

BUSINESS INTELLIGENCE

The Magazine of Hull & Humber Chamber of Commerce

April/May 2013

Issue 13



SME owners and employers – had enough of rising sickness and absenteeism?



Does your workforce suffer from escalating unofficial days off work?

Workforce sick days on the increase?

We help improve attendance by providing support.

Get to grips with the financial needs of your team.

Quite often, employee stress levels rise out of the work place when their grip on personal finances begins to weaken.

We support the efforts of your HR personnel and provide easy to understand, friendly advice and easy to achieve plans to implement a workable way forward.

- stigma-free help with budgeting and payment planning
- credit card rescheduling and planning
- debt management - consolidate all debts for easy budgeting
- IVA's - perfect solutions for debts of over £15,000
- long term planning - is bankruptcy right at this time?

Call our advice centre for more information on

0800 91 55 318

or **01482 218500** from a mobile

or visit: www.kingstondebt.co.uk


Kingston
DEBT SOLUTIONS

BUSINESS INTELLIGENCE

Hull & East Yorkshire (head office)
34/38 Beverley Road, Hull HU3 1YE

Tel: 01482 324976

Northern Lincolnshire
Port Offices, Cleethorpe Road, Grimsby
North East Lincolnshire DN31 3LL

Tel: 01472 342981

www.hull-humber-chamber.co.uk

Email

To help us deal with your message more quickly, please select the most appropriate address from below:

General: info@hull-humber-chamber.co.uk

International Trade: itc@hull-humber-chamber.co.uk

Training: info@chambertraining.com

Press Releases: press@hull-humber-chamber.co.uk

Website comments or suggestions:
webmaster@hull-humber-chamber.co.uk

Contributing Editor

John Dean & Francis Griss

Email: deangriss@btinternet.com

distinctive
PUBLISHING

Production & Design

Distinctive Publishing
6th floor, Aidan House, Sunderland Road,
Gateshead NE8 3HU

Tel: 0845 884 2385

Email: production@distinctivepublishing.co.uk

Advertising

Tel: 0845 884 2343

Email: john.neilson@distinctivegroup.co.uk

www.distinctivepublishing.co.uk

Disclaimer

Distinctive Publishing or Hull & Humber Chamber of Commerce cannot be held responsible for any inaccuracies that may occur, individual products or services advertised or late entries. No part of this publication may be reproduced or scanned without prior written permission of the publishers and Hull & Humber Chamber of Commerce.



Front cover photo: Chamber Training go public



04 08
22 40



CONTENTS

4-5	MEMBERS NEWS	22-23	MEMBERS NEWS
7-8	MEMBERS NEWS	24-25	BIG INTERVIEW
10	MEMBERS NEWS	26-36	FEATURES
11	FOCUS ON TRAINING	37	MEMBERS NEWS
12	CHAMBER PARTNERSHIPS	39-41	MEMBERS NEWS
13	CHAMBER POLICY	42	PATRONS NEWS
14-15	INTERNATIONAL TRADE	43	NEW MEMBERS
16	CHAMBER EVENTS	44-45	MEMBERS NEWS
18-19	MEMBERS NEWS	46	LAST WORD
21	CHAMBER TRAINING		

CHAMBER PATRONS

As a not-for-profit organisation, the Chamber is very grateful to our Patrons, who support us in our aim to help our Members develop their businesses.

KC

Arco Humberside
PricewaterhouseCoopers
Streets Chartered Accountants
Associated British Ports
Humberside International Airport
SPS Group of Companies

Hull News and Pictures

On Loan Recruitment Ltd
KC Stadium Conference & Events
Clugston Group Ltd
St Stephen's
James Legal Ltd
The P & A Group of Companies

Wilkin Chapman Grange

C Spencer Ltd
Arlington Moore Ltd
Oaklands Hall Hotel
Viking FM & Magic 1161
Far Grange Park and Golf Club
Nabarro LLP

CHAMBER OFFICERS & STAFF

President: Malcolm Joslin
 Vice-President: Richard Adams
 Imm. Past President: Matt Jukes
 Chief Executive: Ian Kelly

**CHAMBER OF COMMERCE
CHIEF EXECUTIVE'S OFFICE**

IT Manager: David Marritt
 Policy Assistant: Samantha Lowton
 Finance Manager: Laura McDermott
 Finance Assistant: Gemma Scarr
 Senior Receptionist: Susan Suddaby
 Receptionist: Laura Carrison

MEMBERSHIP & BUSINESS DEPARTMENT

Membership & Business Manager: Bruce Massie
 Membership Secretary: Janice Harrison
 External Affairs Manager: David Hooper

INTERNATIONAL TRADE CENTRE

Director of International Trade: Pauline Wade
 Export Development Officer: Robert Green
 Export Documentation Assistant: Susan Suddaby
 International Trade Co-ordinator: Alison Burnett

NORTHERN LINCOLNSHIRE OFFICE

Northern Lincolnshire Manager: Anne Tate
 Information & Administration Officer:
 Marilyn Waud

**HULL CITY CENTRE BUSINESS
IMPROVEMENT DISTRICT**

City Centre (Bid) Manager: Kathryn Shillito
 Projects and Events Manager: Alana Ennis
 Business Liaison officer: Jennifer Marshall
 BID Support Officer: Mark Andrews
 BID Support Officer: Raich Orr

ACORN FUND

Manager: Peter Sykes
 Personal Assistant: Margaret Meyers
 ERDF Administrative Manager: Karen Mulligan
 Contract Manager Youth Enterprise: Craig Simpson

CHAMBER ENTERPRISE (HUMBER) LTD

Business Adviser: Ken Ormerod
 Business Adviser: Jenny Brambles
 Business Adviser: Heather McIntyre

CHAMBER TRAINING (HUMBER) LTD

Head of Training: Rachel Mendham
 QA/HR/E&D Manager: Petra Seifert
 Administration Manager: Joanne Norton
 Lead Tutor & Support Co-ordinator: Leslie North
 Finance Officer: Nadine Dobbs
 Assessor/Trainer BA/CS: Nicola O'Connor
 Marketing/Recruitment Co-ordinator: Carol Gill
 Assessor Care North Bank: Tracey Platten
 Assessor Care South Bank: Claire Saxton
 IV/Assessor/Trainer/Care Team Manager:
 Linda Parker
 Assessor/Senior IV Care North Bank:
 Michelle Allan
 Assessor/Trainer Care North Bank: Nicola Tripp
 Administrator Care: Geoff Winn
 Administrative Assistant: Kathryn King
 Training Support Officer: Saalo Sparkes
 Advanced Apprentice Administration Assistant: Lucy Holmes

www.hull-humber-chamber.co.uk



Wishing On a Star

Members of the Chamber got together to support the Wish Upon A Star Valentines Ball, held at Oaklands Hall Hotel. The event raised over £5000 for a very worthy children's charity.

Present from left to right were Nina Stobart, who kindly organised the table, Nina's husband John, Anne Tate, Manager of the Chamber in Northern Lincolnshire and partner Maurice Cook, Anne Bennett, Manager of the Humber Royal Hotel and

husband Ivan, Paul Litten, Commercial Director of Humberside Airport and wife Nichola and Amanda Austin, Centre Director of Freshney Place and Chair of Chamber in N E Lincolnshire with husband Graham.

Acorn Fund Seeks Budding Entrepreneurs

Chamber subsidiary Hull Business Development Fund is helping the government find an alternative to unemployment for today's young people on benefits.

Helping deliver the £112m government Start Up Loan Scheme in the Humber and York regions, the Acorn Fund is providing both free mentoring and low cost flexible business loans for aspiring entrepreneurs aged 18-30 who can demonstrate they have a potentially viable business project.

The Start Up Loans initiative was created to give young people a huge boost to get their businesses off the ground. Applications

countrywide more than doubled in January to 8,000.

Prime Minister, David Cameron said: "This clearly demonstrates the ambition and drive people in this country have to create a business and I am pleased that Start Up Loans are helping more and more entrepreneurs who start small but think big and transform their ideas into viable, growing businesses."

Interested applicants should either access the local website www.startuploanshumber.co.uk or ring/email Fund Manager, Peter Sykes on 01482 611816 or p.sykes@hullbdf.com

Waiting to Help you Through the Maze of Legislation

Peninsula is the UK's largest employment law and health and safety consultancy, providing advice to more than 26,000 employers.

Its service is personally tailored from initial consultations to the assessment, implementation and monitoring of procedures by their experienced specialist consultants, aiming to protect your business and livelihood. Peninsula wants to support your business growth by allowing you to focus on your business priorities, whilst they take the worry out of employment law, tax, health and safety issues and legislation.

Peninsula has both a Legal Advice Line Service and Health and Safety Advice Line Service available

to help you with any type of employment law or health and safety query, 24 hours a day, 365 days a year.

They are waiting to help you through the maze of legislation, giving advice on redundancy and disciplinary procedures, to name just two. They are even on hand to give employers guidance on formal letter creation and to proof legal documentation for clients.

Peninsula leave absolutely nothing to chance and provide insurance indemnity, TaxWise, a tax free protection service against investigation, and the

brilliant new service of hronline – the complete HR management tool for employers. They are there to inform and aid you every step of the way, giving your business a more certain future.

Peninsula also offers an Employee Assistance Programme available to clients. This service is to aid employees in getting over any stress they may be suffering from in the workplace which is affecting their quality of output. For any further information on how Peninsula can help you, contact your local consultant Katherine Ibbotson on **07792274625**.

Kaizen Helps Firms Benefit from £200m Growth Accelerator Fund

Business and management consultants Kaizen Consulting are helping companies benefit from the Growth Accelerator programme for ambitious businesses.

The Growth Accelerator fund is a £200m programme designed to help businesses achieve their potential and create thousands of jobs. The private sector and Government partnership brings proven business experts together with companies to identify their barriers to growth and ways to overcome them.

Phil Ward, Business Development Consultant at Hull-based Kaizen, is an approved Growth Accelerator coach. He is helping a range of local businesses from a company that repairs trucks to one that sells digital products online. The company has coached 14 companies through Growth Accelerator.

Mr Ward, who ran his own business for 15 years and was a Business Link advisor before joining Kaizen last October, said: "There is very little funding for SMEs. The Growth Accelerator fund allows us to work longer with the client and do more for them because of the subsidised funding."

For more details on the Growth Accelerator programme contact Phil Ward on: **01482 772261 / 07960 079948 / phil@kaizenconsulting.co.uk**



Matt Dukes, Ian Kelly and Lawrence Dalrymple from The Humber Seafarers Service being presented with a cheque for £2217.50, money raised from The Presidents chosen Charity at our Annual Dinner.

President's Chosen Charity Helps Good Cause

Hull & Humber Chamber of Commerce recently raised the princely sum of £2217.50 for The Humber Seafarers Service at The Chamber Annual Dinner. Several items were donated and a raffle held on the evening at The KC Stadium. The sell-out event was attended by over 350 people representing more than 200 companies from across the Yorkshire and Humber Region.

“Providing the finance your business needs”

Loans between £5,000 and £500,000

- Up to £100,000 can be un-secured.
- Average interest rate 8.6% APR.
- Length of loan 1, 3 or 5 years.
- Loans for **ANY PURPOSE** and **ANY BUSINESS SECTOR** (excluding property development).
- No early repayment charges.
- Fast, simple application process.

Criteria

- Located in the East Riding, Humberside or Lincolnshire.
- Applicant must be a limited company or limited partnership.
- Must have turnover in excess of £100,000.
- Business must be stable and credit worthy.
- Company must have a UK resident director.
- Fast, simple application process.

The Humberside Business Loan is a peer to peer lending scheme facilitated by The Funding Circle. We have similar schemes covering Yorkshire and North East England.



For full details contact Richard Watts on 07872 033804 or email richard@finance4business.biz

Drive your business forward with an Audi A4 Saloon for only £294.95 per month plus deposit*



Vorsprung durch Technik 

Hull Audi Saxon Way, Priory Park West, Hessle, Hull HU13 9PB
0844 556 4229 www.hull.audi.co.uk



Official fuel consumption figures for the Audi A4 Saloon 2.0 TDi Technik in mpg (l/100km): Urban 52.3 (5.4), Extra Urban 70.6 (4.0), Combined 62.8 (4.5). CO₂ emissions: 120g/km.

*Offer available to business users only, figures exclude VAT. Hiring example is based on a 36 month Audi Contract Hire agreement for the Audi A4 Saloon 2.0 TDi Technik with a deposit of £1769.70+VAT, followed by 35 monthly rentals of £294.95+VAT and a contract mileage of 10,000 miles per annum. Mileage charge in excess of contract mileage 6p per mile (exc.VAT). Vehicle condition charges may apply at the end of your agreement. Figures are correct at time of going to print and are subject to change without notice. All hiring is subject to status and available to over 18s in the UK only. Guarantees and indemnities may be required. We can arrange finance and hiring facilities for you. Calls will be recorded for training purposes.



Farming Firm Expands

Yorkshire-based family-owned farming group F D Bird is set to expand all four divisions of its business following a £6.45 million refinancing agreement with Santander Corporate Banking.

The group is made up of the original farming partnership and storage business, F D Bird & Sons, quarry and aggregates operation Yarrows Aggregates and Heron Lakes Luxury Lodge Park. All elements of the business are based in Beverley.

The new finance agreement will free up working capital for the entire group but, specifically, will enable Yarrow Aggregates to invest in a new robotic palletiser and to invest in new lodges at Heron Lakes.

Yarrows Aggregates was established in 2000, originally operating as a mineral quarrying site with the main extraction being a range of gravels, sharp and soft sands. The company supplies major retailers, including MKM, Jewsons and Travis Perkins, as well as numerous local operators and traders.

Heron Lakes Luxury Lodge Park is made up of 50 lodges, set around four large lakes on the 74 acre site. Heron Lakes, a further diversification of the F D Bird business, was established on the site of the original quarry after Tarmac completed extraction of the site.



Gaynor and Lindy

Bond Between Colleagues Brings Them Back Together

Telecoms industry experts Gaynor Osborne-Lawn and Lindy Andersen have joined forces once again.

As a Director of wireless internet service provider Quickline Communications, Gaynor invited her colleague of ten years to join the business as Sales Manager.

Lindy, Sales Manager at Quickline, said: "I jumped at the opportunity to join the company as their technology is at the forefront of the telecoms industry and their customer service ethic ensures customer needs always come first. Major changes have taken place within the industry and with the benefits our new technology offers both urban and rural businesses, makes it an exciting place to work."

Gaynor said: "Lindy and I previously worked together for ten years, looking after local businesses both large and small. Times are changing in Hull and our old customers now see there is choice available for their broadband requirements."

For further information on Quickline Communications, please visit www.quickline.co.uk or call 01482 247365.

Chamber Member Humber Energy Wins Renewable Business Award

Cottingham-based green energy specialists Humber Energy are celebrating after scooping the 'Renewables Start Up' award at The Humber Renewables Awards 2013, at a ceremony held at The Deep on Friday 1st March.

The award, which was sponsored by Cobus Communications Group, recognised newly-established regional businesses that had quickly made a real impact in the green energy and renewables sector. Entrants needed to demonstrate sustainable growth, and prove that they had a clear vision for future development and expansion.

Fending off stiff competition from big name shipping company Blue Water Danbrit and construction business Hall Renewables, the judges were impressed with Humber Energy's commitment to bringing innovative new green technology to the region, and its 'rapid but controlled expansion'.

Joanne Jenkinson, Managing Director of Humber Energy, said: "We're absolutely delighted to have won the award, especially considering the calibre of the other finalists. It's a great endorsement of Humber Energy and shows how far we've come in the past 18 months.

"Going forward, we want to capitalise on this success and expand our customer base, whilst continuing to invest in new innovative energy saving and green technology, which provides real cost and environmental benefits to home and business owners across the Humber region."

In addition to winning the 'Renewables Start Up'



L-R: Joanne Jenkinson, Paul Jenkinson (both Humber Energy) and Vicky O'Grady of Cobus Communications (Award Sponsor)

category, Humber Energy were also finalists in 'Renewables Innovation' for bringing advanced Redwell Infrared heating to the area for the first time.

Founded in 2011, Humber Energy supplies a full range of Solar PV, Solar Thermal and Thermodynamic energy solutions. In addition, the company is also the region's only supplier of advanced Redwell Infrared heating, and is fully

accredited as an assessor and installer under the Green Deal. Humber Energy works with both domestic customers and businesses of all sizes and types across Yorkshire and the Humber region.

For further information on Humber Energy, call **01482 845840** or email **info@humber-energy.com**. Alternatively, visit **www.humber-energy.com**.

Grammar Eyes



Grammar Eyes provides a copy-editing and proofreading service, specialising in fiction, commercial non-fiction, English literature, and history. Grammar Eyes is also able to copy-edit or proofread business brochures, leaflets, magazines, booklets and most other business-related literature.

Grammar Eyes does not use proofreading marks. All projects are undertaken on-screen

with Microsoft Word. Mistakes, grammar and punctuation errors are denoted in a different colour to the running text in a concise way, ensuring nothing is ambiguous to the client.

Phil Syphé, owner of Grammar Eyes, said: "I believe my method allows for a wider clientele, as many non-publishers do not understand proofreading marks. My past clients – including publishers – commended my thorough undertaking of their literary work. So far my name has been credited in three publications.

"I decided to go into copyediting and proofreading during my degree course at the University of Hull, where I studied creative

writing & English. Following my graduation, I became an associate of the Society for Editors & Proofreaders."

At present Grammar Eyes charges below local competitors' rates and less than the SfEP recommended rates. Be assured that the service provided is not cheap. Expect a thorough examination of your literary work, be that an 80,000-word novel or an 80-word business leaflet.

For further information visit: **grammareyes.weebly.com**
email **phil_syphé@yahoo.co.uk**
call **07857 937788**

PHONE NUMBERS

DATA SOLUTIONS

CALLS & LINES

MOBILE SOLUTIONS



Nexus Hull can save every business in Hull money on their Telecoms.

- ££ Discounted Line Rental
- ££ Wholesale Call Charges
- ££ Low cost Broadband
- ££ Savings on Mobile Packages
- ££ Guaranteed savings to every customer!

SPECIAL OFFER TO ALL CHAMBER MEMBERS 12 MONTHS FOR THE PRICE OF 11!

For a **FREE** complete audit on your current telecoms fax a bill to **0844 414 6688** or by email to **info@nexushull.com**

0844 414 6677

www.nexushull.com

ashley@nexushull.com

Delivering training & development solutions to businesses

In today's environment, managing a business is challenging and more than ever companies and businesses need the right tools to achieve their business objectives.



Bishop Burton College has worked successfully with blue chip companies as well as small to medium size enterprises delivering bespoke transformational projects, accredited qualifications and short courses, tailored to meet individual company needs.

Bishop Burton College can provide total support or specific components as you require.

Our offer includes:

- Management Training
- Consultancy Support
- Human Resources Support
- Work-Based Qualifications
- Higher Education
- Health and Safety Support
- Team Building
- Work Force Development



Recognised for excellence
5 star

Call **0800 731 8281**
or visit www.bishopburton.ac.uk
for further information

BISHOP BURTON
College

Business Excellence Awards Night



Fullers Bakery was named Overall Business of the Year at the Chamber Goole and Howdenshire Business Excellence Awards on Friday 8th March.

The annual event, now in its third year, was held at the Think Conference Centre at the town's Goole Academy.

The Pasture Road-based bakery, which produces traditional and speciality bread and confectionery in Goole, supplying wholesalers as well as its own eight shops in Goole, Howden, Pocklington, Beverley, Crowle and Epworth, also picked up the Business of the Year award for firms with more than 20 employees.

The sell-out event was hosted by TV personality Harry Gration who introduced each of the awards and narrated the videos featuring the finalists. Guests were also entertained by fast-talking poet Ian McMillan. Each table competed for a bottle of bubbly which was awarded to the table which gave the loudest cheer of the evening and was won by Longs Corner Service Station.

Chair of the awards committee, Garrey Haase, said there were a large number of entries in all categories this year, which had made the judging very difficult.

He thanked the sponsors of the dinner for their generosity and the Hull & Humber Chamber of Commerce for its encouragement and support in putting on the glittering annual event.

Mr Haase also thanked his committee for the time and effort they had put into judging the awards and selecting the eventual winners.

FULL LIST OF WINNERS

NEW BUSINESS

Yorkshire Staffing Services

BUSINESS OF THE YEAR

Emmerson Kitney

BUSINESS OF THE YEAR

(over 20 employees)

Fullers Bakery

MARKETING EXCELLENCE

Boutique and Breakfast

EMPLOYEE OF THE YEAR

Karen Birdsall, Fullers Bakery

CUSTOMER SERVICE

EXCELLENCE

Flourish and Prosper



CHARITY OF THE YEAR

The Hinge

LEARNING AND DEVELOPMENT

O&H Vehicle Conversions

INNOVATIVE BUSINESS

SG Technical Systems

Entrepreneurs Day



Picture by Mike Park, University of Hull

Chamber President Malcolm Joslin has opened an Enterprise Showcase event at the University of Hull. The event was part of the Graduate Entrepreneurship Project which is designed to support students and graduates in Yorkshire and the Humber area with their business start-ups. Thirteen emerging entrepreneurs gave presentations about their new businesses and also heard the inspirational story behind Hull-based telecom company Connexin. Malcolm talked about the work carried out by the Acorn Fund in providing financial support to new business start-ups. He said after the event: "This has been an inspiring start to my year as President. I was really impressed by the quality of the presentations and by the difference that the University and the various business mentors are making."



Keith Gilson from Trinity Framing Ltd receiving his Membership Certificate at a recent Members' Lunch

Unless We are Part of the Solution We are Part of the Problem?

Youth unemployment in the UK currently stands at 19%, its highest figure for years, and it is continuing to grow. At present figures suggest that 714 000 young people are seeking apprenticeships. If those wishes were achieved the youth unemployment figures would fall to 13%.

Locally the picture is bleaker with a 200% increase in youth unemployment in the last year, with over 5000 young people now described as NEET, (Not in Employment, Education or Training). The City of Hull has more job seekers per vacancy than any other area of the country.

With Business in the Humber area showing real signs of growth and our education provision seeing excellent investment in estate and containing outstanding providers, just what is going wrong? What are the root causes of this disengagement? And does some of the problem fall at our door as employers and educators?

In the last couple of issues I have discussed surveys that suggest young people are leaving school lacking the skills needed to succeed in the world of work. It is easy to suggest that this is a result of a national educational diet built around qualifications making it difficult for these skills to be developed. Difficult yes, impossible no.



Equally, as employers, what are we doing to develop this work readiness? Is the correct thing to do to sit back and hope that somebody will create work-ready young people for us and allow us to cherry-pick the best ones?

The link has to be getting young people within and close to the world of work earlier. Not a rose-tinted artificial Sunday best approach, but a real and genuine work experience that allows for young people to develop resilience, to develop problem solving ability to understand hierarchy and be proactive toward their progression. It is only through working with students to unpick their understanding of the world of work and to match their skills and qualities to requirements of employers that we can bridge the growing chasm. Education and business must work closely together to work in partnership toward a solution otherwise we are just as guilty of making the problem worse.

Hull's Studio School offers a unique environment that builds academic experience through exciting employer-commissioned projects that apply core knowledge but encourage the development of the skills needed to succeed in the world of work. These skills can then be fine-tuned through the year-round work experience developed in organisations such as yours. Help us to build a stronger region. Find out more at hullstudioschool.co.uk

Or contact me: Paul Cliff, Director of Business Development at Hull Studio School, on **07931 806518** or pcliff@hullstudioschool.co.uk. You could also follow us on twitter **@HullsNewEnergy**

 **Hull Studio School**
Learn in the real world

Keep a Spring in Your Step this Season

The latest workplace absence figures published in 2012 show that musculoskeletal problems, such as back, neck, shoulder and knee pain are still proving to be a huge issue for people across the UK, blighting the lives of millions.

The level of pain caused by musculoskeletal disorders can range from mild to severe and can be extremely debilitating, often preventing people from going to work and limiting their everyday activities.

And, although there has been a downward trend in work-related musculoskeletal disorders (MSDs) over the last 10 years*, they still accounted for the greatest number of working days lost to ill health in 2012 according to the Office for National Statistics.

Conditions including back pain, neck and upper limb problems were responsible for more than a quarter of all work days lost – the equivalent of 35 million days.

Back pain alone affects more than 1.1 million people in the UK, with 95 per cent of patients suffering from lower back problems. It can affect anyone at any age and most people will suffer from it at some point in their lives

So, how can staff keep on top of musculoskeletal problems to make sure MSDs don't leave the workforce feeling less than sunny this season?

The general advice for people who suffer back pain[2] is to stay active, try simple pain relief and seek medical help if necessary.

The Health and Safety Executive recommends that employers help staff to identify the cause of an MSD, allowing the employer to review their risk assessment and attempt to rectify the problem.

It is also recommended that staff with back pain and other injuries should be encouraged to come back to work where possible and to keep regular communication between the employee and employer.

Westfield Health's Chamber Primary Health Plan, which is available to all Members of the Hull & Humber Chamber of Commerce, offers a range of benefits to help staff manage MSDs, including physiotherapy, chiropractic treatment, osteopathy and acupuncture.

By using their Westfield Health cover, staff can return to work sooner by avoiding lengthy waiting times and getting aches and pains treated quickly at an appointment time and place convenient to them – minimising disruption to the working day.

And for serious conditions such as hip and knee problems that could require surgery, employees can also be covered by Westfield Health's new Hospital Treatment Insurance (HTI).

HTI is available to all Members of the Hull & Humber Chamber with five or more employees, either as a standalone product or, for more comprehensive cover, it can be used in conjunction with Westfield's Chamber Plan.

For more information about the Chamber Plan, visit www.westfieldhealth.com/chamber or call 0845 602 1629, available 8am to 6pm, Monday to Friday.




Take advantage of your Chamber Utilities™ Energy Service
We have helped 100's of members use less energy and pay less for it.

Pay less for your energy

We will:

- ✓ Audit your bills to ensure your current rates are competitive.
- ✓ Compare the energy market and find the most competitive prices and suppliers.
- ✓ Explain your contract obligations and clarify your T&Cs.
- ✓ Liaise with your suppliers throughout your contract, saving you time and resource.

Reduce your energy usage and costs

We can:

- ✓ Validate every bill to ensure you only pay for the energy you use.
- ✓ Measure and analyse your energy usage to identify cost savings.
- ✓ Help you save energy by highlighting inefficiencies and proposing solutions e.g. behavioural change and energy efficient technologies.

For a complimentary, no obligation energy bill audit contact:

enquiries@chamberutilities.co.uk
www.chamberutilities.co.uk
0844 225 1168

Scan me



Helping you use less energy and pay less for it.

Chamber Welcomes its New President

The Hull & Humber Chamber of Commerce welcomed BP Chemicals' communications manager Dr Malcolm Joslin as its new President at its AGM in February.

Dr Joslin takes over from Matt Jukes, and his new Vice President is Richard Adams, a manager with Tata Steel.

Dr Joslin said: "Over the next 12 months, the Chamber will be looking at issues affecting the region and exploring new ways to generate wealth and prosperity across the Humber – an ambition for 2013 and a vision for the next generation that we can all share".

The AGM was followed by a Network lunch with 100 Members in attendance. Guest speaker was Godfrey Bloom of UKIP, who gave his usual entertaining and thought-provoking speech.



The event was sponsored by Leeds Bradford Airport, to whom the Chamber is very grateful. Tony Hallwood, the Airport's Marketing and Aviation Development Director, gave an enlightening and informative précis of the Airport's operations, focusing on their new terminal and British Airway's flights from the Airport to Heathrow.

Chambers of Commerce Voted a Superbrand

The British Chambers of Commerce (BCC) has been officially named as a Business Superbrand in an influential annual survey that identifies the UK's strongest business-to-business brands.

Independently co-ordinated by The Centre for Brand Analysis, the annual Business Superbrands survey considers thousands of brands that are judged by both an Expert Council and over 1,900 individual business professionals from across the UK.

The brands are assessed on three key criteria: quality, reliability, and distinction.

In addition to being voted a Superbrand, the BCC came third in the Support Services (associations and accreditations) category, being the highest placed member organisation for businesses.

David Hooper, External Affairs Manager at the Hull & Humber Chamber of Commerce, said: "We are delighted that the British Chambers of Commerce have received this prestigious recognition as a UK Superbrand.

"Our Accredited Chamber Network is trusted by over 100,000 businesses to deliver support and services at the highest level to enable them to thrive in today's economy.

"The strength of our brand here in Hull and Humber as well as the rest of the UK, is a direct result of our commitment to create a better environment for the UK business community as a whole, giving businesses a voice at a local, regional and national level, and helping them trade internationally."

Trade Mission Hits the Headlines

The Hull & Humber Chamber of Commerce's trade mission to Libya has been hitting the headlines in the Middle East.

The Libya Herald, believed to be the most widely read online newspaper in Libya, reported the visit by three companies from the UK which are offering their services in the training, packaging and food safety sectors.

The delegation met with the Libyan Businessmen Council and representatives of UKTI in Tripoli. Their trip also included a visit to the British Embassy.

The trade mission was led by Richard Northern, Middle East and North African Advisor to the Hull & Humber Chamber of Commerce, who said: "The Chamber's mission received a warm welcome from the local business community in Tripoli, which is eager to build relationships with foreign partners and suppliers.

"All the participants in the mission made useful contacts and plan to return soon to follow up the business opportunities they identified."

The Chamber is now planning further trade missions to Libya.

Chamber Appoints New External Affairs Manager



The Chamber has appointed journalist David Hooper as its new External Affairs Manager.

Having spent the majority of his career in local newspapers, David brings with him a wealth of experience in the media industry.

Based at the Grimsby Telegraph, he worked as a Sub-Editor and motoring

correspondent, before being appointed Regional Motoring Editor for Northcliffe Newspapers' North East Region.

David went freelance in 2010, working as a journalist and copywriter, helping businesses and organisations improve their marketing and PR activities, as well as writing for various newspapers, websites and national magazines.

He has also been a key member of Lincoln University's School Newspaper Project which offers primary and secondary school pupils the opportunity to produce their own newspapers

with the help of professional journalists, journalism lecturers and students.

Commenting on his appointment, David said: "I am very much looking forward to joining the Chamber at what is a challenging and exciting time for the Humber region."

Welcoming David to the Chamber, chief executive Dr Ian Kelly said: "I'm delighted David is joining our team at this busy time.

"His media background will be a real asset to my team and provide an extra dimension to the Chamber's operations."



Making the Most of International Business Opportunities



Ronald Martin, HSBC
Senior International
Commercial Manager

HSBC have recently increased a multi-billion pound fund to help small and medium-sized enterprises and entrepreneurs in the UK to access or grow in markets across the world and fulfil their international ambitions.

With international trade being key to future UK growth, HSBC's International SME Fund will make at least £5 billion of lending available to businesses with a turnover of up to £25 million.

Through this strong initiative, its unique international presence and dedicated experts, HSBC continues to be a key partner to innovative and forward-looking SMEs that are ready to take up the challenge of international expansion. With this fund, HSBC is aiming to be the bank of choice for international trade.

Exports are key to this region's economic prosperity and we have some fantastic businesses taking their goods all over the world. Therefore, after two years of growth it is disappointing that the value of goods exported from the Yorkshire and Humber fell during 2012, which highlights the region's reliance on the EU for export sales. The EU accounts for over half of the Yorkshire and Humber's exports and this market has obviously been subdued during the past 12 months. However, on the positive side, it is encouraging that exports to Asia have risen, which demonstrates that this region is adapting.

Trading internationally is critical not only for the British companies who want to remain competitive in the future, but also for the wider UK economy. Last year our International SME Fund proved to

be very successful and helped more than 28,000 UK businesses to take advantage of international opportunities. This year we have increased the initial fund allocation to £5 billion in order to continue to encourage and support UK SMEs. With our unique international presence, and the extensive network of dedicated relationship managers, we aim to be the bank of choice for businesses looking to increase their footprint overseas.

With the amount of international activity carried out by UK companies set to increase by around 60% over the next 15 years, we expect demand for a truly international banking partner also to increase, and HSBC has the expertise, products and global footprint that businesses need to take advantage of future opportunities across the world.



AA Global Embarks on Expansion Programme

Chamber Member AA Global Language Services Limited marked the first anniversary of its arrival in Hull with an expansion programme which is good news in any language.

The company, based at Hull Marina, announced plans to provide work opportunities for at least 100 additional translators, interpreters and support staff.

Kirk Akdemir, Chief Executive of the company, welcomed candidates to the company's first recruitment fair, which took place in Hull in March.

AA Global is a prominent supporter of the Chamber's international trade department, having played a lead role in trade missions last year to Poland and Turkey.

The company was launched in Worcester more than 25 years ago and the opening of the Hull office has helped to expand its activities in the private and public sectors, with a permanent staff of around 15.

With a growing reputation for the provision of translation and interpreting services to the public and private sectors, AA Global can now call upon the services of more than 4,500 qualified and experienced linguists who cover more than 250 languages.

Kirk said: "We opened in Hull because we already had a significant volume of work in this part of the world and we have managed to build on that very successfully.

"We are now at the stage where we need to strengthen our team with more people and more languages. The recruitment fair went very well and it may be something we will repeat, but in the meantime anyone who was not able to attend should get in touch.

"We want to find out how people can help us and also show what we can do for them. We will also offer help with personal development, securing



additional qualifications and building their own professional networks."

For further information contact AA Global on 01482 308777 or by email at info@aaglobal.co.uk



Neill & Brown on Fast Track with New Customs Accreditation



Hessle-based Neill & Brown Global Logistics is ensuring its customers receive the quickest international transit of goods, after being awarded full authorised economic operator status.

The AEOF recognition for businesses involved in the international supply chain means Neill & Brown's customers' consignments are fast-tracked through customs controls, receiving priority over non-AEO companies.

Neill & Brown received the full authorisation after an examination and audit by HM Revenue & Customs which proved the company to be trustworthy, safe, secure, financially solvent, compliant with customs requirements and able to demonstrate satisfactory management systems.

There are three levels of AEO: security and safety (AEOS); customs simplifications (AEOC) and AEOF - the full certificate for which HMRC advises companies to apply.

Peter Brown, managing director at Neill & Brown, said: "This achievement is official recognition of our

controlled systems and procedures, of our financial stability, and is generally the accepted measure of a trusted partner in logistics.

"It is not only an accepted international measure of enhanced security for our clients' goods, but a guaranteed ticket to fast-track movements across many international frontiers."

The accreditation will bring further efficiency benefits to Neill & Brown's customers ahead of modernisation of the EU's customs code, which is expected this June.

Any business having an AEOF will benefit by not having to apply for a number of customs guarantees or authorisations, speeding up goods and vehicle movements.

For example, those companies without an AEOF who require a customs special procedure, such as inward processing or customs warehousing, will be required to have a guarantee in place. Holders of an AEOF are waived this requirement.

The non-mandatory AEOF accreditation is applicable to any UK business involved in activities covered by customs legislation and forming part of an international supply chain. This includes logistics

operators, carriers, freight forwarders, customs agents, importers and exporters.

AEOF accreditation is the latest sign of Neill & Brown's commitment to delivering work of the highest quality.

The company holds the British Standard BS-EN-ISO-9001:2008 certification, and it is safety and quality assessment system (SQAS) and dangerous goods safety advisers (DGSA) compliant.

The company is a member of the Chemical Business Association (CBA), Road Haulage Association (RHA), British International Freight Association (BIFA), United Kingdom Warehousing Association (UKWA) and the European Chemical Industry Council (CEFIC).

For further Media information, please contact Catherine Ackroyd or Julian Woodford at Mapa Public Relations on **01482 589900, 07739 139056**, catherine@mapa.org.uk julian@mapa.org.uk



Book Your Stand for Chamber Expo 2013!

CHAMBER Expo 2013, the region's premier business event, is filling up quickly, but there's still time to book a stand.

The two-day event is staged as part of Business Week 2013, and takes place on June 4 and 5, at The Bonus Arena, on Walton Street, Hull.

Organised by the Hull & Humber Chamber of Commerce the annual Expo is regarded as the region's premier business-to-business event.

With more than 100 exhibition stands, it's the ideal opportunity for companies of all sizes to showcase their products and services to hundreds of business people across the length and breadth of the region.

Exhibitors have a choice of two different sized stands, either a 3m x 2m, which costs £525+VAT for the two-day show, or a 4m x 2m, which costs £695+VAT.

As well as showcasing your products and services, Chamber Expo 2013 also offers first-class networking opportunities. Speed Networking is fast and fun and can be very beneficial for people looking for new contacts and more work. There will be three sessions over the two-day event, and if you would like to get involved and promote your firm to potential clients and customers, it's completely free.

If you need to stay in touch while you're out of the office, complimentary Wi-Fi will be provided and there is plenty of free parking.

The Chamber is indebted to the following Sponsors for making the Expo possible:

Solutech Systems Ltd –
Printer & Copier Solutions Partner;
Reality Solutions – Sage Specialist Partner;
John E. Wright – Exhibition & Display Sponsor;
96.9 Viking FM – Event Sponsor.

For more information, or to book your stand, call Bruce Massie or Janice Harrison at the Hull & Humber Chamber of Commerce, on (01482) 324976, or alternatively, email b.massie@hull-humber-chamber.co.uk.



Looking Forward to Chamber Expo 2013



MSC Services (Yorkshire) Ltd, a new civil engineering / ground works sub-contractor established in Feb 2010, looks to build on their success from Chamber Expo 2011 and 2012.

Back in early 2011, they were a bit apprehensive about having a stand at the Chamber Expo, being a new company less than a year old they were gaining much of their work from contacts and relationships built up from their Director's (Mark Robinson) 20 years of experience in the civil engineering industry.

They had a full order book for the next few months but needed to expand their client base and also develop the company's profile both locally and nationally and, after becoming Members of the Chamber of Commerce in early 2011, the Expo seemed the perfect event.

Commenting on their experience, Mark said: "By having a stand in 2011, we were able to meet up with a number of directors and management staff from companies that we dealt with but didn't necessarily meet on a monthly basis, which enabled us to strengthen these links."

"As a direct result of the stand, we established links with Miracle Span (UK) Ltd who construct steel framed buildings throughout the UK, who were looking for a ground works contractor, willing to quote at tender stage and provide quality ground works both locally and nationwide."

We have since carried out 12 contracts for them throughout the UK to the value of £200k and have schemes to the value of £100k upcoming in the next six months. It wasn't just the clients that we made contact with at Chamber Expo 2011, being a new company we needed a number of services as the company expanded and evolved.

As a direct result of our contacts established at the Expo we have done business with a number of exhibitors and visitors to the value of over £40k over the last two years and have become a member of 'For Entrepreneur's Only', which has been a great source of advice and business wisdom and enables Mark to give his take on starting a new business to future Entrepreneurs.

The third year of business has seen turnover grow by another 20%, enabling us to open an Edexcel Approved Assessment Centre specialising in Construction NVQs covering Estimating, Buying, Planning, and Surveying, as well as Supervisory and Management. This in turn has allowed us to take on a new apprentice.

Thanks to all the team at Hull & Humber Chamber of Commerce and we look forward to meeting new contacts and suppliers at our stand on 4th & 5th June.

Goldings Support Packages Provide Peace of Mind

Hull-based Golding Computer Services has built a strong reputation over 30 years as a one-stop-shop to meet the IT needs of business.

The company builds and installs computer systems and has been an accredited Sage Business Partner for 30 years, providing Sage accounts and payroll programs, together with installation and training.

Goldings is proud to have won the Sage Circle of Excellence on two occasions and to have been recognised nationally as an award-winning training centre by the IAB (International Association of Book-keepers).

The company serves clients ranging from sole traders to SMEs, providing a support service that is crucial to the continuation of their business.

"In many cases they regard Goldings as their IT department," said Vic Golding, Managing Director of the company which he founded in 1982.

"We offer complete IT solutions from start to finish, with advice on what suits the needs of a particular business and with training on how to use the equipment to best effect.



*Vic Golding,
Managing Director
of Golding
Computer Services.*

"This is followed up with the best possible after-sales care and support as part of a complete service package to ensure the smooth running of the business with the minimum of disruption.

"Our training also extends to courses, which lead to recognised qualifications and for which we are often able to secure funding, in computerised accounting techniques which can bring a direct improvement in a company's bottom line."

Di Garbera, General Manager of Goldings, added: "The message from our customers is very clear. What people want most of all is peace of mind and IT services they can trust to save them time while they get on with their everyday business."

Contact Golding Computer Services on **01482 328706** or email di@gcs-limited.com or visit www.gcs-limited.com for more information.



when it is important...



Somewhere Special?

Delivering Business Class Travel you can be sure of a courteous and professional service for all your key members of staff or visiting VIPs.

- Reduced stress
- Improved Productivity
- Cover for in house chauffeurs
- Full UK wide coverage

Something Special?

We offer the ideal UK ground travel solution for many occasions. Multiple pick up points with home pick up and drop off if required.

Total peace of mind package. Let us organise all your travel arrangements - leaving you free to organise the event itself.

We offer a highly regarded "Meet and Greet" service at all UK airports, ports and railway stations - leaving you free to concentrate on looking after your guests rather than navigating, driving and parking.

Someone Special?

Pinnacle's qualified chauffeurs can offer that discrete and dependable car service for a special occasion with family or friends.

All of our vehicles are equipped with luxurious leather interior, soft drinks mini-bar, electric doors and privacy glass for up to six passengers

Pinnacle Chauffeur Transport Hull & Humber t. 0800 7834107 / 07854 174398 101 Wolfreton Lane, Willerby, Hull HU10 6PS

Airport Transfers Anniversaries Area Visits Business Delegations Carefree Shopping Trips Christmas Party Transport Guaranteed Cover (to contract) Golf Tours Conference Shuttle Service Corporate Hospitality Cruise Line Transfer Day Hire Evening Hire Fact Finding Tours In-house Chauffeur Support Intercity Transport Local Tours Small Group Travel Site Tours Special Guest Transport Standby Cover TV Crew Transport Weddings



New Business Loan Scheme is Launched

Businesses located in the Hull, East Riding and North Lincolnshire looking to raise finance can apply to a new loan fund which has just been launched.

Applicants can be from any sector and the loan can be for any purpose including working capital. They must have a turnover of at least £100,000, be credit worthy and have at least two year's accounts filed at companies house.

Richard Watts, of Finance 4 Business, the scheme administrators, said: "It became apparent to me two years ago that businesses were struggling to raise finance from traditional sources. This was due to lack of availability and when that finance was available the terms were sometimes prohibitive.

"Colleagues and associates were also finding the same problem and we reached the conclusion that an SME loan scheme was essential to provide businesses with the finance they need.

"I am delighted to announce that such a scheme is now in place. It has taken two years to put together and it has been a link with the UK's leading peer to peer business lender The Funding Circle that has made this possible."

Anyone requiring information about the scheme should contact **07872 033804** or email **richard@finance4business.biz**.

Helping to Fight Crime

Not everyone who has information about crime or criminals is comfortable talking directly to the Police, whether through fear, mistrust or any other reason.

Crimestoppers is an independent charity which provides the means for people to pass on information anonymously. The idea is that people can call Crimestoppers on 0800 555 111 without giving any personal information and calls cannot be traced. The lines are open 24 hours, 7 days a week, or, people can email anonymously via the website www.crimestoppers-uk.org. This information is then passed on to the police without them knowing who it has come from.

Humberside Crimestoppers was established in the early part of 2011 and recently became Members of the Hull and Humber Chamber of Commerce, the aim being for the local board to become more aware of business crime in the area and if significant, take action and work with Police to do something about it. The charity is supported by local Volunteer Boards responsible for promoting Crimestoppers and raising funds to manage campaigns and issue rewards. However, it is clear that people in our communities have a reluctance to get involved and give information to the Police, so, Crimestoppers is a credible alternative with a 25 year history in making a difference.

So, in terms of business crime, it is difficult to quantify the scale and nature of this across the Humberside area but we are keen to respond to issues. Members of HHCC are invited to contact the Chairman of Humberside Crimestoppers and would welcome dialogue aimed at identifying/tackling specific concerns. Please contact the Chairman – Frank Duffield (07527 488071) for an informal discussion.



Cityworks Strengthens Team

Hannah Crookes is the latest person to join the Cityworks team, coming into the business as the new Communications Manager.

Hannah joined the team after seven years working for the Hull and Humber Chamber of Commerce. Her most recent role with the Chamber saw her looking after External Affairs, focusing on policy, Membership and public relations.

To find out more about Cityworks, visit www.cityworks.org.uk.

Hull Choral Union

Hull Choral Union was founded in 1929 as a result of the amalgamation of two local musical societies, Hull Harmonic Society and Hull Vocal Society.

The choir quickly established a strong reputation and has performed high quality choral works in the magnificent City Hall, Kingston upon Hull, ever since. New singers are welcome, see its website for joining details.

Hull Choral Union is fortunate to have its own orchestra of local and regional musicians. The choir has also sung with Hull Philharmonic Orchestra and visiting professional orchestras including the Hallé, the Royal Liverpool Philharmonic and the English Symphony Orchestra.

The society attracts international soloists and is particularly keen to feature soloists at the beginning of their careers. The Chorus Master and Conductor is Sam Gardner.

The repertoire ranges from great oratorios, e.g. Elijah, to contemporary works, e.g. The Armed Man. In April 1981 the world premier of Anthony Hedges' Bridge For The Living was performed to celebrate the opening of the Humber Bridge. Dr SB Ainsworth CBE, past President and Vice President of the Hull Choral Union, together with J H Fenner Co Ltd, commissioned the music to a poem by Philip Larkin.

The final concert of the 2012/13 Season is An Evening with Wolfgang Amadeus Mozart on Thursday, 25th April, 7.30 pm, which includes Coronation Mass in C major and Exsultate, jubilate.

For further information contact Gaynel Munn
Tel: **01482 654567**
www.hullchoralunion.org.

vividfish



for more information contact
0800 998 7502 or
email us at info@vividfish.net

Website Design
App Development
Online Marketing

www.vividfish.net

Heptonstalls LLP Launches New Commercial Team

Heptonstalls LLP is a leading firm of Solicitors with offices across Yorkshire. The firm continues to roll with the times as it adapts to changes in the legal profession and the needs and demands of its client base by launching its new Commercial Team. This consists of a group of specialist commercial lawyers who have the experience and abilities to work proactively with business clients from smaller owner managed firms to large corporations.

The new team is headed up by Shaun Pinchbeck who is a partner at the firm with over 20 years' experience in his specialist field of Employment Law. Shaun is joined by Tony Wilkinson LLB, Consultant Corporate Solicitor, who has over 40 years' experience of advising corporate clients; Leah Winter LLB, Commercial Litigation Solicitor, who joined the firm in October 2012 following a number of years working at a boutique commercial litigation practice in London and Caroline Hawcroft LLB, Commercial Property Associate Solicitor, who joined the firm in

January 2013 after having spent over 6 years working in a medium sized commercial property team in Sheffield.



Shaun said "The depth and range of experience in the new Commercial Team means that we are able to forge strong relationships with our clients, whereby we understand their business and their requirements, in order to help our clients achieve their objectives. Although our offices are based in Yorkshire, advancements in technology mean that we can provide our services to clients across the country. We can deliver a service to clients whereby we are akin to being their own in house legal team, providing a full range of commercial solutions."

For more information please contact Shaun Pinchbeck on **01405 765661** or email Shaun.Pinchbeck@heptonstalls.co.uk



Funding Lets Hinge Focus on Youngsters

The Hinge Centre was established in 1995 and is based in the heart of the second largest social housing estate in Bridlington and in the town centre of Goole.

We are a charitable company limited by guarantee with is run and management by our board of directors and strategic development manager.

Our key services and aims are to support the local community, residents and young people living in the Havenfield estate of Bridlington, homeless young people and adults, people with learning difficulties and mental health issues, the elderly and communities of Bridlington and Goole.

Our key projects are community-based and we have open door policy to help anyone in need or crisis. We run a resettlement project for homeless young people aged 16 – 24, a community food store, art therapy groups, mums and tots groups, youth inclusion projects for the kids, independent life skills and personal development training, housing and other benefit related support and an in-house counselling service.

Although we are funded by the Big Lottery Fund, BBC Children in Need and the Homeless Transition Fund, the grants we receive are only to staff and run our director operating and overhead costs. In order to provide the services we are reliant on other small grants, donations, fundraising and any other support, either in kind or financial, in order for us to continue to provide the key services to our client groups.

We are now looking to establish business contacts in order to develop further our work and promote our services within the private sector.

For further information please contact Martin Crossland on **01262 679671** or by email martin@thehinge.org.uk



Are You Eligible for the £1,500 Apprentice Grant?



**THERE HAS NEVER
BEEN A BETTER TIME
TO EMPLOY APPRENTICES**



Equivalent to a third
of an apprentice
annual salary

**Contact us NOW
to see if YOU qualify ...**

For further details please contact:
Carol Gill on 01482 611896
or email
c.gill@chambertraining.com



**We Have Apprentices
Available For Roles In ...**

**Business and Administration
Customer Service
Warehouse and Storage
Health and Social Care**



Andy Lynch and Chris Brown.

Chartered Accountants Win with Hull FC

Chartered Accountants cba has been appointed auditors and financial advisers of Hull FC.

Lifetime fan Chris Brown, partner at cba, is delighted with the new deal to support the Club from both a professional and sponsorship point of view.

Chris said: "As well as the appointment as auditors and financial advisers to Hull FC, we have agreed sponsorship of the Club itself and first team player Andy Lynch. I have always been a huge fan of the black and whites and feel proud to support them in this way. Being a Club sponsor has many benefits and we hope to raise our profile amongst fans and visitors to the KC Stadium. Hull FC is very supportive of its sponsors and now that the season is underway, I look forward to seeing them win some trophies."

For further information about cba accountants please follow @cbaAccountants



Why Not Take Up a Big Challenge?

Looking for a new challenge? Make a real difference and trek the Himalayas for Dove House Hospice.

Join the Dove House Hospice trek team and travel to India in April 2014 for the experience of a lifetime. Trek through the lush green scenery of the Himalayas and see spectacular mountainous views before completing your journey by helping at an Indian community project for adults with cancer.

You could be part of an exclusive team from the Hull and East Riding area who are all raising funds for our local hospice and making a difference to a local Indian community.

Amaze your friends, colleagues and clients by seizing this opportunity to challenge yourself, raise awareness for a local charity and explore the world's most famous mountain range.

Our Corporate Fundraiser, Katy Wood, has already signed up. She said: "With every step, I know I will be helping patients and playing my part in making a difference. I work at Dove House Hospice, so it is already close to my heart. But this trek is a personal challenge I cannot wait to begin."

This incredible journey starts today. Simply visit www.dovehouse.org.uk/trek, or contact the Dove House Hospice fundraising team - fundraising@dovehouse.org.uk / 01482 785743 - for a full enquiry pack. We will be hosting a trek information evening at the hospice on Wednesday, May 8th, and all those interested are welcome to attend to find out more.

Make this coming year the one you will never forget.

Company Targets Specialist Project Delivery with Appointment of New Associate

Alan Wood & Partners, a market-leading provider of professional management and engineering design services, has appointed a new associate as part of its building and surveying division.

Mark Coates will work with clients to realise their aspirations and plans from production of initial feasibility and concept studies, through to delivery and operation.

He will also look strategically to grow this specialist team at Alan Wood & Partners, renowned for its expertise and agility.

The Hull-based business believes its wide range of in-house expertise allows the company to offer a comprehensive specialist project delivery service to clients across many sectors and industries.

Mr Coates, a well-known and respected Chartered Building Surveyor from the area, has more than 25 years' experience working in both the public and private sector, including managing large, industrial, commercial, healthcare and education projects. He also has experience and interest in historic buildings.

He said: "In joining Alan Wood & Partners, my overall aim is the organic growth of the surveying department and to ensure the company is seen as the place to come for a full building and surveying service, including tailor-made delivery management."



Mark Coates, associate of Alan Wood & Partners.

Hull Law Firm Announces Move to New Head Office

Leading Hull law firm Andrew Jackson has announced its move to a new head office at Marina Court in the city centre.

The move follows the £600,000 refurbishment of 17,500sq ft of office space at Marina Court, which has been carried out by Chameleon Business Interiors on behalf of the premises' owner, Hull property development specialists the Wykeland Group.

Twelve offices have been transformed into one contemporary office space over three floors. There is a dedicated reception area for clients, as well as 11 meeting rooms, a mediation suite, and a 'break out' area for staff called The Dock.

Andrew Jackson's managing partner, Rob Penrose, said: "We had been searching for a new office for several years. We are committed to the region and have great confidence in the city.

"Marina Court suits our requirements perfectly. It is in a perfect location on the marina and is in the Fruit Market, an up-and-coming area of the city for professional services firms, as well as leisure and entertainment. The location is highly visible and easily accessible for our staff and clients."



Rising to the Challenges of Running a Business

Alex Burgess
Managing Director SoluTech Systems

Alex Burgess' journey towards running his own business began when he left school and began working for the Hull Daily Mail.

His first role as a sixteen-year-old was in TeleSales, selling property advertising, and it proved to be a valuable experience for the teenager who went on to set up Hull-based photocopier supplier SoluTech twelve years ago.

He said: "I was only sixteen when I went to the Hull Daily Mail and it proved great training and gave me a good grounding in business. It was excellent and I enjoyed my time there."

"I was there for three and a half years and, by the end, I was running a department of twelve people, a number of whom were much more experienced at that time."

In time, he moved on and entered the photocopier industry. He said: "When I left the Mail, it was for a company covering the same area that SoluTech now covers, East Yorkshire and North Lincolnshire."

"I was working with both large and small businesses and the idea for SoluTech came out of those experiences."

"Although I had a background in sales, I had already decided that I wanted to run my own business and be my own boss."

"However, I knew that I did not want to set up a company just for the sake of it. There had to be a good reason. The time had to be right"

That time came when a local Sharp equipment dealer pulled out of the area. Alex said: "I could see that this was a great opportunity. It's a good product and it was the right time to set up a business."

"I can still remember that first day, just me and a rented office in Hull. It was not as I had envisaged it, it was much more scary!"

He need not have worried; since then he has built up the company to become one of the area's leading suppliers of photocopiers, servicing a range of local businesses with Sharp and Lexmark multi functional devices.

The firm employs 15 people, including five copier and IT trained engineers who are based locally to ensure that they provide the best level of service available.

Alex said: "The fact that we have five engineers is important because it means that we can offer rapid response times to our customers."

"The industry is evolving rapidly and one of the things that is changing is the customers' expectations when it comes to the service they receive."

"Because the machines are now so quick, the customer expects the same speed of service from suppliers and we aim to deliver it with our team of engineers. Being a local company means we are able to meet our customers' expectations. We are proud to look after local businesses and we're on the doorstep when you need us."

Those changes in the industry also include dealing with ever-smarter machines. Alex said: "Today's machines can email you to say that they will need a new drum in 5,000 copies or that they are running short of toner."

"It means that we can detect problems even when an engineer is not on site and that allows us to provide a better service."

One of the challenges for the company is continually to introduce new products. Alex said: "With machines getting ever better, we have to make sure that we offer our customers the very latest in technology and that we have all the latest software to ensure they receive the best service available."

Although SoluTech has grown, Alex still recalls those first days in business, which is why he recently agreed to be a sponsor at this year's Chamber Expo 2013 on June 4th/5th.

He said: "We remain a local business and we are committed to supporting other local businesses and the Chamber as best we can. It's important that we help local business wherever possible."

"We are really excited to be more heavily involved in the Expo this year, after several years of supporting the event by exhibiting."

"We're really keen for local businesses to support other local businesses and we look forward to working with Chamber to make the Expo a real success."

* For more information on SoluTech, call **01482 846 746** or email sales@solutech-systems.co.uk alex@solutech-systems.co.uk

"Because the machines are now so quick, the customer expects the same speed of service from suppliers and we aim to deliver it with our team of engineers. Being a local company means we are able to meet our customers' expectations. We are proud to look after local businesses and we're on the doorstep when you need us"





First Hull Trains: Integral to the Long-term Future of the Region

First Hull Trains is a true Hull-born success story. It is a company founded on the pioneering spirit which is evident across many businesses in the city.

The company ran its inaugural service from London King's Cross to Hull's Paragon Interchange in September 2000.

Since then, passenger numbers have risen ten-fold from 80,000 a year to 800,000 and the services have expanded from two, two-car services a day to 90, five-carriage services every week.

The company was the initiative of Renaissance Trains, but can now call upon the might of First Group as

the majority owner of the business.

As the wider Humber sub-region looks towards a brighter, more prosperous and successful future, First Hull Trains will without question be an integral part of any success.

The 14 daily connections to and from the capital, which stop at Brough, Howden, Selby, Doncaster, Retford and Grantham, provide vital transport links for those looking at taking a break, but more significantly, for those growing their business south of the city and, importantly, companies looking to invest in the wider region.

The open-access operator offers an early train which leaves Hull at 6.25am and has commuters in central London for around 9am - a journey time of around two-and-a-half hours.

Not only that, the carriages were recently given a £2.4m internal refresh with free Wi-Fi installed throughout and plug sockets available in all seating sections – the trains are effectively offices on wheels,

but without constant interruptions and phones ringing. Some say that they get more done during that two and half hour journey than they do in a full day in the office.

The company has been driving value for money into all ticket prices and offering customers flexible options. Regular business customers are given the opportunity to take advantage of First Hull Trains' flexi-ticket, which can offer savings of up to £500 a week. And leisure travellers can get to the capital for as little as £10 – that's less than five pence a mile!

All these initiatives and drives seem to be paying off. Despite a surge in passenger numbers through 2012 of almost 10 per cent, already in 2013 numbers have continued to show significant increases. From January to March, almost 30,000 more passengers travelled with First Hull Trains than compared to the same three months the previous year.

Being an open-access operator offers the commercial team greater flexibility to respond to passengers' wants and needs. Only at the turn of



the year; the company was able to announce below inflation fare rises, which were also significantly lower than national averages across the rail industry.

Other initiatives, such as the M-Ticket, which allows people to purchase tickets on a smartphone app, download digital tickets and present them on trains and use them to exit stations, have been developed. At the time of going to print, this service was being rolled out to all tickets rather than just advance purchases – an industry first. Print at home tickets are now also available.

What about the future?

The company's track access contract is due for renewal in December 2016, so now the focus is turning to the long-term future.

First Hull Trains is spearheading an ambitious plan to finance privately the electrification of around 70 miles of track between Hull and Selby.

Currently in talks with private sector investors, rail infrastructure firm AMEY and Network Rail, First Hull Trains is expecting soon to start discussions with the Office of Rail Regulation (ORR) and the Department for Transport (DfT) over plans to

electrify the route from the city to Temple Hirst junction.

It is currently outside of Network Rail's own immediate electrification plans but is an integral part of the company's ambitions to extend its current licence.

Discussions have been taking place across the last few months for the project, which is expected to cost around £60-80m.

Richard Parry, the company's interim managing director, said: "This is a company founded in the city and one which is cherished and valued by the people of Hull and the surrounding area.

"We are an integral part of Hull's economic growth plans and directly support local employment and skills development now and hopefully for many years to come.

The electrification plans are still at the development stage but we are working closely with all key stakeholders to make our vision for the route a reality. There would be many benefits, not least securing the jobs of our 100-strong team – most of whom originate from or live in the area."



"We are an integral part of Hull's economic growth plans and directly support local employment and skills development now and hopefully for many years to come."

FROM PAGE 27 >>>

Passengers First ...

It is not just First Hull Trains' own staff who think highly of the company.

In the Passenger Focus National Passenger Survey league of overall satisfaction, First Hull Trains consistently finds itself in the higher echelons.

In the latest survey released by Passenger Focus, the independent rail industry passenger champion and watchdog, it was revealed that First Hull Trains scored 95 per cent in overall customer satisfaction – a seven per cent improvement on the autumn 2011 survey, and two per cent better than the score achieved in spring 2012.

The figures put First Hull Trains ahead of the pack across the rest of the UK, for the first time, with the national average for long distance operators in the same survey being 89 per cent.



Have you heard?

You can advertise your company from as little as £120 weekly to **93,000*** potential customers every week!



There has never been a better time to advertise on 99.8 KCFM. See how your business can benefit from cost effective and affordable radio.

Give us a call on **01482 333999** or visit **kcfm.co.uk** and click on

*Source: RAJAR/IPSOS media
Release Date December 2012

Follow us on:



Conditions Help Hauliers Recover Debt

A recent legal case illustrates how important it is for logistics businesses to ensure their conditions of carriage are both robust and incorporated into contracts, says shipping lawyer John Habergham of Hull-based Myton Law.

When a German container line became insolvent ATL Haulage Contractors Ltd were owed a five figure sum. Fortunately, ATL had incorporated the RHA Conditions of Carriage in its contract so could exercise a lien, over goods being carried for the line enabling ATL to negotiate a suitable commercial settlement.

"The RHA Conditions proved invaluable," explains ATL Director Amit Karia, "Without them we wouldn't have been able to push the claim."

Myton Law, an RHA associate member, provides

member guidance on liens and advised ATL Haulage. John Habergham: "Liens are a lawful right to retain possession of goods belonging to another until a debt is satisfied. To apply a lien you must have incorporated conditions outlining your right of lien in your customer contract. ATL had wisely incorporated the RHA Conditions of Carriage by referring to them in all customer correspondence."

John Habergham, Myton Law Ltd,
www.mytonlaw.co.uk
Tel: 01482 382080



"The RHA Conditions proved invaluable, without them we wouldn't have been able to push the claim."



Lawyers with true sector experience

Myton Law is a niche firm located on the Humber with expertise covering shipping, marine, transport, logistics, international trade, insurance and engineering law.

Plain talking and pragmatic, we provide a cost effective, commercial approach to managing legal matters for our clients and can act for all companies in the logistics chain.

www.mytonlaw.co.uk
Call us on
+44 (0)1482 382 080



- goods in transit disputes
- ships cargo disputes
- multi-modal disputes
- conditions of carriage
- personal injury
- international trade
- renewable energy
- inland waterways



myton law

SHIPPING • TRANSPORT • INSURANCE



A Cruise to Remember...

P&O Ferries is the UK's leading Ferry operator and carries around nine million passengers, two million cars and two million freight vehicles a year, with a fleet of 23 ships sailing across the English Channel, Irish Sea and North Sea.

The company's operations from Hull are long established and lead the way for the outstanding quality of its overnight cruise ferries across the North Sea. There are four huge ships, two of which service the crossing to Rotterdam (Europoort) and two serving the Belgian port of Zeebrugge.

For summer 2013 the Hull to Rotterdam and Zeebrugge cruise ferries get new main restaurants called 'The Kitchen - World Flavours'. A wide range of hot and cold foods from a help yourself buffet with salad bar, classic dishes and

new dessert range is reinforced with a series of themed dishes from around the world, including Chinese, Thai, Indian and Indonesian cuisine to choose from. And an ice cream factory will be trialed on the Pride of Hull from March.

A big attraction of these overnight services is the mini-cruise style of the crossing, and a new programme of family evening entertainment and cabaret shows is scheduled for the summer months, including children's entertainers. For those looking to upgrade, the Club Class cabins are getting a makeover with flat screen

televisions, new Egyptian cotton linen, bath robes, The White Company toiletries and new tea and coffee making facilities.

Four legged friends have been considered too. The company has seen a big increase in the number of customers keen to travel with their pets so it has increased the number of kennels available for North Sea crossings.

P&O Ferries is the collective name for all tourist and freight ferry services operating on the following routes: Dover – Calais, Liverpool – Dublin, Cairnryan – Larne, Troon – Larne,



Hull – Rotterdam, Hull – Zeebrugge, Teesport – Rotterdam, Teesport – Zeebrugge, and Tilbury – Zeebrugge.

The company's fleet includes multi-purpose ferries, dedicated freight ships, some of the largest and most luxurious cruise ferries in the world, and the Express high speed catamaran. As such P&O Ferries is experienced in all aspects of ferry operations including:

- Short Sea ferry crossings providing customer focused retail, restaurant and leisure facilities, whilst supporting a fast and effective turnaround to meet customer requirements and optimise asset utilisation
- Overnight cruise ferry operations delivering a high quality customer experience
- Freight-only services providing optimal vessels to support the type of freight traffic backed by highly efficient port operations

In 2011 and 2012 P&O Ferries made its largest investment ever with the introduction of two new ships to its Dover – Calais service, the Spirit of Britain and Spirit of France, at a combined cost of €360 million.

The P&O name is iconic in the maritime world and in 2012 the company passed an historic milestone with the 175th anniversary of the company's foundation.

This rich heritage is being celebrated at a special website, www.poheritage.com



A big attraction of these overnight services is the mini-cruise style of the crossing, and a new programme of family evening entertainment and cabaret shows is scheduled for the summer months, including children's entertainers.

Low-cost Fleet & Haulage insurance

The UK's local broker



- ✓ 130 years combined commercial insurance expertise
- ✓ Comprehensive cover for vehicle fleets, haulage, trucks & HGVs
- ✓ Dedicated Commercial Account Executive
- ✓ Bespoke cover tailored to your needs

To find out how we could save you money on your business insurance, call your local Commercial Account Executive today on

01472 485 216



Swinton Commercial is a division of Swinton Group Limited, registered in England number 756681 whose registered office is at: Swinton House, 6 Great Marlborough Street, Manchester, M1 5SW and is connected for the purposes of the Insurance Companies Regulations 1994 to Covea Insurance plc. Calls are recorded for training and quality purposes. Authorised and regulated by the Financial Conduct Authority.

SEAWAY

+44 (0)1482 338777
info@seawaylogistics.co.uk

Independent shipping and liner agency specialising in shipping services from the UK to Russia, Latvia, Lithuania and Poland.



Established in 2010 Seaway Logistics Limited is an independent shipping and Liner agency specialising in regular services from the port of Hull to the Baltic ports of Klaipeda, Gdansk, Szczecin and Riga.

Working closely with TTS Shipping LTD we offer a regular conventional Liner service with direct sailing to the port of Klaipeda every 2 weeks. In

addition we specialise in the shipment of Static Caravans/Mobile Homes, plant and machinery to the ports of Gdansk Szczecin and Riga. From our dedicated secure dock storage facility we arrange direct shipments to all of the above ports in modern chartered vessels.

Seaway Logistics Limited, Witham House, 45 Spyvee Street Hull UK HU8 7JR.



fuelmate
Filling you with confidence

UK & European fuel card solutions...

Whatever your coverage, we will have a fuel card solution for your business.

Call 0800 158 3582 or visit www.fuelmate.co.uk



IBL BULK LIQUIDS

Contact: archie@intbl.co.uk or chris@intbl.co.uk or you can visit our website www.intbl.co.uk



We provide:

- Tank sizes from 40 M³ to 1731 M³
- Total capacity in excess of 35000 M³

Tank construction – Stainless Steel, Epoxy Coated and Mild Steel

“Short notice” storage requirements can usually be accommodated

Undercover Warehousing Facilities, Blending, Drumming, Packaging, Steam Cleaning Facilities and Public Weighbridge

IBL Bulk Liquids Ltd., formed in 1947, has expanded and diversified into all sectors of the bulk liquid storage market for specialised storage of edible oils, hydrocarbons, chemicals, biofuels, additives and natural liquid products. Operating from three terminals in Hull, with two installations on the River Hull and one deep water terminal within Hull's Alexandra Dock.



Strategies Offer Hope for Thousands of Jobs

The Government has made two key announcements designed to support the UK supply chain in the oil and gas and nuclear sectors and increase their competitiveness abroad.



Ministers said that the oil and gas strategy is designed to secure billions of pounds of future investment and thousands of jobs.

The Oil and Gas Industrial Strategy: Business and Government Action Plan has been developed in partnership with the industry and sets out a path to exploit the UK's remaining resources and overcome an increasingly challenging production environment.

UK oil and gas production is vital for energy security and to the economy, employing over 400,000 people, and action points and programmes already under way include:

- maintaining a fiscal regime that encourages investment and innovation in the UK Continental Shelf. This includes guarantees on tax relief for decommissioning
- developing the UK supply chain further so that

UK supply chain firms can build on the £27 billion of revenues which they already generate in the UK. Fabrication has been identified as one area to target to ensure the UK remains competitive in domestic and international markets

- provision of specialist support from UK Trade and Investment (UKTI) to look at how the UK supply chain can increase exports in the sector; building on the increased funding of £140 million announced in the Autumn Statement to help small and medium enterprises (SMEs) export abroad. This is to capitalise on high value opportunities in markets such as Brazil, Mexico, Saudi Arabia and Australia
- filling the skills gap, which is seen as one of the biggest challenges facing the oil and gas industry, especially for SMEs

- addressing the skills shortage of mid-level career engineers. The industry expects it will require an additional 15,000 staff over the next 4-5 years across a range of disciplines. Government and industry will look at establishing a national programme to retrain ex-military personnel to enable them to be redeployed in the oil and gas industry. Ex-military personnel often have the skills the industry looks for and have successfully transitioned into the sector
- encouraging more technological advancement through research and development, which will enable industry better to understand complex reservoirs, reduce drilling costs, improve efficiency and enhance production
- raising the profile of Britain's growing oil and gas sector to foster innovation and attract the best talent, including the imminent launch of an Oil



and Gas UK campaign to raise awareness among the general public

- developing work between the financial services' sector and industry to address challenges of access to finance.

Business Secretary Vince Cable said: "The oil and gas industrial strategy is the start of a real plan of action owned by industry and government. It is a strategy that all sides are committed to, so that future decades of investment and growth can be maintained in the North Sea.

"An important part of this strategy is how we can develop the UK supply chain. I want us to consider what barriers are stopping British companies bidding for and winning work in the North Sea.

"This is an expanding industry. We can either help create more jobs and opportunities across the UK if

we get this right or see work going overseas if not."

Energy and Climate Change Secretary Edward Davey said: "Even as we move to a low carbon economy, oil and gas will remain an integral part of the UK energy mix for decades to come.



"The UK's oil and gas industry is a vital strategic resource that helps fulfil our energy needs and insulates us from volatile global markets. By partnering with industry to support oil and gas investment offshore and onshore, the Coalition Government aims to boost growth and enhance the UK's energy security.

"With our support for carbon capture and storage, for decommissioning and by encouraging increased collaboration across different energy sectors, especially offshore, there will also be new sustainable growth opportunities for the industry and the wider UK supply chain."

Standing Up for the Nuclear Industry



The Government has also published an industrial strategy to enable the UK to seize the opportunities for economic growth in the nuclear industry.

Over the next two decades it is forecast that globally there will be £930 billion invested in building new reactors and £250 billion in decommissioning those that are coming off line.

The nuclear new build programme in the UK alone could generate up to 40,000 jobs in the sector at its peak. The nuclear industrial strategy sets out the basis for a long-term partnership between government and industry to exploit those opportunities.

The strategy is being overseen by a Nuclear Industry Council, co-chaired by ministers and industry. It includes a wide range of commitments, including:

- £15 million for a new world class National Nuclear Users Facility for universities and companies carrying out research into nuclear technology. The facility will have centres at the National Nuclear Laboratory at Sellafield, the Culham Centre for Fusion Energy in Oxfordshire and the University of Manchester's Dalton Cumbrian Facility
- 36 nuclear research and development projects have won £18 million worth of support from a Technology Strategy Board competition, which will leverage in a further £13 million of private sector investment
- £12.5 million to join the Jules Horowitz Test Reactor programme which is being constructed in France. The reactor will provide the UK with a valuable radiation testing facility to develop future advanced nuclear fuels

■ The Government spent £66 million in 2011 on nuclear research and development and will keep under review its level of future expenditure. It is keen to explore opportunities to back future reactor designs, including the feasibility of launching a Small Modular Reactor (SMR) R&D programme to ensure that the UK is a key partner of any new reactor design for the global market

■ Nuclear new build in the UK is forecast to generate up to 40,000 jobs in the sector at its peak, but employers are currently reporting skills shortages – particularly in engineering. Tackling the skills gaps will be one of the actions to be taken forward through a Skills Delivery Plan led by the Nuclear Energy Skills Alliance

■ UKTI will develop a strategy aimed at attracting inward investment as well as promoting export opportunities.

The review was carried out by the Government, industry and academia, assisted by an Advisory Board chaired by Sir John Beddington, the Government's Chief Scientific Advisor. It was instigated in response to a House of Lords inquiry.

The Board's recommendations recognise that nuclear power will continue to play an important role in the UK to 2050 and beyond and that a wide range of technologies may be required to meet the challenges of an expanded demand for nuclear power.

Business Secretary Vince Cable said: "The nuclear industry presents significant multi-billion pound

long-term opportunities for UK companies and for thousands of high value jobs. We have worked with industry on a plan for the future to ensure we are well placed to grasp those opportunities.

"We have some of the finest workers, research facilities and academics in the world. But we need to sharpen those competitive advantages to become a top table nuclear nation."

Energy Secretary Edward Davey said: "Nuclear and other forms of low carbon power mean highly-skilled jobs, sustainable growth, and the lasting legacy of a UK supply chain.

"We need all our energy options in play in the fight against climate change, and to keep the lights on in a way that is affordable to consumers. Not just this decade, but to 2050 and beyond."

Nuclear Industry Association Chairman, Lord Hutton said: "I warmly welcome this Nuclear Industrial Strategy as evidence of the fruitful partnership between Government and industry in setting the direction of travel for the UK to achieve its ambitions to be a leading nuclear nation.

"Having that clarity of vision and determination to succeed will help bring substantial rewards and benefits to the country's energy, industrial and economic future, and provide the platform from which to showcase the industry's qualities and capabilities to the rest of the world."



Business Rates - Employing an Agent

The Valuation Office Agency of HM Revenue & Customs assesses the rateable value of all relevant properties in England and Wales. Non-Domestic Rates, or Business Rates, collected by local authorities are the way that those who occupy non-domestic property contribute towards the cost of local services.

All non-domestic properties have a rateable value, which broadly represents the annual rent that the property could have been let for on the open market in 2008.

If you or your company occupy a business premises, it is likely that you recently received a Business Rate Demand from your Local Council. You are also likely to receive numerous unsolicited telephone calls from companies informing you that they can reduce your business rates. Some of these may be scams.

The Rateable Value upon which your liability is based, can be challenged by you or an agent acting for you. If you do choose to employ the services of a rating agent, it is vital to be certain you are employing a professional and reputable agent. There are a number of recognised professional organisations that can put you in touch with a qualified rating surveyor.

Professional rating advice is available from members of the Royal Institution of Chartered Surveyors (RICS). Their telephone number is **0207 222 7000**.

Reputable rating advice can also be obtained from The Institute of Revenues, Rating and Valuation (IRRV - 0207 831 3505), and The Rating Surveyors Association (RSA). It is important to bear in mind that, in most cases, charges are levied for any professional rating advice acquired from these bodies right from the start.

If you do take advice from someone who does not belong to one of these professional bodies, or if you are approached directly by an agent, be on your guard. Large fees may be demanded upfront, or a large percentage commission taken on any saving finally made. It is also possible the savings promised may simply never materialise at all.

It is important to read and understand the small print on any contract. Beware that there may be terms in the contract that could commit you to a given period of service - you may inadvertently be signing up for the next Revaluation.

Any reduction in your rateable value may not automatically translate into a reduction in your rates

bill. The rateable value is a factor in the calculation of your bill; it is not the amount you pay. A reputable agent will not be able to guarantee you a saving without taking all factors into account.

Be informed: ask the agent detailed questions about likely costs incurred. Any reputable agent should be able to put you in touch with satisfied clients. Use an agent that is a member of one of the aforementioned professional bodies, and check their credentials.

Adrian Smith of Adrian Smith Rating will give Chamber Members free initial advice on any matters in respect of Business Rate liability.

Adrian Smith AssocRICS Tech IRRV
Associate of the Rating Surveyors Association

www.asrating.com
info@asrating.com

Tel 01482 326930
or Tel 01964 625415

agencia

growing and developing organisations

Training and coaching to enable you to grow and develop

- Bespoke training and coaching
- Troubleshooting & conflict resolution for teams in difficulty
- Development of boards and senior teams
- Optimising performance of individuals

With an enviable track record both in the UK and internationally, Agencia is on the 'A list' of training and development organisations across the Yorkshire and Humber region.

For a no obligation chat, call Helen Gibson, Joint Managing Director.

www.agenciaconsulting.com | Tel: 01482 649900



The AGE Grant - 16-24 Year Old Apprentices

Fisher Security is based in Goole, East Yorkshire, and specialises in the installation, maintenance and monitoring of CCTV, access control, intruder and fire alarm systems for customers across the Yorkshire region. The company has recently employed an apprentice from East Riding of Yorkshire Council and has taken advantage of the apprenticeship AGE 16-24 grant to do this.

Fisher Security already runs engineering apprenticeships, but it is the first time that they have recruited an apprentice into an admin role. They were keen to employ a local young person who demonstrated the commitment and enthusiasm to work for them.

Sarah Fisher, working in Accounts for Fisher Security, said: "I'd recommend that any local organisation considers

offering a local young person an apprenticeship. We've found out through this process that there are young people out there who demonstrate the commitment and enthusiasm to work for us, but don't necessarily have the work experience and skills."

East Riding of Yorkshire Council assisted Fisher Security in finding candidates suitable for the role of business admin apprentice. Fisher was told all about the AGE 16-24 grant available and a representative came out to see the company with suitable CVs of candidates. The vacancy was also posted on the NAS vacancy matching service.

To find out more call (01482) 887670 or email employmentandskills@eastriding.gov.uk.

design movement

advertising & design studio



A small, friendly advertising studio...
we're here to make you look good.

- Brand design
- Brochures
- Press advertising
- Vehicle liveries
- & more...

www.designmovement.co.uk | 01482 327707



Hornsby Accounts Ltd

Are you confused by the jargon used by your accountant?

At Hornsby Accounts Ltd we understand each person is different. We explain the terminology clearly and in a way that clients understand. We offer a service to suit your individual needs.

We provide services for:
Self Employment/Partnership Accounts
Company Formation
Company Tax and Accounts
Self Assessment
Book-keeping/VAT
Real-time Payroll (New for 2013)
Online Accounts Software
Tax Returns/CIS
Sage Help and Training
Self Build VAT Claims

From 6th April 2013, HMRC are introducing new legislation that means that employers will be required to submit PAYE information to HMRC each time a payment is made, rather than at the end of the year. It's called Real Time Information - or RTI.

We are fully compliant with HMRC new legislation regarding RTI. Contact us to deal with your PAYE at reasonable prices.

Hornsby Accounts are RTI ready. Contact us for your payroll needs.
Located just 12 miles from Humber Bridge

Business Performance Reviews. Review the finances of your business. Identify problems and recommend solutions.

For discussion or appointment for any of our services please contact Helen.

01724 737244

info@hornsbyaccounts.com
www.linkedin.com/in/lornaneal

Licensed Practising Member of The Association of Accounting Technicians.

Versatile CAD Firm Involved in Food Production

A local computer-aided design (CAD) firm is proving its versatility by designing special-purpose machines for industries such as food production.

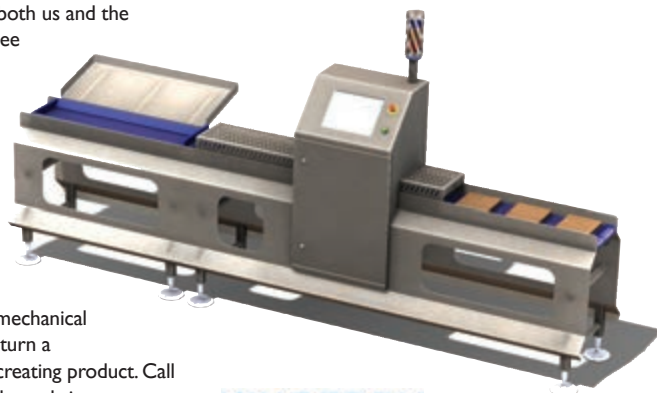
Kingston CAD Solutions, based in North Ferriby, has created 2D and 3D designs of everything from medical monitoring devices to carbon-fibre treatment plants and special purpose machinery. The firm has worked with clients as close to home as Yorkshire and as far afield as China.

Increasingly, the company's talents are being put to use in highly specialised industries. One example is a recent contract for the food-production industry. Starting with a blank sheet of paper, Kingston CAD Solutions took the project through 3D visualisation to detailed design, to manufacture, right through to a return on investment for the client.

The company uses photorealistic concepts – 3D models built digitally and rendered to resemble a photograph of the finished product – to design food-processing machines, such as a meat-portioning and slicing machine, an automatic weight-grading system and an automated pot-filling system.

"It's been a winning formula for both us and the clients," says company founder Lee Scott. "The 3D photorealistic concepts have helped us win every contract, while the client has been able to visualise their dream and get their product manufactured and bringing in profits."

Kingston CAD Solutions would love to hear from engineering companies needing mechanical and electrical design services to turn a specification or idea into profit-creating product. Call today on 01482 651951 or see the website at www.kingstoncadsolutions.co.uk



KINGSTON
CAD
SOLUTIONS

THERAPY & TRAINING

- Personal & Professional Development
- Employee & Management Training Courses & Workshops
- Personal & Employee 1-1 Counselling
- Employee Assistance Programmes
- Confidence, Assertiveness & Performance Coaching
- Depression, Anxiety & Stress Therapy & Awareness
- Personal, Relationship, Career & Executive Coaching
- Anger Management & Dealing with Stressful Situations
- Personal Workplace Bullying Therapy & Awareness
- Couples, Relationship & Mediation Therapy
- OCD & Phobias Therapy & Awareness
 - Domestic/Sexual Violence Therapy & Awareness
 - CBT & NLP Therapy Training
 - Eating Disorders Therapy & Awareness
 - Hypnotherapy - Weight Loss & Stop Smoking
 - Phobias, Anxiety, Insomnia, Presentations



A New Beginning

Counselling, Coaching
& Hypnotherapy

Mandi Weymes,
Counsellor,
Psychotherapist,
Psychologist,
Hypnotherapist, CBT/
NLP Therapist, Couples/
Relationship Therapist,
Life Coach & Trainer &
Aftercare Counsellor for
the Jeremy Kyle Show

Dip.C., Dip.Cpl.C., Dip.Psych., Dip.
Psychol., Dip.OCD/NLP, Dip.Eot.
Dis., Dip.OCD., Dip.Hyp., Dip.LC.
MBACP, MSFT, MHyp.Reg.

Call (01482) 850550 / 07717210969
anewbeginning-therapies@hotmail.co.uk
www.anewbeginning-therapies.co.uk

Awards for Heritage Team

Heritage Learning and two of Hull's heritage sites have been given prestigious cultural awards.

The Sandford Award for Heritage Education aims to recognise quality and excellence for educational visits at over 200 national historic sites.

Both the Wilberforce House and the Hull & East Riding Museum sites were assessed by a Sandford Award judge in June.

A panel of independent judges, drawn from professional educationalists, including OFSTED inspectors, former Head Teachers, and educational consultants, considered entries from all around the country, and found the Hull Heritage Learning service to be excellent. They looked in particular for strong local and national heritage links and good management in all aspects of educational provision.

Representatives from Hull's Heritage Learning team, who run and manage the educational learning experiences within Hull's museums, collected the awards from the Duchess of Marlborough at Sir Winston Churchill's birthplace, Blenheim Palace, Oxford.

Jane Avison, Heritage Learning Manager, said: "Being given this award is official recognition of the outstanding contribution made by everyone working within Heritage Learning and Heritage Services to provide the best possible creative and cultural learning experiences available to children and young people at all our heritage sites. It is a great honour for us and reflects the passion, hard work and commitment invested by the team over the last seven years."



Pictured: (L-R) Sarah Howard, Her Grace - The Duchess of Marlborough, Tracy Pallett, Christine Smith

Spencer Group Helps Local Suppliers Break into Renewables Market

A company at the forefront of the Humber green energy revolution is helping SMEs to break into the burgeoning renewables sector.

Hull-based specialist engineering business Spencer Group has a significant role in the Humber region's first major offshore wind development - the £736m Humber Gateway offshore wind farm.

Spencer Group is installing the civil infrastructure and structure of a new sub-station connecting power from Humber Gateway to the National Grid.



It won the contract with CG Power after attending a 'Meet the Buyer' event staged by power giant E.ON, developer of the Humber Gateway project.

Spencer Group has sub-contracted work on the sub-station, near Hedon, east of Hull, to local companies, including drainage contractors Yorkshire Groundwork Solutions, structural steelwork company ESL GB and Ashford Cladding, all based in Hull.



Shoreline Housing Partnership

Shoreline Housing Partnership is the largest registered provider of affordable housing in North East Lincolnshire, operating as a charitable company limited by guarantee, and describes itself as 'a locally-based socially-driven provider of affordable housing with a commitment to improving the lives of our residents and the quality of our neighbourhoods.'

It owns and manages 7,900 properties, employs 234 people and has an annual turnover of £31m.

It is currently looking for two independent board members, in particular someone with experience in business strategy and growth and financial strategy. The estimated time commitment will be 15 hours per month and involve, on average, attending two or three meetings a month.

The Partnership will pay you £1,040 per year plus expenses, and provide you with training, support and an i-Pad. It particularly welcomes female applicants and those from an ethnic minority, as they are under-represented on Shoreline's Board.

If you are interested please contact Claire Brumfield on 01472 572262 or by email claire.brumfield@shorelinehp.com for an information pack or visit www.shorelinehp.com.



Steve Jenkinson

A New Member for the Enterprise Investment Scheme Association (EISA)

Chartered financial planners, Gecko Wealth in Beverley have joined the Enterprise Investment Scheme Association (EISA) designed to help small high-risk businesses raise finance through tax breaks to investors.

The firm believes the EISA Scheme is vital to the success of many Hull and East Yorkshire based companies.

Spokesman Steve Jenkinson said: "Private enterprise makes up the majority of the UK economy, yet small businesses are still hearing 'No' from the banks.

"Many of these smaller businesses are driven by entrepreneurial spirit and the EIS Scheme fulfils a much needed role in attracting private investment into small and growing British companies to support their innovations, where banks are unable. Typically for small businesses that are not quoted or listed, the EISA Scheme aims to remove the barriers and obstacles to make it easier to value and sell. I would like to see a continual flow of investment funds into this area and have become a member of EISA Association to help do so in our region."

"In my position as a Chartered Financial Planner and Chartered Accountant, I work with both businesses and investors and hope to be able to match the two to support and grow our local economy. Gecko Wealth provides a holistic service to help business owners set and achieve their goals."

For further information on the EISA Scheme, please email steve.jenkinson@geckowealth.com, call us on 01482 678519 or follow us @geckowealthcfp

Come home to Yorkshire

Prices start
from only
£22,995

Introducing an exclusive 5-star luxury coastal holiday home development

Embraced by broad leaf woodlands and meadows on East Yorkshire's coast, Far Grange near Skipsea offers you a peaceful haven in a tranquil and magnificent setting. The exclusive community of luxury holiday homes offers peace of mind, with private parking spaces and a gated entrance.

"A 5-star lifestyle you really can afford"

Owners' facilities and benefits

- Owners' lounge, bar and snooker room
- 18-hole professional golf course • Heated swimming pool
- Owners' private gym
- Health suite with sauna and steam room
- Privilege Plus Card, offering an extra 15% spending power on park
- Exclusive owners' parties • Experience Days
- Owners' Wine Club

Fantastic park facilities

- Spa treatment rooms • Country park with fishing lake
- Indoor pool • Sauna and solarium
- Fitness gym • Tennis court • Crown green bowling
- Adult entertainment room • Family entertainment room



For more information or to book a viewing

call: **0871 971 0901** visit: **fargrangepark.com**

Calls cost 10p per minute plus network extras.

**FAR
GRANGE**
Just for you



arco



STREETS
CHARTERED ACCOUNTANTS



Hull News & Pictures Ltd
- PRESS AGENCY -



Clugston

P&A The P&A Group of Companies



Stephen's
the new high st



wilkin chapman
grange
solicitors

SPENCER
easy to do business with

**Arlington
Moore Ltd**
sevens and selection

BEST WESTERN
**Oaklands
Hall Hotel**

*** 96.9 viking fm**

**FAR
GRANGE**
Just for you



New Members

Mandi Weymes
A New Beginning
HULL
01482 850550

Counselling, Coaching, Hypnotherapy & Training

Julie Keen
A P Robinson
GRIMSBY
01472 345888
Accountants & Business Advisors

Rachael Mather
Age UK Hull
HULL
01482 324644
Charity - Voluntary Sector

Anne Russell
Anne Russell - Human Resources & Employment Law Advisor
HULL
07445 978014
HR and Employment Law Services - SMEs

Charles Heywood
Apartment 2 at 109 Hull
HULL
01482 441158
Luxury Serviced Apartment

Paul Barlow
Barlow Electrical
HULL
07703 026744
Electrical Contractors

Carl Agar
Big Red House
HESSLE
01482 650400
Estate & Letting Agency

Blair Jacobs
Blair Jacobs Communications Ltd
BROUGH
01482 667528
Media Consultancy & Communication Training

Caroline Ward
Carmichael Training & Consultancy Ltd
HULL
01482 347575
Training Provider

Conrad Emmett
Conrad Emmett PR & Media
GRIMSBY
07908 857096
Copywriting, Media Relations & Journalism

Richard Watts
Finance 4 Business - Humberside Business Loans
NORTH FERRIBY
07872 033804
Business Loan Scheme

Darren Shelton
Forefront Training Ltd
GRIMSBY
01472 348800
Health, Safety & First Aid Training

Louise Bell
FTP Services
HULL
01482 210479
Gas, Plumbing, Electrical, PAT, Fire Extinguishers, Pest Control, Asbestos

Daniel Hallett
Gardeners-R-Us
GOOLE
07513 417721
Gardening, Landscaping, Supplying Materials

David Havard
Havard Timber Agencies Ltd
CHESHIRE
01270 812233
Timber & Fish Importer/Exporter

Grace Hopper
Home Hopper Lettings
HULL
07447 916027
Lettings and Property Management

Mrs Gaynel Munn
Hull Choral Union
Anlaby
01482 654567
SATB Choir

Claire Jackman
Intraining
HULL
07809 735263
Work Program Provider

Jacob Robert Wilson
J & S Automotive
HULL
07881 277675
Mechanical Repair

Mr Shane Spencer
Keyzo IT Solutions Ltd
GRIMSBY
01472 269243
Web Design & Software Development

Peter J O'Leary
Laser Red
LACEBY
01472 878496
Website & Motion Graphics

Mrs Sylvia Wright
Lincoln House
BRIDLINGTON
01262 679595
Bed & Breakfast

John Masson
Mobius Media
HULL
01482 240260
Web Development/Design/SEO

Craig Simnett
Nett Industries Limited
BRIGG
01652 651676
Automotive/Home Furniture/Wholesale/Retail/Trade

Nick Jensen
Nick Jensen
BEVERLEY
07939 571862
Education & PR Marketing Consultants

Geoff Harrison
Oughtred & Harrison Group Ltd
HULL
01482 611200
Business Services, Document Storage/IT Services

Victoria Austin
Pier Support
BARTON-UPON-HUMBER
01652 637759
Business Improvement/Management Consultant

Jared H Martin
Rockwell Media Ltd
DRIFFIELD
01377 249693
Marketing Auditors

Lorraine Lawson
Spotless Commercial Cleaning Ltd
LEEDS
0845 1122322
Commercial Cleaning

Jemma Nicholson
Swinton Commercial Insurance
GRIMSBY
01472 290330
Commercial Insurance Broker

Edward Woollen
Transwaste Ltd
MELTON
01482 333650
Waste Management & Recycling

Philip Irvin
UK LED Lighting
HULL
01482 506333
LED Lighting

Ian Gostellow
Walsh Taylor Business & Recovery Specialist Ltd
LEEDS
0871 2228308
Business Support, Insolvency

Joanne Heywood
When You Wish Upon A Star
GRIMSBY
01472 827100
Childrens Charity

Humber School Games 2013

Over 10,000 young people enjoying sport across the Humber

Become a business patron and let your company support the next generation of sports stars

Want to know more?
Contact the Humber Sports Partnership on 01482 387491



City Centre Hotel Flies the Flag

A landmark hotel became the first city centre building to fly Hull's Purple Flag.

The Mercure Hull Royal Hotel, one of the first sights for many visitors to the city, is displaying the flag on the front of the building alongside its own flag and the Union Jack.

The Purple Flag was unfurled at a ceremony attended by the Lord Mayor of Hull, Cllr Danny Brown, HullBID City Centre Manager Kathryn Shillito and Luc Perquin, General Manager of the hotel. The event is pictured here.

Additional flags will be added and prominent sites around the city centre are currently being identified. Businesses are welcome to join in and some have already started, with Purple Flag window stickers and beer mats appearing in food and drink outlets.

In order to achieve Purple Flag standard, town and city centres must demonstrate a range of activities, initiatives and services and offer residents and visitors an entertaining and diverse night out.

Hull's Purple Flag campaign was led by a partnership which includes HullBID, Hull City Council, Humberside Police, Hull Citysafe and One Hull Community Safety Partnership, supported by many individual businesses.

Hull was subsequently confirmed as only the third Purple Flag recipient in Yorkshire, emulating the success of Halifax and Sheffield. The standard has only been achieved by 36 towns and cities in the UK.

Luc Perquin said: "It is an honour to be able to fly a flag which shows the quality of this city. I am passionate about Hull and I see Purple Flag as being about our city rather than any individual business."



L-R: Cllr Danny Brown, Kathryn Shillito and Luc Perquin

Town to Have New School

A new Studio School – the CREATE Studio - will open in Goole in September.

Students from the age of 14 will be brought together in a setting that will feel more like a professional workplace, to work as groups on projects and solving problems that have come from business, industry and the community.

Stuart Boothman, the new Principal of the school, said "This break away from the

traditional classroom approach will enthuse young people to take control of their own learning, but still give them the vital qualifications they need to progress."

Working with employers in the area, projects will be devised for students to work on that integrate topics from subject lessons and apply

them to everyday life. One of the first projects looks into the issue of an empty dock in Goole port. By integrating learning in English, Maths, Science, Geography and Business Studies, pupils will understand the relevance of their studies.



Emmerson Kitney Wins Top Prize at Prestigious Business Awards

Executive recruitment specialist Emmerson Kitney has been crowned Small Business of the Year at the Chamber Goole and Howdenshire Business Excellence Awards.

The consultancy, which specialises in filling executive, HR, accountancy, sales and technical positions, triumphed in the category for displaying exceptional business planning and organisational management.

They were announced as winners at the gala ceremony on Friday, March 8th, at the Goole Academy Conference Centre, attended by many leading lights of East Yorkshire's business elite.

According to founder and Managing Director David Kitney, the business has achieved significant growth during 2012, as well as streamlining many of its internal processes.

Emmerson Kitney increased staffing levels from two to five as well as locating and investing in a new office building in the East Yorkshire village of Welton.

It also revamped its candidate administration process and internal database, has introduced flexible, family friendly working hours and remote working options.

Mr Kitney said: "We have been nominated for awards before but this is the first time we have won so it feels great to be rewarded for all the hard work and my team and I have put in during 2012.

"We have made real progress since starting out in September 2009 and are demonstrating that companies don't have to go to large, national recruitment agencies to fill their executive roles, in fact they get a better service by using a smaller consultancy that has a much better knowledge of the local market."

Goole and Howdenshire Business Excellence Awards are run in association with Hull and Humber Chamber and the Small Business of the Year category is sponsored by Goole agricultural contractors HWalton Ltd.

It is open to companies employing less than 20 staff.

Isabelle Szczecinski, Judge at Goole & Howdenshire Business Excellence Awards, said: "Despite it being very difficult to judge the awards this year due to the exceptionally high standard of entries, Emmerson Kitney's was a winning entry because it demonstrated their true commitment to doing excellent business in this area.

"This business has been established during an economic downturn and has bucked the trend by having a clear vision and strategy for success.



Emmerson Kitney, winners of Small Business of the Year at Chamber Goole and Howdenshire Business Awards 2013.

"Their strength is their people and this was demonstrated throughout the narrative of their entry; Emmerson Kitney have been able constantly to develop and invest in their people and this is now ensuring that they are successful in not only sustaining their market position but also differentiating themselves from the competition."



Name
Stephen St. Quinton

Company
The Drawing Group/ John E Wright/ St. Quinton LLP

Job title
Don't have one

Born 1956. Boarding school and University 1964-77.

Joined the family businesses in 1977... Hull Drawing Materials & Saint Group.

Married 1980 to Gaye. Blessed with two kids who now work in London. Have lived variously in Ferriby, Ripplingham, Swanland, Welton and (nowadays) in a central Beverley town-house. Second home in Portugal.

Investor and business owner in a range of sectors; drawing office and architectural supplies, reprographics, wide-format graphics and property. Most of these – happily – have been successful. Currently busy with two projects; a JV trading business (with a friend and associate) and a residential development in North Ferriby.

Am a (glory) supporter of 'The Tigers'. Have played most sports particularly cricket, skiing, snooker and golf.

What did you want to be when you were young?

A stockbroker or a journalist.

What could you not live without?

The love and companionship of my wife, Gaye.

If you could build a house anywhere in the world where would it be?

Mayfair, London.

What makes you angry?

Rudeness, bad manners and nuisance PPI calls.

If you could invite any two people to dinner who would they be and why?

James Whale and Nigel Farage; two people with magnificently robust opinions and unaffected by the prevailing narrative or by political correctness. They both call it as they see it.

What is the best thing about this area?

Ready access to town, country, sea, river and wolds.

If you only had a £1 left in the whole world what would you spend it on?

An accumulator wager with William Hill.

What is in your opinion the greatest invention ever?

The internet.

What is most valuable lesson you have learnt in life?

Do unto others as you would have them do unto you.

If you could come back as an animal in your next life what would it be and why?

Whatever animal was at the top of the food chain – for reasons of self-preservation.

New Sage 50 Masterclass Will Improve Bottom Line

A Hull-based business which won a top award for its high quality accounts tuition is offering new half-day training sessions to help clients improve their bottom line.

Golding Computer Services has built a strong track record in securing subsidies from the Skills Enhancement Fund, which is intended to up-skill the region's workforce.

Last year Goldings was selected by the International Association of Book-keepers (IAB) as the top centre in the UK for delivering the Level 2 Certificate in Computerised Accounting for Business.

Now the company is delivering a series of seminars and masterclasses to illustrate how Sage 50 data can be used as an invaluable management control tool.

Managing Director Vic Golding said: "We introduced these sessions as a result of feedback from clients who requested help with such topics as budgetary control, cash flow forecasting and current financial and management reporting."

The training includes practical demonstrations, hints and tips and a question and answer session.

For details please contact Di Garbera at Goldings on **01482 328706**.



Vic Golding



golding computer services

Because NEWS never stops



24:7 BUSINESS

www.247-business.co.uk



TTS Communications Ltd
277 Anlaby Road
Hull
HU3 2SE
www.ttscomms.co.uk
sales@ttscomms.co.uk

Having introduced the new NEC SL1100

(One of the first telephone systems to think GREEN)

Let TTS Communications now supply
your new communications platform

Call The Sales Team

Hull: 01482 755001
Goole: 01405 203102

Grimsby: 01472 483104
Scunthorpe: 01724 553101



Training tailored to your specific needs...

We use innovative approaches that allow for
appropriate progression within your organisation

Planning Your Budgets?

It may not be as expensive as you think



Qualifications available in...

- ▲ Accountancy
- ▲ Business Administration
- ▲ B.I.T
- ▲ Customer Service
- ▲ ICT
- ▲ Management
- ▲ Manufacturing
- ▲ Retail
- ▲ Team Leading
- ▲ Warehousing and Storage

We offer a free Search Select and Match Service...

to assist you in recruiting an Apprentice. Currently, if you have less than 1000 employees and have not employed an Apprentice in the past 12 months, you could be eligible to receive a grant of £1,500 towards your Apprentice's wages.

T: 01482 222142 E: hulladmin@yh-group.co.uk W: www.yh-group.co.uk





Yarrows

A G G R E G A T E S

Your Local Quarry

**Suppliers of high grade sand, gravel,
decorative stones, top soil and recycled aggregates.**

Large range of products at competitive prices

Fleet of delivery vehicles



check out our website:

www.yarrowsaggregates.co.uk

telephone us on: 01964 544304

Little Catwick Quarry, Leven Bypass, Leven, Beverley, East Yorkshire HU17 5PS