huge boost.

Congleton Town, Congleton Vale Rovers and Congleton Rovers have officially launched their merger at a recent 'socially-distanced' photo shoot after announcing plans last month. The enlarged Club will play entirely under the Congleton Town name with a newly designed kit and club badge. It is particularly exciting for all those connected with the Club that Ian and David Brightwell, both with their well-known connections with Manchester City, have agreed to represent the enlarged Club as ambassadors.

The merged Club will operate boys' and girls' teams from under 7s through the age groups to under 18s and then combine its senior football with an Academy team, Reserves, the semi-professional First Team and a Veterans team.

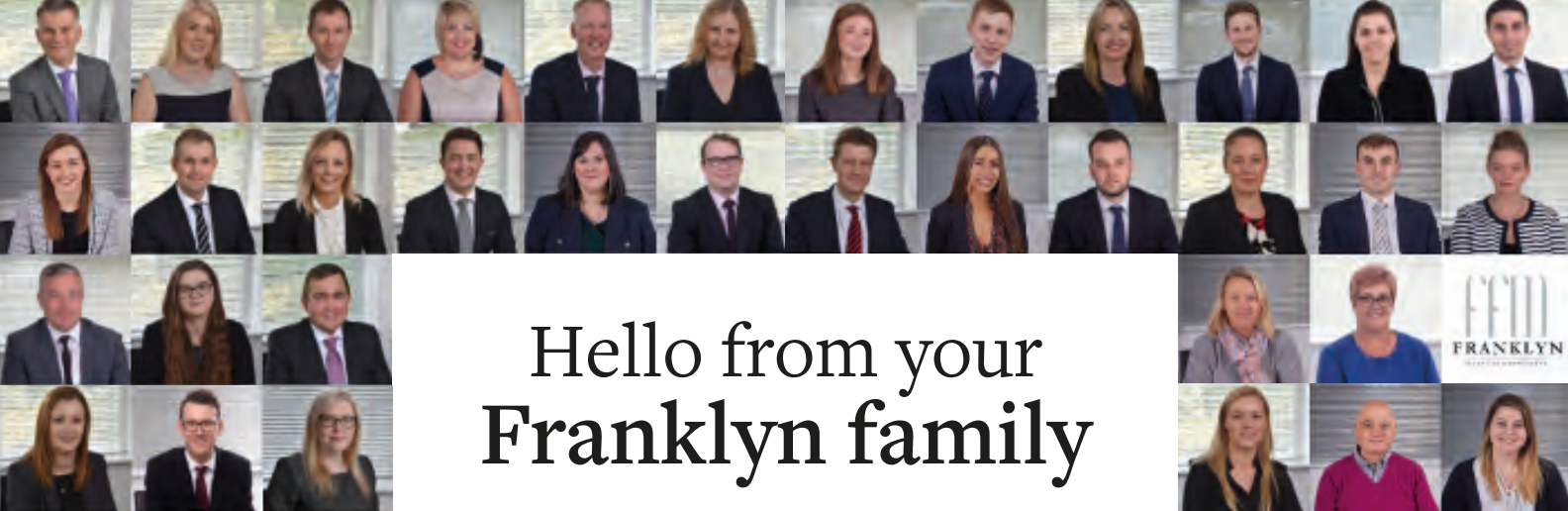
Anyone interested in supporting the Club will be able to acquire a share in Congleton Town Community Football Club, the Community Benefit Society which will run the organisation. In the first year, new members will be gifted a share offering a stake in the Club's future. All families with juniors will be given a new membership card offering concessional rates to watch the First Team. The card will be extended in future years to provide further concessions on club merchandise and retail discounts.

The First Team, Reserves and Academy players will have opportunities to train together at Congleton High School and Booth Street enabling coaches to identify talented individuals who have the ability and ambition to fulfil their own targets. The Club has strong links with local and regional professional clubs, and for anyone who is seen as exceptional even

put themselves in the shop window for a professional career.

The new merger is a landmark step within the sporting life of the town. Club members, players, volunteers, sponsors, managers, coaches and anyone interested in local football to work together ultimately for the benefit of Congleton youngsters to have the opportunity to become part of a larger sporting family and to develop their talents, achieve their ambitions and remain within the town's boundaries to do so.





Hello from your Franklyn family

The last few months have been a very strange, challenging, and difficult time for many. Here at FFM, we have stayed operational and contactable with the extra and necessary strategies and precautions in place to ensure that we can continue to support everyone with the highest level of professionalism and advice that we pride ourselves on, whilst keeping our Clients, Business Partners and Team as safe as possible. As some restrictions begin to lift, we wanted to share some of the things we have been up to during our time in lockdown.

Franklyn in the Community



Franklyn in the Community is the philanthropic arm of FFM and is our way of 'giving back' to the local community and those in need around us. As well as continuing to support our local charities such as The Children's Adventure Farm

Trust and Friends for Leisure through fundraising activities, we have also actively been out in our local community.

During our time in lockdown we were delighted to visit the popup emergency Food Hub in Congleton and donate 20 of our FFM activity bags.

The Food Hub, which was set up by local volunteers, was there to support families and individuals within our Congleton community who were affected in one way or another by the COVID-19 outbreak.

The activity bags which included a telling the time workbook, a word game and more, were handed out to deserving young children in the community, to hopefully bring a smile to their faces and encourage them to learn new skills such as telling the time and money skills.

Five more years for SCFC and FFM

After a fantastic two years sponsorship of Stoke City Football Club, we are delighted to have extended our Official Platinum Partnership for a further five years. The new five-year agreement means that 'Franklyn' will continue to adorn the West Stand at the bet365 Stadium, as well as a variety of club inventory.

You can read more about the new agreement on our website:
<https://www.franklynfm.co.uk/>



FFM Money Month

This has also been a very tough time for young people across the world with uncertainty surrounding exams and not knowing when their normal school days will return.

Pre COVID-19, we were working closely with over 15 schools in the local area, supporting them through many different activities such as holding FFM mock assessment centres, presenting in assemblies and much more.

During lockdown our Business Relations Team have still managed to support schools in the area by finding new ways to interact with them online. We have taken part in multiple online virtual Careers Fairs, filmed 'day in the life' videos for students to gain an insight into the world of FFM and produced 'Money Month' our series of Financial Education videos led by one of our Wealth Managers, Liam Danaher, to help all young people think of a number of different topics surrounding finance. You can watch the videos on our FFM You Tube Channel.

The current circumstances that we find ourselves in are difficult for us all, but they are a great opportunity to start the conversation about Financial Education with our children and this time gives us the chance to help set foundations for actions that will last a lifetime.





How Hammond McNulty have adapted to the 'new normal' during COVID-19

As a practice, Hammond McNulty have generally taken an office-based approach to our working practice. Apart from occasional home working, when this has personally suited individual employees, our staff are all in-house and the work environment is open plan.

At the very early stages of the coronavirus epidemic we quickly realised that working from home was going to become a formality. When lockdown became mandatory our working from home protocols clicked in and we were set up and working from home in no time. Initially it was for many, a novelty. However, this came at a time when our day-to-day work changed immensely.

“As Accountants, through the COVID-19 pandemic, our clients have required our support on many levels, including advice on financial support available, employment advice and understanding of the furlough scheme.

To be able to offer support to our clients, we had an enormous amount of new information and guidance being published daily from the Government, which we had to digest and understand.

It was at this point that we fully understood the advantages of office working, which we had not fully appreciated before. Having other colleagues available to easily run queries face to face or even subconsciously picking up information from phone conversations in the office, these benefits were missing with home working.

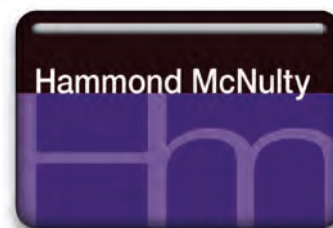
“When lockdown became mandatory our working from home protocols clicked in and we were set up and working from home in no time. Initially it was for many, a novelty. However, this came at a time when our day-to-day work changed immensely.

So that we were not all duplicating research tasks, we reviewed our communication process, but we also considered how we could improve the flow

of information to clients at a time when they required our support.

We created a dedicated COVID-19 advice tab on our Website. Through this we produced an accessible library which was constantly updated with relevant guidance appropriate for our client base.

Looking to the future, we are continuing to invest in the digitalisation of the practice as a method of offering relevant and timely support to our clients, but also as a means to champion the services offered by the team at Hammond McNulty and our dedication to put clients first.



Julie Doig
Hammond McNulty

Guidance for our clients and professional colleagues - Coronavirus (COVID-19)

In these uncertain times we wanted to reach out to let you know we are here to offer support and guidance over the next few months. Health and wellbeing are the most important things right now and so we have made the decision that many of our team will be working remotely wherever possible. We will endeavour to complete your accounts, VAT, payroll, tax returns and other engagements

in as timely a manner as possible. If you and your people are working remotely and/or struggling to keep your records up to date then please let us know. Electronic and telephone communication will be our preference during this period but in exceptional circumstances meetings can be arranged with appropriate notice periods and safeguards in place.

**If you need anything, please let us know.
Pulling together during the next few weeks will help us get through this unprecedented time.**

It's our business to protect yours

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Wealth

Congleton based businesses team up to help local companies move to a more permanent cloud-based solution after the pandemic

Local business telecoms company, Concept Data Solutions, have joined forces with IT Support provider, Bluespot, who are also based in Congleton, to bring a total telecoms and IT solution to local businesses.

Many businesses have changed the way they work during the pandemic with many now opting to adopt a longer-term approach to remote working and cloud-based solutions. Recognising this, and the pressure that all businesses have been under to save costs, Directors Mike Walsh and Guy Brittain have joined together to offer a solution more suitable for businesses, with special emphasis on homeworking and flexible contract terms to reduce the pressure.

David Watson, Chief Executive, East Cheshire Chamber of Commerce, said "We are always delighted when local businesses join together to support the business community, but it is particularly important at this time. As a local chamber we think it is great that Concept Data Solutions and Bluespot together are thinking of new ways to help and support local companies."

"We're really passionate about local businesses and want to do everything we can to help them."

- Mike Walsh, Director Concept Data Solutions

"Not only can we offer IT support with products such as Office 365 meaning small businesses can work from home and operate exactly as if they were in the office, we can now also offer hosted telecoms."

- Guy Brittain, Director of Bluespot

Concept Data and Bluespot are both based in Congleton. They would urge any local businesses who are concerned about their telecoms or technology or need help with setting up home working, to call them on 0333 009 0836.



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Local entrepreneurial business fans dying embers to roaring flames

Talke based manufacturer Reliance Medical Ltd has been operating just fourteen years, but in that short time, the business has firmly established its position as the UK's leading manufacturer of first aid and medical consumables. With a keen entrepreneurial team at its core and a healthy appetite for risk, Reliance Medical has undertaken an ambitious acquisitive strategy, successfully absorbing three sizeable rivals.

The most recent acquisition was struggling Yorkshire based firm CMS Medical Supplies Ltd in December of 2019, a company which had been left stricken after a catalogue of poor management decisions led to dwindling sales. Little could anyone imagine the monumental challenges awaiting the business just two months later.

The agility displayed by the Reliance Medical team in response to the pandemic was impressive, CMS was primarily a manufacturer of cosmetics to the retail industry, mainly producing bottles of

mouth wash, sports balm and freeze gel, but hidden away in dusty old files was a tested formulation for hand sanitiser. In response to the Government's plea for help with products to support the front line, the old filling machines were urgently restarted, and the first bottles of sanitiser began flowing off the line.

As demand for the product rocketed, ex CMS staff members were immediately re-hired. The production lines ran twenty-four hours a day, but even this was not enough, Reliance Medical MD Andy Pear re-deployed staff from his hospitality businesses to support the production of sanitiser, preventing the need to furlough them as many others had. Running at full tilt, the machines in Yorkshire produced roughly 20,000 bottles a day, but demand continued to climb, leading to the decision to open two further supply chains, one at Reliance Medical Ltd HQ in Talke, and the other at the company's wholly owned Chinese subsidiary, Reliance Medical Shanghai. This decision maximised the ability to procure components that were in desperate short supply.

“ *As demand for the product rocketed, ex CMS staff members were immediately re-hired. The production lines ran twenty-four hours a day.* ”

Reliance Medical Ltd has strong family values and supports many local charities, including the Lyme Trust in Newcastle-Under-Lyme. During the successful start to the year, their charity budget has been increased proportionately and not only have they donated tens of thousands of pounds worth of sanitiser and face masks to Leighton Hospital and local charities such as Douglas McMillan, they also purchased twelve thousand pounds worth of iPads for children at a local school to help them study from home.



RELIANCE MEDICAL
'Leading First Aid'



TMC and Citrus-Si join forces to deliver impactful CSR initiatives

TMC Strategic Communications have expanded their portfolio of service solutions by creating a strategic alliance with Bournemouth-based Citrus-Si. Working under the TMC banner, Citrus-Si will form and head a new specialist business unit focusing on Corporate Social Responsibility (CSR) and community engagement programmes.

TMC are looking forward to further increasing the development and delivery of their CSR initiatives.

“ I am delighted to announce a strategic alliance with Citrus-Si and TMC. This exclusive and close working relationship is based upon shared values and a vision. A vision that together we can make a transformational difference to the way organisations engage within their communities.

- Tim McCloud, Managing Director of TMC.



Citrus-Si was founded by Alannah Moore and Racheal Fudge who have worked with organisations to create impactful campaigns to connect and engage with their communities, schools and education for over 20 years.

Together they have delivered successful initiatives for positive social and business impact for clients including: AstraZeneca, HS2, JDRF, Kimberly-Clark, London's Air Ambulance Charity, Merlin Entertainments, MSD, Nick Jr, PZCussons,

Reckitt Benckiser, Siemens, Thames Water, The Body Shop and Tideway.

Combining expertise and knowledge to create positive social and business impact, these activities will benefit the three pillars of the triple bottom line: People, Purpose and Profit.

“ TMC has a broad portfolio of clients in the Healthcare and Technology sectors where they have built a strong reputation in supercharging business through innovative and engaging solutions. We will be extending our complementary knowledge and expertise in Schools and Education into supporting the growth of the business.

- Alannah Moore, Director Citrus-Si

Investing in the future, TMC are looking forward to this collaboration which will further extend mutual clients and networks in the UK and internationally.





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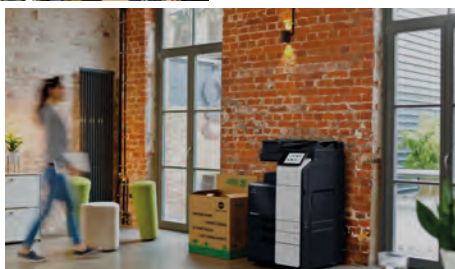
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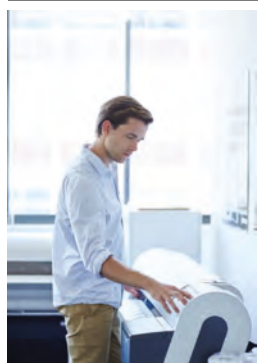
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