

BUSINESS INTELLIGENCE

The Magazine of Hull & Humber Chamber of Commerce

October/November 2013

Issue 16



A Fair Wind for Growth In the Humber

Green Vision pages 26-41

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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

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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
Unit 6b, Floor B, Millburn House, Dean Street,
Newcastle Upon Tyne NE1 1IE

Tel: 0845 884 2385

Email: production@distinctivepublishing.co.uk

Advertising

Tel: 0845 884 2343

Email: john.neilson@distinctivegroup.co.uk

www.distinctivepublishing.co.uk

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Front cover photo: Chamber President Malcolm Joslin (left) with Kishor Tailor, the new chief Executive of the Humber Local Enterprise Partnership pictured near The Deep in Hull prior to Mr Tailor's first public speaking engagement, at a Business Breakfast hosted by the Chamber of Commerce.



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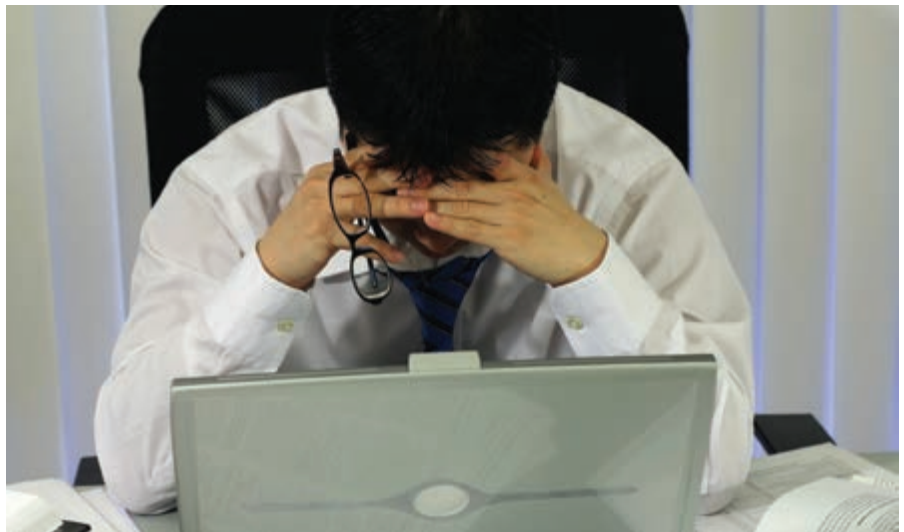
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Mental Health 'More Important Than Ever'

'Ignore mental health at your peril'.

That's the message from two leading national charities who have called on every council in the UK to prioritise mental health *.

With the public health grant only ring fenced until 2015, Mind and the Mental Health Foundation published a major new report calling for mental health to be a core part of all public health strategies.

The 'Building Resilient Communities' report follows the World Health Organisation's prediction that depression will be the second biggest cause of illness by the end of this decade.

According to researchers, local councils can help people tackle stress in the way they have done previously with other health issues and campaigns, such as smoking cessation and preventing physical illnesses.

Simon Lawton-Smith, Head of Policy at the Mental Health Foundation, said: "We ignore public mental health at our peril. The recession means this is a challenging time for many individuals and wider communities.

"It is now more important than ever that people's mental health is made a public health priority."

Mind's Director of External Relations, Sophie Corlett said: "As public health teams find their feet within local authorities, now is a key moment to be making the case for the importance of public mental health.

"We want to see teams recognising that improving the wellbeing of their community will improve their wider health outcomes as well as saving money."

The report also stated: "Every member of front-line staff, every councillor, faith leader, volunteer or manager can play a role supporting the wellbeing of the people that they work with."

In addition to lifestyle changes, talking therapies, such as counselling and cognitive behavioural therapy (CBT), are widely renowned for helping people suffering from stress, anxiety or depression deal with negative thoughts and low mood by making positive changes.

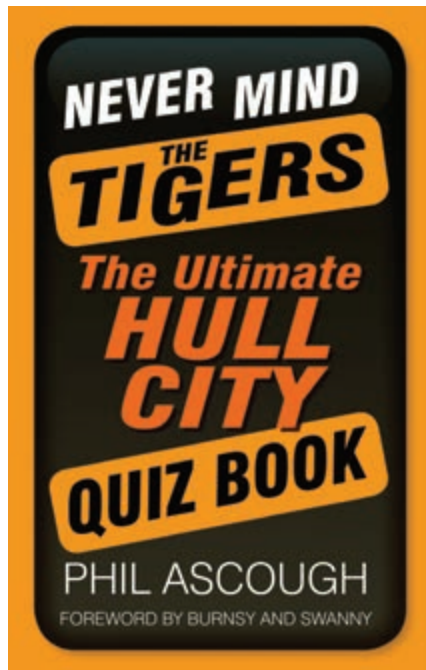
Westfield Health's Chamber Primary Health Plan, which is available to all Members of the Hull & Humber Chamber, offers a full confidential counselling service. This includes a 24 hour counselling and advice line, as well as up to six face to face counselling sessions or CBT sessions.

The 'Building Resilient Communities' report also found 'growing evidence' linking the use of psychological treatments including CBT to the prevention of mental health problems.

The Government's 'No Health Without Mental Health' strategy also emphasises the importance of talking therapies such as counselling and CBT in helping treat stress, anxiety and depression.

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

Star-studded Foreword Line Adds to Appeal of New Hull City Book



Tough challenges, a few tricks and a star-studded 'foreword line' all promise to make the latest book about Hull City a surprise package for the current football season.

Written by Cottingham-based media and PR consultant Phil Ascough – a Non-Executive director of the Chamber – the book even has a title to capture the current controversy at the club: *Never Mind The Tigers – The Ultimate Hull City Quiz Book*.

The book is published by The History Press and features a foreword co-written by BBC Radio Humberside's Hull City commentator David Burns and former Hull City record signing and modern day summariser Peter Swan.

Phil said: "It's great to get Burnsy and Swanny involved and anyone who has ever listened to them commentating on a game will have a good idea of what to expect."

"*Never Mind The Tigers* is a mix of tough questions and tongue-in-cheek teasers, the serious and the slapstick."

"It picks up on some of the on-field and off-field controversies over the years, but there's much more to it than that, with sections on City's tough guys, their all-time greats, their managers, their match venues and their place in the game of football."

"Above all it's a bit of fun – something to help pass the time on the way to and from the match. And it's the sort of book that, once read, will inspire people to make up their own daft questions!"

Phil's previous books include *Kissing The Badge* about the Premier League and *The Armchair Olympian* about the Olympic Games, both published by Bloomsbury.

£3.5 Million Boost for the Humber Economy

Hull College has secured a contract for £3.5 million to deliver the Skills Support for the Workforce (SSW) and Local Response Fund (LRF).

The project is funded by the European Social Fund ESF and the focus is to deliver workplace learning courses across the Humber region to meet individual, employer and regional needs by up skilling the workforce from small units up to full Diplomas.

The contract runs until July 2015. The programme is aimed at supporting employed individuals aged 19 and over in small medium enterprises (SMEs). It will enhance their skills and career prospects to reduce the risk of long term unemployment and welfare dependency while boosting the local economy.

To ensure the greatest impact to local businesses and the economy, the programme will target key growth sectors in the region

as defined by the Humber Local Enterprise Partnership (LEP) including: Chemicals, Steel, Food Processing, Engineering, Manufacturing and Healthcare. Support will also be prioritised for key local employment growth sectors including Construction, Transport, Business Services, Health, Hotels and Catering, Retail, Financial and Business Services, Gas, Electricity and water, Paper and Publishing.

The Humber Skills Support for the Workforce project is delivered in partnership with the Hull College Group as prime contractor and the Humber Local Enterprise Partnership (LEP). Other colleges working in partnership are North Lindsey College, Grimsby Institute, Bishop Burton College and East Riding

College, along with private providers, to meet the needs of the regional training priorities.

Further details can be gained from the project team at Hull College:

John Whewall Project Manager
(JWhewall@hull-college.ac.uk)

Victoria Isaac Partnerships Manager
(VIsaac@hull-college.ac.uk)

Alex Atkinson Administrator
(AAtkinson@hull-college.ac.uk)

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South Holderness Technology College

South Holderness Technology College is the first state school in the country to open a Higher Education Centre and offer degree level qualifications.

Now the Centre has enrolled a second year of students on to their Business Higher National Certificate course. The course is becoming a popular choice for many students due to the learning environment and the reduced course fees compared to those at University. The course not only educates the students for the business world but also provides them with valuable skills for their future careers in business. The first year of HNC students planned and held their own black tie evening at the Village Hotel, Hessle which raised a considerable amount of money in aid of the British Heart Foundation. Many local businesses took part in the black tie event and provided the students with prizes to include in the raffle.

The HNC students also undertook some research on behalf of The Leonard Chamberlain Trust. This allowed the students to conduct worthwhile research that would be used by the Trust to determine which causes they should donate to. The research was completed to a high standard and allowed the students to develop their research and reporting skills.

The Centre would like local businesses to get involved in the HNC and HND courses by providing business advice and being involved in the events management unit. We feel that the relationship between the students and

local businesses will be beneficial for both parties. If you would like to be involved in the courses please contact Deborah Fisher, fisherd@shtc.org.uk.



Company Reaches Agreement to Acquire Trading Operations

Baker Tilly UK Holdings Ltd has reached agreement to acquire the trading operations of RSM Tenon Group plc.

The transaction allows for the ongoing success of RSM Tenon's profitable trading businesses, free from the burden of the group's historic debt obligations, as part of an enlarged and financially strong Baker Tilly group.

Financial backing for the acquisition has been provided by Lloyds TSB Bank plc, whose past financial support to RSM Tenon has been essential to safeguard the jobs of all those working for the business.

Laurence Longe, Baker Tilly's National Managing Partner, said: "As a people business, the key asset of RSM Tenon has always been its highly skilled and professional workforce of partners and staff.

"Baker Tilly and RSM Tenon are businesses of a comparable scale operating in similar markets across the UK and internationally, and so combining our strengths and skills will provide us with new opportunities for growth, as well as further strengthening and expanding our offering to the market."



Law Firm Launches 'Internet Law' Service

Leading Lincolnshire and Humber region law firm Bridge McFarland has launched a new specialist 'internet law' service to meet a growing need from both businesses and individuals for help in dealing with problems associated with use of the world wide web.

With the support of leading London barristers, Bridge McFarland's dispute resolution team can now offer advice and help to clients on all aspects of internet law, including defamation, breach of copyright and online bullying and harassment.

Roger Driscoll, a chartered legal executive with Bridge McFarland, said: "Social media giants like Facebook and Twitter have millions of members and the moderators face an almost impossible task in keeping the rogue element under control.

"As some recent distressing high-profile cases have clearly demonstrated, this can create many problems for genuine users who can find themselves victims of, for example, bullying, harassment, defamation, copyright violation and identity theft.

"What many people don't realise is that it is sometimes possible to obtain a court order against social media organisations, requiring them to reveal details that can identify members guilty of unlawful acts. In certain cases, as well as seeking compensation in the civil courts, victims might also be able to persuade the police and other Government agencies to take action."

Bridge McFarland has offices in Lincoln, Hull, Grimsby, Market Rasen, Louth, Skegness, Mablethorpe and London. As well as internet law, the firm's dispute resolution team offers a comprehensive service dealing with commercial litigation, land and property matters (including boundary and co-ownership disputes), professional negligence claims, disputed estates, debt recovery and assisting landlords with problem tenants.

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streamline

Solicitor Joins Marine Environment Unit

Hull law firm Andrew Jackson has recruited Jayne Wilson as a solicitor, as it continues to expand its shipping and litigation department.

A highly experienced advocate, Jayne spent more than 12 years as a prosecutor on behalf of the Crown Prosecution Service (CPS) in the East Yorkshire and North Lincolnshire Magistrates Courts.

During that time, she qualified as a barrister and a solicitor, and was also seconded to the Marine Management Organisation (MMO) for a six month period.

Whilst there she gained valuable knowledge of advisory practice on a number of legally complex and high profile cases within the areas of environmental, planning and EU Law.

Jayne's role will involve working in the firm's marine environment and sea fisheries unit, where she will focus particularly on assisting shipping partner Andrew Oliver by providing specialist advice to clients on marine environment and commercial fisheries work. Her experience working with the MMO will also add to the unit's increasing involvement in offshore renewable energy projects.

Jayne will also undertake a range of client matters including regulatory and business



Jayne Wilson

crime in connection with investigations carried out by government departments, as well as road traffic and motoring offences.

Dominic Ward, senior partner and head of the shipping and litigation department, said: "I am delighted that Jayne has joined us. As one of only a handful of firms in the region to offer marine environment and commercial fisheries expertise I have no doubt that Jayne will prove to be a great asset to our team."

Everyone's Talking About...

The Cobus Communications Group has gone from strength to strength this year with a string of impressive jobs, award nominations and a growing list of high profile customers.

Operating for over 23 years, this highly capable telecoms company has a longstanding presence within the City and a trusted service. Managing Director, Michael Smith who joined Cobus as a YTS apprentice many moons ago comments, "Our teams have worked hard to maintain our engineering expertise by certifying our services with relevant manufacturer accreditations and industry partnerships such as Constructionline and YORbuild".

As a Platinum Partner with **Nexus Hull** since 1999, Cobus has proven their expertise within the telecoms marketplace, by becoming the largest independent reseller of lines and calls in the Hull area and billing over a million minutes of call traffic every month. As a result of delivering more telephone line services to businesses than any other independent telecoms provider and with many more businesses recognising the benefits and savings by moving their telephone line rental and broadband to Cobus, they have recently had to expand their offices to accommodate their growing team.

Having recently installed a new telecoms solution in two phases for Hunters Estate Agents, Danny Banks, Director of the Hunters Branch in Hull, commented,

"After looking at various other local companies and systems and weighing up all the different aspects we chose Cobus. From the initial presentation, to the supply, installation and training, the whole process went like clockwork".

Similarly, Julie Willoughby from Designs Signage Solutions Ltd adds "Cobus has provided us with excellent service for a number of years now, giving us savings on line rental and call costs. They have efficient and friendly staff with a professional attitude and are always there to offer advice and support when needed".

As the preferred communications provider for Beal Homes, Cobus will be delivering the telecommunications, line services, cable infrastructure and access control requirements for their new site at the Bridgehead Business Park in Hessle. Richard Beal, Chairman/Managing Director commented, "We had no hesitation in choosing Cobus to continue supplying our communication services as they have provided us with reliable and high quality services for over 10 years now".

With further growth predicted and a vast array of clients ranging from Blue Chip companies to local Councils and SME's, Cobus has experienced an extremely successful year in difficult trading conditions, continuing to grow year on year.

The Cobus Charitable Foundation continues to support charities,



welcoming autistic Charity FiND to the fold and raising thousands of pounds in funding, promotion and support so far this year.

Shortlisted as Finalists at the Comms National Customer Service Awards being held at the Hilton, London together with a nomination for 'Business Person of the Year' at the Bridlington and Yorkshire Coast Awards, Cobus are recognised both locally and nationally as a provider dedicated to their customers.

Cobus certainly are one's to watch.

For a **FREE** communications audit contact Cobus Sales on **01482 483050**.



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New Appointment For Solicitors

Hull and East Yorkshire legal firm QualitySolicitors Lockings has announced the appointment of Leah Hanson in its Private Client Department.

Leah will advise clients on wills and probate, lasting powers of attorney, court of protection, estates, inheritance tax planning and elderly client issues.

Ms Hanson qualified as a solicitor in 2009 at Sandersons of Beverley and became a full member of the Society of Trust and Estate Practitioners in 2012.

She said: "Working in the private client department allows me really to get to know my clients on a personal level. QualitySolicitors Lockings is dedicated to providing excellent customer service and with this in mind I look forward to adding value to the practice."

Paul Holland, Partner of the Private Client Department, said: "As the department continues to grow, Leah stood out against the other candidates at interview. We are confident she will be an excellent asset to the firm and our clients."

Leah will advise clients from offices in Hull, Beverley and Hedon and can be contacted on 01482 595152 or email leahhanson@qualitysolicitors.com. For more information about QualitySolicitors Lockings, please visit www.qualitysolicitors.com/lockings



The 'topping off' of the biomass silo is almost complete as the combined 'penthouse' and 'tambourine' structure is lifted into place.

Spectacular Lift is Landmark in Biomass Loading Project

A spectacular operation has seen a landmark achieved in a key project reinforcing the Humber's credentials as a leading renewable energy hub.

A huge crane lifted into place a major part of a structure, built by Hull-based specialist engineering business Spencer Group, to enable the loading of sustainable biomass for transportation from the Port of Hull to Drax Power Station. The work is part of £100m of investment in biomass handling facilities at the Humber Ports.

The lift topped off a 43-metre (141 ft) high biomass silo tower with a 'penthouse' structure, housing the drive mechanism for a conveyor belt to take the biomass from ground level, and a so-called 'tambourine', which seals the silo and supports the drive house.

The weight lifted was 75 tonnes and it raised the height of the structure to 50 metres (164 ft), making it almost as high as the tower block at Hull Royal Infirmary which is one of the tallest buildings on Hull's skyline.

Gary Thornton, Chief Operating Officer of the Spencer Group, said: "This is a complex project, involving a number of engineering elements and specialists from across the world. It has been quite a challenge to knit them all together, but the team have done a tremendous job in keeping the project on track and the biomass loading facility and related infrastructure is now really taking shape.

"The project demonstrates our multi-disciplinary engineering capability, one of our key competitive advantages that enables us to work closely with our clients to deliver their desired solutions. The lift was exceptional because of the sheer size and weight involved. It was quite a spectacle and marks a landmark stage in the scheme."

Spencer Group is delivering a multi-million pounds, contract to create a facility to load sustainable biomass on to rail wagons to be transported from the port to Drax Power Station near Selby.

The biomass silo has a capacity of 3,000 cubic metres and will be capable of storing up to 1,800 tonnes of wood pellets for discharge into the rail wagons. Sophisticated technology ensures an even load as the wagons pass through the base of the structure at crawling speed. The system is capable of loading up to 30 rail wagons with 1,500 tonnes of material in just 45 minutes.

The rail loading system is similar to one constructed by Spencer Group at the Port of Tyne in 2010, which was then the first of its kind in the world.

The work is part of an investment of £100 million in the Humber Ports, related to a 15-year contract between port operator ABP and Drax Power Limited, to handle biomass shipments destined for Drax Power Station.

A spokesman for Associated British Ports Port Director for Hull and Goole, said: "This facility will be the first to be completed as part of the ABP's Humber-wide agreement with Drax and will ensure that we remain at the very forefront of the developing renewables industry."

Delaney Marling Partnership Ltd

Chartered Building Surveyors, Solving Property Problems



Beverley and Grimsby based Chartered Surveyors, Delaney Marling Partnership, provide support and expertise to residential, retail, industrial, educational and commercial clients, providing advice on the structure and condition of all forms of built property.



*Simon Delaney (left)
and Kevin Marling*

The two Directors, Simon Delaney and Kevin Marling, have experience of a vast array of issues from contractor management and funding through to defect analysis, dilapidations and cracking. DMP's services are designed to save time, money and provide information to enable clients to make informed decisions about the purchase, lease and refurbishment of buildings around the Yorkshire, Lincolnshire and Humber region.

One major project which completed in 2013 involved the provision of learning facilities at Beverley Grammar School in East Yorkshire. The school library was transformed by restoration works part-funded by the DfEE, following funding advice and guidance from DMP.

Of the project, Grahame Hodson, Head Teacher of Beverley Grammar School said: "Thanks to the funding advice and assistance with the DfEE application, our school has a fantastic new library facility with the 'wow' factor I asked for. The works were extensive and included the removal of the ceiling to allow the asbestos to be taken out of the roof and the replacement of huge water tanks that had been in situ for decades. The library was then fully refurbished with the installation of a mezzanine level to enhance further the usable learning space in the library.

"The works were subject to grant funding being awarded and we could not have applied without the advice of DMP. The project was completed as shown within the written programme and slightly under budget, to a standard of finish that both pupils and teachers of the School are delighted with."

DMP was commissioned to provide an asset management plan to identify the cost of works required on the school's property. This plan highlighted maintenance items and put together a 10 year plan. It also uncovered a variety of issues within the 100 year old library building. After an extensive assessment of the buildings, the school used the information to plan their funding applications to the DfEE. DMP then assisted in putting together the funding bids for a number of projects, one of which being the library refurbishment.

Originally constructed in 1913, the part of the building which houses the library hadn't been altered much and, the asset survey identified that the main water storage tanks for the school's heating system were sitting in the roof void in very poor condition. The presence of asbestos had meant the tanks had not been inspected for a number of years and the area was sealed off. Friable asbestos is particularly dangerous as it breaks down into dust which can be released into the atmosphere and must be removed by specialists. As a result, the school could have been at risk of failure caused by the water tanks and a number of potential effects that might have been detrimental to the function of the school and the pupils.

Simon Delaney, joint director of DMP says: "It always pays in the long run to instruct a Chartered Building Surveyor initially who will be able to spot both immediate and potential issues that can develop over a period of time. Our involvement in the early stages often finds the problem isn't such an issue, especially where damp is concerned – quite often what looks like damp is condensation, and does not require the same extent of work that has been recommended by a builder.

We always like to provide value for money and know that it is always better to be safe than sorry when it comes to signing up to a purchase or lease for decades to come."

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Colin Moody

Express Delivery Deal Means Business for Hull Logistics Company

UK Pallets has chosen Neill & Brown Global Logistics as its exclusive partner for the Hull and East Yorkshire region.

Under the agreement, Neill & Brown becomes part of a network of 80 logistics specialists who combine forces to provide express, timed delivery of palletised consignments throughout the UK.

Neill & Brown is investing in new vehicles and staff in anticipation of growth in its pallet service as a result of the partnership.

UK Pallets is one of the country's largest and most successful express pallet delivery companies and coordinates and manages the consignments from its national distribution centre in Lichfield, Staffordshire.

Colin Moody, Neill & Brown's managing director, said that the deal would result in a significant increase in business.

He said: "This is a significant development for us. Our exclusive agreement with UK Pallets will result in us gaining a much greater share of

pallet movements from this area, with a large proportion of the goods being from Hull-based manufacturing companies and from distributors who have imported products into the Humber.

"As the logistics sector has become more sophisticated, businesses order goods in far smaller quantities and at short notice, removing the need to store excess stock. This has created a much greater demand for express pallet services."

Mr Moody said that Neill & Brown had been signed up by UK Pallets because of its ability to respond quickly to the needs of customers while remaining cost-effective.

"Our logistics experience and track record of providing competitive rates and a good service sealed the deal," he added.

The express pallet delivery service from UK Pallets promises time-definite delivery and up-to-the-minute information online. It offers UK next-day delivery and a range of economy services.

Neill & Brown, which is an official partner of World Trade Centre Hull & Humber, recently announced three new international logistics partners. It works throughout the UK, Europe and worldwide. The company has seen strong growth and now employs more than 100 staff at Livingstone Road, Hessle and Marfleet Environmental Technology Park, Hull.

Lighting That Can Save You Money And Help The Environment

The humble light bulb has come a long way since its invention during the 19th century.

Gone are the days when it was just the means to provide light.

Nowadays it is in the forefront of the never ending battle to reduce costs and save the planet! A bit farfetched maybe, but the latest methods of illumination are closer to a computer than an incandescent filament burning in a glass tube.

Converting up to 95% of their energy into light instead of the traditional 5-10%, they will definitely help to save electricity costs while reducing the harmful effects on the planet's eco system. With the added advantage of lasting up to 20 times as long as traditional bulbs, they remove the cost of on-going replacements.

How your business can benefit:

A typical replacement for a traditional 60w bulb will last for 50,000 hours i.e. 18-20 years and could save you over £22 pa in energy costs.

A typical fluorescent tube replacement to replace a 58w tube will also last for 18-20 years and save approximately £10 pa in energy costs.

A typical replacement for a 400w warehousing high/low bay/outside lights, etc, bulb will last for 15-20 years and could save you over £110 pa in energy costs.

With the government offering incentives in the form of enhanced tax treatment and offering low rate loans, through the carbon trust, to remove the initial purchase barriers now is the right time to consider moving to LED.

For further information please contact northbar-eco via sales@northbar-eco.co.uk or www.northbar-eco.co.uk or telephone 01482 888988

Chamber Endorses 'Iconic' Bridge

The Hull & Humber Chamber of Commerce is pushing hard for proposals for an iconic bridge to be added to the plans to redevelop Castle Street.

Work on the £160-million road project, to sink the A63 into an underpass to improve traffic flow to the docks and East Hull and ease congestion in the city centre, is expected to start in 2015, subject to the final consents being agreed.

Having been at the heart of the campaign for improvements to Castle Street for more than a decade, at a meeting of the Chamber's Shipping Committee business leaders raised concerns with Highways Agency representatives about the lack of a design and costings for a suitable bridge for pedestrians and cyclists to use to cross the redeveloped A63 junction.

Councillors Martin Mancey and Mike Ibbotson, from Hull City Council, and Highways Agency representatives Graham Riley and Stuart Allanson, discussed various aspects of the road scheme with Chamber leaders. It was agreed by business leaders that the final design must incorporate an 'iconic' land bridge that people will want to use, even if that were to come with a price tag of up to £5-million.



The Chamber's Shipping Committee chairman Graham Cross (centre) with Councillors Mr Mancey (left) and Mr Allanson.

"The Chamber has long championed this road scheme but feels it is vital to get the right iconic style land bridge for pedestrians included in the plans to ensure the upgrade of Castle Street reunites the city with its waterfront," said Chamber chief executive, Dr Ian Kelly.

"Even if it were to cost £5-million, taken in the context of the full cost of the scheme, it's not that much more money and it's important that we create a bridge that people will want to use and one that will benefit the city for many years to come," said Graham Cross, chairman of the Chamber's Shipping Committee.

Tributes Paid to Reg Bricknell



Reg Bricknell (78), a former chairman of the Scunthorpe, Glanford and Gainsborough Chamber of Commerce, has died.

Ian Kelly, chief executive of the Hull and Humber Chamber of Commerce, said: "Reg was a well-known and well-respected business leader both in Scunthorpe and in and around the Humber for many years.

"He was committed to the Chamber as it evolved during the 1990s and to Business Link, the Government initiative of the day, both of which he chaired with skill and ingenuity.

"Reg always had a warm smile for colleagues and friends and a deep commitment to business and the local community. He will be sadly missed."

Mr Bricknell, who lived in Elsham with his wife Sylvia, was originally from the east end of London, and leaves his wife, four children and nine grandchildren.

His funeral was held at All Saints Church, Elsham.

Charity Support is Child's Play

A Hull charity that donates toys to poorly and deprived children will be able to help even more youngsters after being given free storage for all its donations.

Mr Hoggle Doggle gives toys to children in the city affected by deprivation, illness, disability, or those living in refuges and care.

The charity was running out of space for its toys, but now a Hull archival and document storage firm has given them a large space in their warehouse for free, in a donation worth thousands of pounds.

Oughtred & Harrison, one of the city's longest-established companies dating back to 1919, has formed a partnership with the charity to support them in years to come.

The charity will now be able to accept more toy donations to distribute to children across the

city, and the new base, in Rotterdam Road, Hull, is more accessible for their army of volunteers.

Geoff Harrison, director at O&H, said the donation of the warehouse space is worth around £14,000 annually.

He said: "Where possible, I believe it is the duty of local businesses to play a role in the local community. Our partnership with Child Dynamix enables Oughtred & Harrison to contribute to improving the lives of local children. It is an honour to be associated with such a great charity and we are proud to play our part."

Mr Hoggle Doggle, which was established in 2011, is now being run by Hull-based Child Dynamix

charity, after they recently took over the running from founders Clare and David Allan.

Mr Hoggle Doggle's Project lead Melanie Brooks said: "The new premises will make a great difference to the running of Mr Hoggle Doggle. The size of the premises will enable us to expand the amount of donations we are able to receive, therefore reaching more children and young people that are affected by illness, disability and deprivation, and children and young people living in refuges.

"We are overwhelmed by the generosity and support Oughtred & Harrison have shown Child Dynamix and the Mr Hoggle Doggle service."

Previously Mr Hoggle Doggle opened its doors once a month for re-homing toys, but the location of the new premises at O&H's flagship headquarters at 108 Beverley Road, Hull, will now enable staff to open twice a week, which they said will make a huge impact on how many children in the city they will be able to help.



Firm Makes a Homecoming

A firm of Chartered Accountants is returning to its roots as it opens a new office in the town where it all began.

Nearly 40 years on from when David Dowson first started in business, Lloyd Dowson Chartered Accountants, Tax and Business Advisors are now back in Scarborough having obtained premises in Falsgrave Road.

The firm, which has its head office in Bridlington, has taken over and revamped the former HSBC/ Midland Bank building on the corner of All Saints Road.

The new Scarborough office is just doors down from where Mr Dowson originally started the business.

Mr Dowson, chairman of the Lloyd Dowson, said: "It is great to be back in Scarborough as this is where the firm was established in 1974."



Picture shows Kirk Akdemir with visitors to AA Global's recruitment fair in Hull earlier this year.

AA Global Appointed to Provide Translation and Interpreting Services for Health Professionals and Patients

The NHS Hull Clinical Commissioning Group (CCG) has appointed Chamber Member AA Global Language Services Ltd to help an increasingly diverse local population to access health services.

AA Global opened its Hull office at the Marina around 18 months ago and can call upon the services of more than 4,500 qualified and experienced linguists who cover more than 250 languages and translate millions of words each year.

The company won the contract with NHS Hull CCG following a competitive tendering process. It will now provide services as required to assist communication between staff and patients at more than 200 primary care providers across the city, including dentists, pharmacies, opticians and GPs' surgeries.

Kirk Akdemir, CEO of AA Global, said: "Our services will help health professionals in Hull deal with patients who cannot communicate in English.

"We can provide interpreters to deliver a face-to-face service, a telephone interpreting service and we offer written translations."

Kirk added that AA Global expects demand for around 30 different languages and is equipped to meet any requirements.

He said: "We ran a recruitment campaign locally this year but there are people in the area who are skilled in translation and interpreting, particularly in a medical environment, who have not worked with us and it may be that we will strengthen our team further.

"We work hard to provide client-specific services and we will ensure that all of our translators and interpreters who work on the NHS Hull CCG contract meet the requirements of the health professionals and their patients."

AA Global, which was founded in Worcester more than 25 years ago, is a sponsor of the Chamber's International Trade Department and works with public and private sector organisations in the UK and overseas.



EUR1s for Honduras, Nicaragua, Panama, Colombia

The Chamber has now had confirmation from HMRC that EUR1s for Honduras, Nicaragua and Panama can be issued from the 1st August 2013 as per new the Trade agreement between the EC and these countries.

For further information go to <http://www.hmrc.gov.uk/jccc/cips/cips-2013.htm#6>

EU Suspend All Export Licensing to Egypt of Any Equipment Which Might be Used for Internal Repression

On 21 August 2013 the Member States of the European Union agreed to suspend export licences to Egypt of any equipment which might be used for internal repression and to reassess export licences of equipment covered by the common EU rules governing control of export of military technology and equipment. Read more on the impact of these decisions on licences and issuing new export licences to Egypt.

Go to <http://blogs.bis.gov.uk/exportcontrol/uncategorized/notice-to-exporters-201323-eu-suspend-all-export-licences-to-egypt-of-any-equipment-which-might-be-used-for-internal-repression/> for further details.



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Paragon Data Services (PDS) sets the standard in design, installation and deployment of innovative network infrastructure, communication, electronics and AV display solutions across the UK.

Combining the best products, engineering services, deployment, project management and technical support, PDS offers its customers a single-source solution which has seen it become the supplier of choice with clients locally, nationally and internationally.

It's no surprise then that PDS recently took an innovative decision and became one of the first businesses in the region to invest in KC's superfast broadband, Lightstream.

The investment was made better to facilitate the growing demands of its clients by enabling a move to a cloud-based storage system. The company's directors believe the move will give them greater flexibility, reduce overheads and make them more competitive.

Iain Bland, PDS's managing director, said: "We are a company which leads from the front when it comes to super-fast connectivity for our own clients, continually developing and investing in the latest technological advances to provide the best possible future-proof infrastructure.

"But we were, to a point, behind the times in our own data management and accessibility. Cloud storage has untold business benefits – especially for a medium-sized enterprise such as ourselves.

"We're really pleased to be able now to tell our own customers that we are once again leading by example."

The Cloud-based business management system is only now practically accessible after PDS migrated to Lightstream to take advantage of up to 350Mbps (megabits per second) download speeds.

This combination of technologies allows the company continually to have access to the latest software updates, allows staff to work from anywhere and guarantees greater security and protection against lost data and system malfunctions.

The move also has inherent environmental benefits as the shift away from large, cumbersome and power-hungry on site servers will reduce the company overheads and energy consumption.

Although KC is expected to roll out the Lightstream technology to an additional 15,000 properties during

2013, on top of the 17,000 homes and business which already have access to the technology, PDS took the decision to invest in the technology to make it available sooner.

PDS - which is also set to celebrate its 15th Anniversary this year - has also made another significant development by opening up its first southern office in Newbury.

PDS and its staff are really enthusiastic about the future and hope the improvements they've made so far continue to add to their success in delivering the best service to customers on every occasion.



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Yum! Festival Boosts Crowds – and Business

The Yum! Festival of Food, Drink and Music satisfied all the senses as visitors flocked into Hull city centre.

The event, which was organised by HullBID, looked lively, tasted terrific and sounded sensational as the traditional array of fine food and drink was boosted by a programme of live music over the three days.

It also generated increased footfall, with the number of visitors to the city centre area up on the previous week and the previous year to help to generate trade for businesses.

The festival, which is in its third year, added live performances by some of the region's top bands to a programme which built on the successful formula of high-quality stalls and exciting, informative cookery demonstrations.

Footfall counters indicated that 106,013 people experienced the Yum! Festival, which took place in King Edward Street and Queen Victoria Square from Thursday 8 to Saturday 10 August.

The footfall figure for King Edward Street was up from 96,347 for the previous week – an increase of ten per cent – and from 72,985 on the corresponding period in 2012, which is an increase of more than 45 per cent.



In nearby Whitefriargate, footfall on the Saturday climbed to 22,752 compared with 18,645 for the previous Saturday, up 22 per cent.

Kathryn Shillito, HullBID City Centre Manager, said: "Our footfall counters provide a comprehensive and accurate reflection of footfall in key areas of the city centre at any time of the day.

"We are delighted this year's Yum! Festival of Food, Drink and Music attracted additional visitors in their thousands and this can be attributed to the wide variety of free activity and music, and the excellent standard of produce on offer. City centre businesses look to HullBID to stage exciting events to attract footfall and raise the profile of the city and that is exactly what Yum! delivered."

HullBID Appointments Strengthen Links With Business

Hull BID has strengthened its Board, its team, and its relationship with the city centre business community by making three new appointments.

Tim Powell, a partner at Scott's Property, and David Hatfield, Area Station Manager for First TransPennine Express, have both joined the BID Board as Non-Executive Directors.

Melanie Toogood is the new Business Liaison Officer, and is a key link between BID and businesses throughout the city centre.

Tim, who joined Scotts more than 13 years ago, said: "We are heavily involved in Hull city centre as a business and we recognise the importance of businesses working together to improve the area and to create opportunities, particularly in the current economic climate."

David has held his current post for more than two years and is responsible for Paragon Interchange as well as stations at Brough, Selby and Scarborough. He has worked with BID in the past on such projects as Purple Flag and Fashion Week.

He said: "It is good to be involved and to share the vision of moving Hull forward."

Jim Harris, Manager of St Stephen's Shopping Centre and Chairman of HullBID, said: "Tim and David bring something different to the HullBID Board. Transport and property are important parts of what Hull is about and they are particularly significant sectors as we emerge from recession."

Melanie has a strong background in customer relations, having initiated and managed significant projects for employers including Cattles and Barclays during her career.

Kathryn Shillito, HullBID City Centre Manager, said: "Melanie is a great addition to the team and joins our Support Officers in operating as the public face of BID. She is working hard to promote BID to the business community, explaining our operations, the depth of support we offer and our involvement with the key city stakeholders."

Restaurant Raises its Stakes

It's been just over a year since Napoleons Casino & Restaurant on George Street, Hull, unveiled extended stylish restaurant facilities split over two levels.

One year on and the move has proved a worthwhile initiative and has helped cater for the increasing restaurant demand.

Since the extension, restaurant catering figures have soared, making Napoleons a must-visit dining destination.



This was further cemented earlier in the year when the restaurant was shortlisted for the prestigious award of 'Remarkable Restaurant of the Year' at the Remarkable East Yorkshire Tourism Awards 2013. Months later, and following copious amounts of positive feedback on Tripadvisor, the restaurant received a 'Certificate of Excellence' highlighting Napoleons as one of the best eateries Hull has to offer.

General Manager, Tony Armstrong, said: "One year on, we're pleased to say extending the restaurant was definitely the right move. We've received excellent feedback from all our patrons and we're pleased to see new faces coming into the restaurant week on week.

"We are now looking to up the game even further and will soon be commencing some work to the exterior of our premises to ensure the glamorous look and feel of the casino and restaurant is consistent both inside and out – watch this space."

A New Head of Non-match Days Sales and Marketing

The KC Stadium, are pleased to announce the appointment of Lynnsey Pilmer as Head of non-match-days Sales and Marketing.

Based at the Stadium, she has worked and lived near Hull all her life and Lynnsey wants to ensure that the Stadium is on every conference and meeting provider's mind when planning their events.

Previous roles have included Marketing Manager for Bishop Burton College and Senior Account Manager of Travel in Coca-Cola Great Britain, which both enable Lynnsey to bring a wealth of sales marketing skills to the Stadium.

Inspired to take the position not just for the view, she knows a great challenge lies ahead to win new business to the Stadium, so, when we asked her for three key benefits for conference planners, she shared:

'Facilities' has to be number one

The products we have are second to none; from 28 Executive Boxes through to our largest suite we can cater from 2- 450 delegates. All our rooms have natural daylight, air conditioning and complimentary wi-fi and car parking. We are proud to be the premier venue for conference and events in Hull and East Riding.

'One stop shop' is number two

Our experienced sales and events team are second to none at covering every little detail required by our clients. From room layouts to those extra requirements on the day, clients come back year on year because we run everything to make sure events run smoothly and successfully.

'Added Value' is number three

Hull is not a faceless conference town, there's so much more to offer, from amazing restaurants, art galleries, attractions and plenty of events, not to mention being a finalist in the City of Culture 2017 bid.

Our knowledge of the local area and relationships we have here at the Stadium make sure we give every client a personal touch and consider every detail.

To book your next meeting or event at the KC Stadium contact Lynnsey on **01482 358 325**, or email: lynnsey.pilmer@smccatering.co.uk.

Or visit their website for more details on all events going on at the stadium for Autumn and Winter 2013.





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Award for Finance Company

Heritage Commercial Finance Ltd, a principal lender based in Welton, near Hull has been recognised and awarded 'highly commended' as Best Bridging Newcomer at the prestigious Bridging and Commercial Awards 2013.

The accolade was presented at the Bridging and Commercial Awards and Masquerade Ball Awards, held at The Grand Connaught Rooms in London.

The award was open to nominations throughout the UK to Principal lenders. Heritage was proposed by brokers and associates within the industry.

Heritage is run by brother and sister Mark Wright and Allison Lee.

Government 'Minded to Approve Energy Park Plans'



Able UK has welcomed the announcement that the Government is minded to approve plans for its multi-million pound Marine Energy Park on the South Bank of the Humber but says it is 'more than a little frustrating' that there is to be a further delay in gaining a final approval.

Transport Minister Norman Baker announced that, whilst the Planning Inspectorate panel appointed to consider the application for the development had recommended granting consent, he wished to receive further evidence relating to ecological compensation measures and the protection of a local rail line. He asked for further information on these two issues to be supplied by September 25th.

The Marine Energy Park is planned to cover 906 acres, providing 1,279 metres of state-of-the-art quayside facilities purpose built for the manufacture, assembly and installation of offshore renewable technologies. It is at the centre of the largest Enterprise Zone in the UK and, as well as attracting around 4,000 local jobs directly, is seen as the catalyst for establishing the Humber as a world-class centre for the renewable energy industries.

Able UK Group Development Director Neil Etherington said: "It is obviously good news that the Panel which carried out the very detailed and complex examination of our application recommended granting consent. It's also good news that in the announcement Ministers do recognise the regeneration and economic benefits for both the local area and the wider development of the offshore renewable energy industry."



"At the same time it has to be said that a further delay in a decision is disappointing. The Planning Inspectorate gave its recommendations to Government in February, a decision was originally due in May and now the deadline has been pushed back to December."

"Given that, when it was announced in July that the deadline had been pushed back in order to clarify issues relating to the Crown Estate, one has to wonder why the issues relating to the concerns of Natural England, over ecological measures and the question of protecting future operations of the Killingholme branch railway, could not have been dealt with at the same time."

"This application has been under consideration for around four years and, as part of the planning process, we have put forward measures to spend over £35million protecting wildlife and the environment."

"We will be taking immediate steps to address the issues raised in the Government's announcement and sincerely hope that there will be no further delays in a project which enjoys the overwhelming support of the entire local community. This includes MPs, local authorities, the Local Enterprise Partnership, and, of course, the offshore wind sector itself—both manufacturers and developers—who all recognise it is a much-needed, once-in-generation opportunity to transform the area and bring enormous benefits to the UK as a whole."

Marine Energy Park to be the Latest Chapter in a Remarkable Story

Peter Stephenson

Executive Chairman
Able UK

A final decision on plans for a £450m wind turbine manufacturing site on the south bank of the Humber is expected at the end of the year.

For Peter Stephenson, Executive Chairman of developer Able UK, the company behind the proposal, the creation of the marine energy park would represent the latest chapter in the firm's remarkable story.

Peter started his own business 48 years ago, initially as a plant hire business.

He said: "It did not take long for the company to evolve into more than simply plant hire. I realised that I needed to get the best utilisation of my equipment so I started to take on specialist contracts as well.

"I expanded the work we did, supplying the plant, carrying out demolition work and specialist civil engineering works, for example."

That desire to retain control over as much of the process as possible saw the company evolve even further.

Peter said: "This is the third recession we have gone through and we found that the main problem in recessions was cash flow, i.e. not being paid, either because clients went bust or hit financial problems, so we decided to do as much of the work as we could ourselves, which meant we could keep more control.

"We actually became involved in the recycling and renewables industry long before most people were talking about it.

"We saw the benefits in reusing the materials which were produced from our contracts and we started the reuse of products like hardcore, aggregate and other so-called waste materials."



In time, the company became a developer, buying up large industrial sites, developing them and leasing them out to a wide range of tenants.

Peter said: "We realised that we needed to continue to grow and we listened to our clients needs and would – and still do – provide services that meet their needs.

"They'd tell us where they needed sites, we would then purchase a site and develop it then lease it to them. This is a formula that works well."

Since then, the company has been involved in many major industrial projects, one of the latest is the Humber marine energy park, which will be able to create 4,000 local jobs.

The marine energy park is planned to cover 906 acres, providing 1,279 metres of quayside facilities purpose built for the manufacture, assembly and installation of offshore renewable technologies.

The site is at the centre of the largest Enterprise Zone in the UK and, as well as attracting around 4,000 local jobs directly, is seen as the catalyst for establishing the Humber as a world-class centre for the renewable energy industries.

Transport Minister Norman Baker, who postponed an approval decision in May and July, has indicated that he is minded to approve the plan subject to further clarification on two issues.

Mr Baker said that he needed further information about the ecological impact of the scheme on the Humber Estuary and assurances that the project would not jeopardise any potential future operations of the Killingholme Branch railway.

However, a report said the minister felt that "facilitating the regeneration and economic development of the area around the project, and supporting the development of the offshore renewable energy industry are matters of substantial public benefit". Mr Baker has said he will make his decision by 18 December.

Peter Stephenson said: "The idea of a marine park has been eight years in the making.

"Our initial idea was not for a marine energy park, though. We were looking for a deepwater port site, similar to our Multi-User Port on the Tees, but then the opportunities within the renewables sector began to emerge and we saw the significant potential for offshore wind power.

"We scoured the UK for the right site and the one we selected at Killingholme is at the heart of the Golden Triangle. It has a great catchment area from the sea, benefits from good road and rail links and is in an area that provides the right sort of skills, has a well-equipped local supply chain, particularly the TATA steelworks at Scunthorpe, and is close the Humberside International Airport

"We invited some of the biggest players to take a look and developed the idea of the marine energy park. It ticks all the boxes and will create a significant number of much needed new jobs.

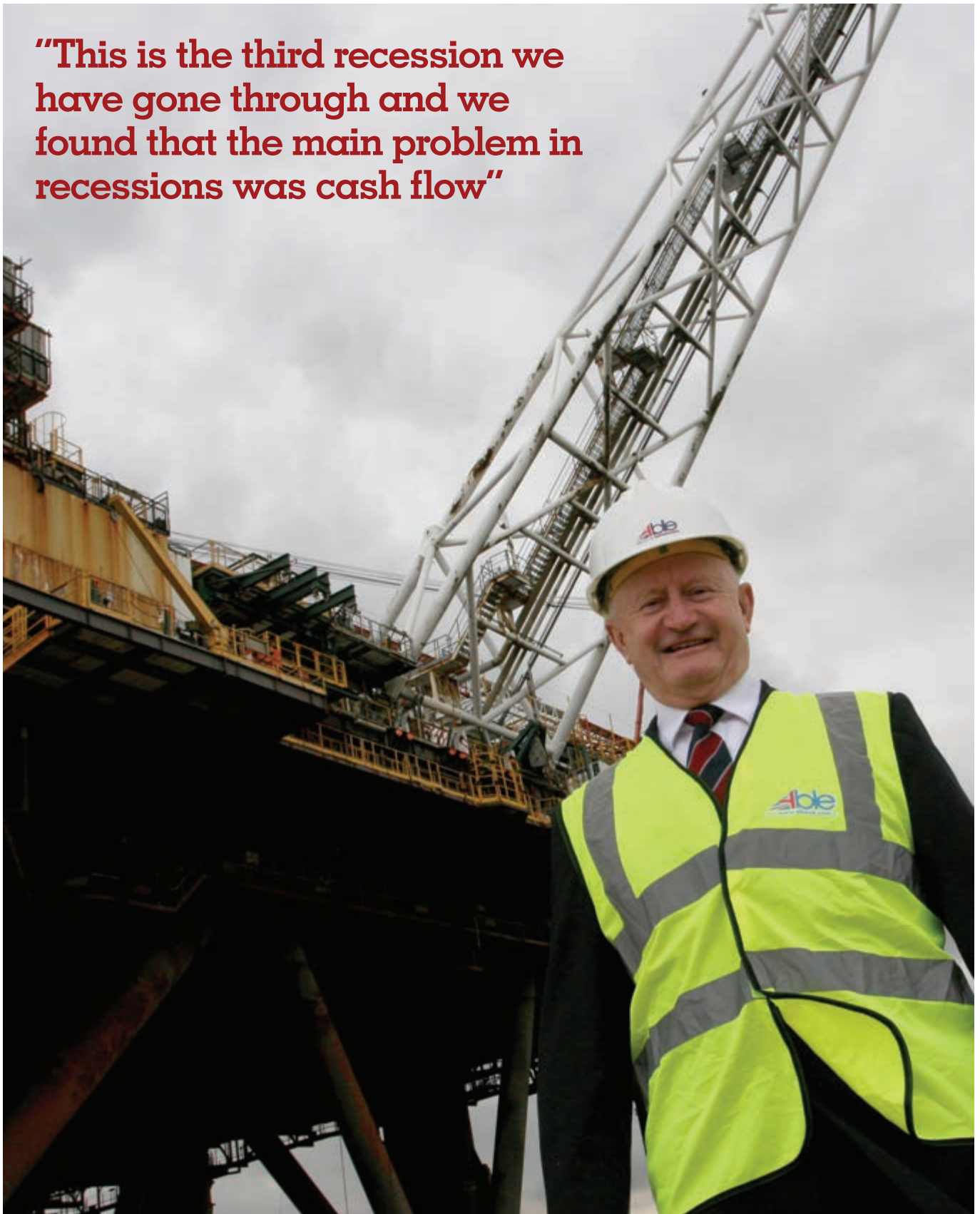
"We are confident that, having received the recommendation to approve from the planning inspectors and read our additional information, the Secretary of State will allow the plan to go ahead and grant the Development Consent Order."

If Mr Baker does so, the company can press forward with scheduling the work. Initially, it had been hoped to start in June 2014 (piling work in the Humber cannot go ahead during the salmon migratory season between April and June) and be open in 2016, but now Able has no set date for commencement of work following this year's seven months delay but expect it to be early in 2015.

Peter said: "When we receive minister approval, we may still have to deal with a legal challenge. But we will start works as soon as we can."

In addition to marine energy park Able already has full planning consent for the neighbouring Able Logistics Park. This is a 1,230 acre development to provide 1,700,000m² of warehousing, external storage and transport depots and a business park to support port operations across the Humber.

“This is the third recession we have gone through and we found that the main problem in recessions was cash flow”



A Fair Wind for Growth In the Humber

While the Humber waits for news on two of its big investment opportunities – Green Port Hull and Able Marine Energy Park – work to realise the Humber's potential as the Energy Estuary is reaching key milestones.

Jobs are being created in Grimsby as an operations and maintenance hub (O&M), Regional Growth Funding is being deployed across the Humber, reaching key milestones, and the 'Energy Estuary' is being marketed as the place to invest in renewables. The estuary offers the largest amount of available port development land, having the closest ports to Round 1, 2 and 3 wind farms and the largest UK Enterprise Zone at almost 500ha.

The Humber Local Enterprise Partnership (LEP) – the business-led partnership providing the strategic lead for economic growth in the Humber, formed in 2011 – is seeing the partnerships created strengthen and grow.

The partnership between the Inward Investment teams from the four local authorities – Hull City Council, East Riding of Yorkshire Council, North East Lincolnshire Council and North Lincolnshire Council – alongside the LEP is seeing £65m of Government Regional Growth Fund support being deployed to help businesses grow or invest in the Humber to create jobs.

The £30m RGF Growing the Humber programme – run by North East Lincolnshire Council and Humber LEP – has seen 181 businesses submit full applications and so far eight projects are in contract generating 115.5 jobs, 25 projects have been approved and will create 285.5 jobs and a further 25 projects that are in process that could create a further 927 jobs.

Meanwhile, there is £10m scheme in North Lincolnshire helping to create up to 500 jobs and supporting businesses to grow, and the £25m Green Port Growth Programme run by Hull and East Riding councils.

DONG Energy is one of the first companies to benefit from the South Bank Renewables strand

from Growing the Humber funding. The £1.1m investment has unlocked an £11m investment in Grimsby Docks, creating approximately 100 jobs initially and looking set to double over the coming years.

They join Centrica, Eon, Siemens, Vestas, and RES Offshore at the Grimsby Docks, where 250 jobs have been created to service the North Sea Wind farms as the closest port to 80 per cent of the turbines. The jobs total is expected to rise to 1,000 by 2025 across the sites.

Benj Sykes, Dong Energy's UK head, said: "I see Grimsby as being at the heart of offshore wind, the centre for North Sea operations, and I am confident we will be delivering a lot of benefit to the region. I genuinely believe this is an important milestone for Dong Energy, as well as Grimsby and the Humber region."

"We have had great collaboration from the Humber Local Enterprise Partnership and North East Lincolnshire Council to make so much progress in the time frame we have had."

The Grimsby O&M hub is the first case study in the Government's offshore wind strategy, which was launched in the town by the Deputy Prime Minister Nick Clegg in August.

Lord Haskins, Chairman of the Humber LEP, said:

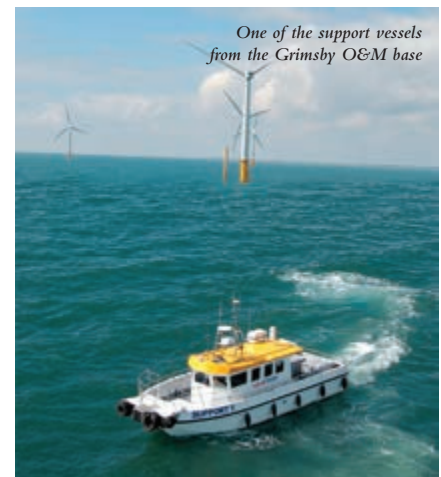
"The fact that the Deputy Prime Minister again chose to launch this strategy from the Humber underlines our potential for offshore wind and the confidence in our ability to deliver."

"We have worked with Government to put in place incentives to support offshore wind developments around the Humber, including the Enterprise Zones and Regional Growth Fund. The next step, through the powers we are seeking in the Hull City Deal, will be to provide more support for local people to access the jobs created."

"The strong partnerships we have formed with the local authorities and local businesses is making the area much more effective at making sure the resources are targeted in the right way to support growth in the Humber region."

Green Port Growth Programme – Hull and East Riding

The Green Port Growth Programme started in July 2012 and has until 2018 to deliver its goals, aligning it with potential investment from original equipment manufacturer investment in Green Port Hull.



One of the support vessels from the Grimsby O&M base

The investment, which could see the creation of 3500 jobs, means the £25m Regional Growth funded scheme – delivered in partnership by East Riding of Yorkshire Council and Hull City Council – focuses on creating a ready-made workforce and support for businesses to diversify and enter the supply chain.

The overall programme aims to increase the GVA (Gross Value Added) of the area by £300m and also covers site assembly and support for research and development in the region, led by the University of Hull.

As part of the employment and skills strand more than 100 apprenticeships have been created and 34 applications have been approved for up-skilling since July 2012. The scheme expects this to grow each year, with additional subsidies in following years, to achieve 750 apprenticeships by 2018.

And more than 63 businesses have been in touch with 51 enrolling and 42 of them being reviewed to explore diversification and development opportunities. There is capacity in the scheme to extend this to up to 650 businesses over the period.

One of the businesses to take advantage of the wage subsidies, which equates to £7280 per apprenticeship, is Plas-Tech Thermoforming Ltd – a privately owned business employing 82 highly skilled staff in Brandesburton in the East Riding.

The company, which provides innovative polymer based solutions into a varied market sector, has weathered the recent economic storm and is now entering a new phase in its development, with diversification into new and emerging industries.

With support from Green Port Growth programme Plas-Tech has taken on two highly skilled and motivated engineering apprentices, Casey Hare (19) and Jack Mainprize (17) from the local Humberside Engineering Training Association (HETA) to fill the skills gap.



Kurt Christensen, Managing Director of Windpower Support

Buying Local: Greenery Takes the Lead

By choosing to use locally-based contractors, companies such as Greenery are helping make Humberside an attractive prospect for engineers looking to work at the cutting edge of biotechnology.

Greenery owns and operates a biodiesel production plant in the port of Immingham.

Technology and process advancements at the facility have led to more than £60 million of capital investment so far, creating more than 500,000 contractor man-hours.

Greenery prefers to use local contractors rather than national or international providers. Andy Milo, Commercial Manager at Greenery, explained:

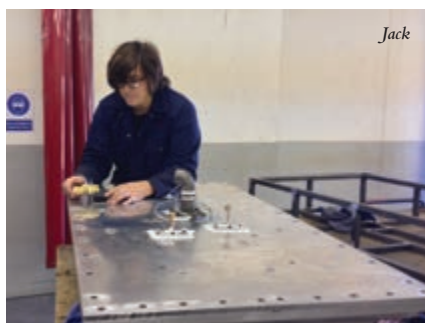
"In 2011 we made a positive decision to develop a contractor skill base in the area to improve control and responsiveness. Today more than 90% of all our project work is provided by companies within a 20 mile radius of Immingham - a reversal of the situation previously, when more than 80% of contractor hours were provided by companies more than 50 miles away."

One example of a company expanding its relationship with Greenery is Jacobs, with a local operation in Grimsby. The company supports Greenery by providing contract labour on site. With an expanding engineering support role to the site, Jacobs' local staff account for more than 90% of Greenery's project related engineers, in addition to electricians, fitters and other skilled labourers.

Ian Greenbeck, Director at Jacobs explained,

"Our expanding relationship with Greenery has been beneficial for both parties, as we look to attract and retain quality, local engineering talent. Jacobs is pleased to be able to offer a diverse range of skills to Greenery and our wider client base in the region."

Milo encourages others to follow suit: "By buying locally we've been able to create a skill base perfectly matched to our ongoing requirements – all on our doorstep."



Jack

Chris Hood, Technical Manager for Plas-Tech, said:

"Casey and Jack were selected due to their attitude and enthusiasm."

"Apprenticeships enable young people to learn in a real-life working environment, providing them with a powerful combination of practical and theoretical skills and knowledge. This combination is the cornerstone of their future professional development."

"The management team at Plas-Tech firmly believe that our vision of being the markets technological leader in the field of plastics innovation is dependent on the careful nurturing of such emerging talent."

Dunston (Ship Repairs) Limited in Hull has also praised the Green Port Growth Programme.



Casey

The company builds vessels which transport technicians to wind farms.

Keith Clarke, Dunston's general manager, said:

"We have taken on an apprentice who has been here for about a year. He has been involved with all aspects and has learned a lot in a short time."

"I think the apprentice scheme is definitely a good thing and a positive thing for the area because if Green Port does take off we need young people with these skills."

Dunston's apprentice, 29-year-old Joe Williams, said: "I've been involved in fabricating, plating, welding, all sorts. It's enhanced my skills massively. I would have struggled to get this work and experience without the apprenticeship scheme because I didn't have the qualifications on paper. I enjoy it here and I hope to stay."

Need for Advice Filtering Through

Andrew Oliver, Partner and Head of Renewables at Hull and Grimsby based solicitors Andrew Jackson, commented that the need for advice in the renewables sector is now filtering through to all commercial departments in the firm.

Our employment lawyers are dealing with an increase in port related employment issues and foreign workers. There is a marked increase in commercial activity which is keeping our corporate and commercial staff busy with files involving commercial transactions and intellectual property law issues.

The litigation and shipping department are seeing an increase in vessel charter agreements, new ship building and finance transactions, as well as an ever-increasing workload in respect of marine environmental matters related to offshore renewable developments.

Finally our property teams are seeing an increase in renewables based property transactions.

Allied Bakeries Project Successfully Delivered

When Allied Bakeries, part of Associated British Foods plc, needed their Stockport site remodelling, there was only one company to turn to – one of the UK's leading food industry construction consultants Gelder and Kitchen LLP.

The company, which has designed food manufacturing plants for leading producers since the 19th century, was challenged to build a new production line whilst existing lines remained in operation.

Gelder and Kitchen LLP provided a full construction consultancy service whilst its construction management subsidiary, Gelder and Kitchen Construction Management Ltd, managed all the on-site construction activities, providing a professional management framework which co-ordinated and monitored all the contractors involved. Together with its subsidiary, Gelder and Kitchen LLP also advised and assisted on all aspects of Health and Safety relating to the scheme.

As part of both Allied Bakeries' and Gelder and Kitchen's commitment to sustainability and the environment, the project is being assessed under BREEAM, the world's foremost environmental assessment method and rating system for buildings, aiming for a BREEAM rating of very good.

Clugston's Continued Investment in Humberside



For over 75 years Clugston has been involved in supporting the region's key companies and industries with its construction, logistics and facilities management services.

Recently that support has focused on the emerging renewables sector, already a significant industry within the region and which is destined to become an even larger part of the Humber's future.

With its logistics company, Clugston Distribution, investing in new energy efficient and greener vehicles, and its Construction and FM businesses engaged in building and maintaining renewable facilities in the area, Clugston is playing an increasing role in helping develop a cleaner, greener future for Humberside.

Clugston Distribution has invested over £2 million in the past 18 months on its fleet with four vehicle combinations working from the Humber ports. This is complemented by Clugston's growing strategic partnership with Humberside based company InterBulk. A total of ten vehicles are now deployed on a daily basis as part of the partnership.

Meanwhile Clugston Construction is working alongside Vivero Fuels providing Facilities Management to the new £350m bio-refinery plant at Saltend, one of the largest bioethanol plants in Europe. This relationship developed following Clugston's earlier involvement delivering the civil engineering elements to the new plant during its construction.

This progression from involvement in the construction phase of projects through to their ongoing maintenance is a feature of Clugston's Lifetime Care Model. By drawing on its estate and development expertise, coupled with its design and construct services and ongoing facilities support, Clugston is able to provide a true one stop service for customers.



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www.clugston.co.uk

Head Office: St. Vincent House, Normanby Road, Scunthorpe, North Lincolnshire, DN15 8QT

Tel: 01724 843 491 • Fax: 01724 867 680 • Email: sales@clugston.co.uk



Waste To Fuel: Greenergy Invests in Sustainable Biofuel on Humberside

Petrol and diesel supplier Greenergy has been manufacturing biofuel on Humberside for more than six years. With an ongoing programme of investment it has now created the most advanced biodiesel facilities in Europe, using unique technology to manufacture biofuel from a wide variety of waste raw materials. There's an ongoing focus on energy and water usage reduction too.



Greenergy is the largest supplier of road fuel in Britain, selling a staggering 13.5 billion litres of petrol, diesel and biofuel last year – that's roughly a third of all the road fuel sold in the UK. The company blends biofuel into all its petrol and diesel to meet renewable fuel obligations, manufacturing most of its biodiesel from wastes at its production facility in the Port of Immingham.

There's been plenty of debate about the true environmental impact of biofuel, as well as concerns about the use of food crops. But the benefits of producing biofuel from waste materials are widely accepted, and there are plans to extend EU and Government incentives for this kind of advanced biofuel.

Greenergy has been making fuel from waste raw materials on Humberside since 2009. Greenergy Director, Rob Brocklesby explained: "Waste oils and fats vary dramatically in quality and need much more processing than virgin vegetable oils. So over time we've implemented a programme of process and technology improvements to maximise production and yield."

This year the company also completed a new, first of its kind biodiesel pre-processing facility at North Cave, just north of the Humber estuary. This operates as a sister-site to the main manufacturing

site nearby at Immingham and was developed as a joint venture with locally based Brocklesby Ltd.

Brocklesby continued: "We're now using novel technology and processes to upgrade low-grade waste oils and fats, such as recovered oils from fat traps, to make them suitable for biodiesel production. The upgraded oils are then transferred to Immingham, where they're converted to biodiesel."

To improve the environmental footprint of its operations further, Greenergy is currently building a biomass boiler to provide its Immingham facility with a renewable energy stream. There are also plans to reduce waste water going forward.

This is great news for the planet of course, but it's also great news for the local economy. Greenergy has a policy of involving contractors and engineering support from the Humber Region.

Brocklesby added: "We have taken a deliberate decision to source consumables within a 20 mile radius and to purchase support locally wherever we can improve best practice. This has given us an immediacy of response that could not be replicated by remote providers. By building the capacity of local contractors and suppliers, we are creating an economic community, a team, with the skills to meet our future requirements."

"We have taken a deliberate decision to source consumables within a 20 mile radius and to purchase support locally wherever we can improve best practice."



Engineering Apprentices Available For Your Company



HETA train 200 Advanced Apprentices a year for over 180 companies including BP, Reckitt Benckiser, Smith & Nephew, Phillips 66, Knauf, Total LOR, Centrica Storage and many more.

The apprentices spend a year in the training centre at Hull, Stallingborough or Scunthorpe in the workshop in either Electrical, Mechanical, Multi-skilled, Instrumentation, Welding & Fabrication or Machining. They then come into company to complete their apprenticeship

There is funding available for North and South Bank companies to help with wage costs for apprentices.



For more information on how your company can recruit a HETA apprentice please contact **James McIntosh** on **07889 723462** or e mail **james.mcintosh@heta.co.uk**



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Northern Gateways Conference

The idea of a West East corridor has been suggested before; from John Prescott's Northern Gateway initiative to Will Alsop's "Super City" stretching across the M62. The Northern Gateways project references these concepts but responds to a fresh context. Here's why:

Climate change and sustainability: More than 80 per cent of containers land in southern ports and over 60 per cent travel north on congested roads. Wasted miles and carbon footprint highlight the need for a viable East West corridor to future proof the economy.

Atlantic Gateway: Atlantic Gateway is the most significant opportunity in the UK to attract investment, accelerate growth and rebalance the economy. It is a proposition to create a critical mass to achieve a new level of growth not previously achieved in the UK outside of London. By 2030, there is the potential for some 250,000 new jobs to be created in the Atlantic Gateway area and around 140,000 of these jobs will be associated with Atlantic Gateway priority projects, involving £14 billion of new investment.

Humber Energy Region: The £14 billion Humber economy has high levels of energy generation and consumption and, with an ideal location to serve the emerging offshore wind and onshore renewables sector the Humber is well placed to add know how further afield.

High growth innovative industries: Across all sectors digital technologies are transforming business models. Greater capacity will enhance synergies across SMEs and create more start-ups and retention of the best talent generated by our excellent education assets.

Skills agenda: High unemployment and the greying of key skills across all supply chains demands a revolution in training provision and the greater use of digital technologies to improve assessment, productivity and performance.

Global trade corridors and supply chains: New trade corridors between Asia and Africa, Asia and South America, as well as trade within China, India, Africa, Asia and South America will reconfigure global supply chains and this will transform entry points to the UK and the EU. Northern Gateways situates itself within this new world trade order. The context had changed.

These trends are opening up significant opportunities to drive new business and the Northern Gateways can act

as a major catalyst for integration across infrastructure; digital connectivity and convergence for all sectors; manufacturing; logistics; knowledge and skills.

Northern Gateways is rooted in the same logic as trade corridors in China, India and Africa where connectivity and supply chains are driving sustainable and inclusive growth where a silo-focus on single locations and sectors is too dependent on winners and losers.

The inaugural Northern Gateways Conference, 29/11/13. Freedom Centre, Preston Road Hull is to open with a Key Note address from Lord Prescott followed by an overview of the concept from Rob Bell. This will be followed by a forum on each of the key drivers of sustainable growth along the Northern Gateways: Infrastructure, Connectivity, Manufacturing (Additive in particular), Logistics, Knowledge and Skills. More details to follow.

Why?

NORTHERN GATEWAYS CONFERENCE

Investing in Infrastructure, Connectivity, Business Opportunity, and Sustainable Growth along the East/West Corridor

It is time to look at the East West trade corridor across the M62. With 15 million people throughout the North and access to the world through gateways like Liverpool and Hull, business and community leaders need to join the dots - infrastructure; energy and water; core industry sectors; skills; digital convergence - across all sectors.

Your Investment

£100 per delegate (£80 on all bookings before Friday 15th November)

Includes lunch and post conference reception.

Who Is This For?

For business leaders and policy makers considering the new rationale for significant investment in connecting businesses and communities across the North.



29TH NOVEMBER 2013
9am—3pm

The Freedom Centre
Hull HU9 3QB

For further details and to enrol:
www.freedomcentre.info

Key role for local supply chain

Infrastructure projects have already been identified as having an important role to play in the UK's economic recovery - and wind farm projects fall clearly into this category. The onshore wind industry alone already supports 8,600 jobs directly - worth £548million in Gross Value Added to the UK economy in 2011.

Between 2010 and 2012, RWE npower renewables invested more than £1bn into renewable energy projects across the UK. We are seeking to develop several projects across the Hull and Humber region including our onshore wind farms at River Valley in East Riding and at Saxby Wold in North Lincolnshire, plus our proposed offshore wind farm at Triton Knoll, approximately 20 miles off the coast of Lincolnshire, which recently received consent for its offshore components.

Experience has already shown us that a factor in successfully delivering our projects is a positive and sustainable relationship with the local supply chain and business community. We believe that local firms are often best placed to secure contracts through their local knowledge, logistics, staff and contacts. However we feel it is important that the business community understands the crucial role it can play in helping to shape the future development of renewable

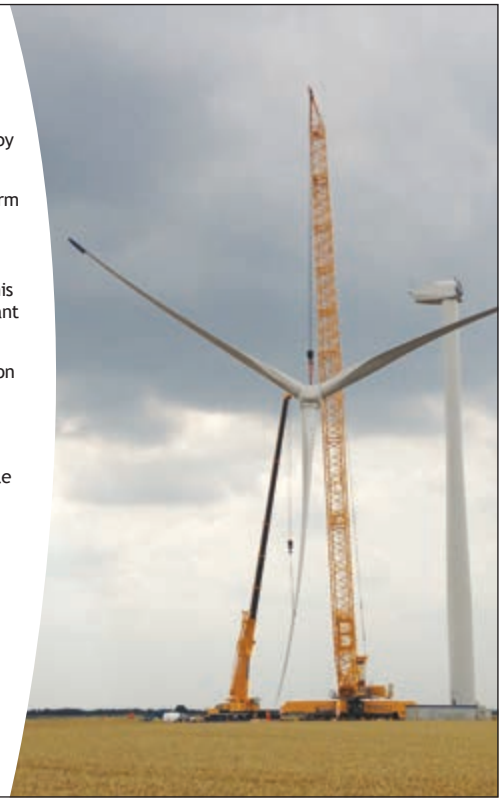
energy projects in the Hull and Humber region by getting involved in the debate.

The construction and development of a wind farm takes several years with economic benefits felt way beyond the main project - both at a local and regional level. Typically a wind farm might involve as many as 50 separate contracts and this investment can also bring a subsequent significant boost to local service providers.

With government targets set at 30% of generation to come from renewable sources by 2020, it is interesting to note that in 2012 renewable generation had reached just 11.3%.

As one of the UK's leading investors in renewable energy we believe that the Hull and Humber region has the infrastructure, experience and capability to support a thriving and dynamic renewable energy industry and we intend to do all we can to support this.

www.npower-renewables.com



HOTA WAS ESTABLISHED IN 1987 BY THE INDUSTRY FOR THE INDUSTRY



As a registered Charity, surplus funds have been ploughed back into improving and enhancing training facilities for over 25 years.

Today, HOTA operates out of 3 major sites in Hull, The Cullen and The Ellis Buildings located in Sutton Fields Industrial Estate, Malmo Road and HOTA Albert Dock.

More than 100 training courses make up HOTA's current portfolio with the majority of these being Nationally Approved by the relevant Awarding Bodies. Courses are currently offered across 10 training streams.

HOTA's short courses range from essential requirements for working within a specific industry, recommended courses and also those which provide a valuable addition to current skills or qualifications.

Along with regular timetabled courses HOTA is also renowned for its flexibility and ability to adapt training to meet company specific training requirements offering tailor made, bespoke courses when, where and how they are required by a highly trained team of professional, experienced instructors.

HOTA attracts approximately 5000 delegates to Hull each year from 800 companies across its 10 training streams. Customers range from small 'one-man bands,' to large multi-national companies.

Excellent facilities are offered to delegates including free on-site car parking, restaurants and amenities.

For further information or a full range of course or facility details please visit HOTA's website www.hota.org or contact the bookings department **01482 820567**

Advice Needed in the Renewables Sector

Andrew Oliver, Partner and Head of Renewables at Hull and Grimsby based solicitors Andrew Jackson, commented that the need for advice in the renewables sector is now filtering through to all commercial departments in the firm.

In the recently published guide The Legal 500, Hull and Grimsby law firm Andrew Jackson has received six top tier rankings – more than any other firm in the region - in the areas of corporate and commercial, commercial litigation, commercial property, employment, family and transport. In respect of renewables the guide states;

“Andrew Jackson’s projects capability stems from its strength in the shipping sector. Its recent work includes advising two harbour authorities on the negotiation of cabling agreements with Centrica. Andrew Oliver and Stephen Unwin handle offshore and onshore renewables work respectively. Janice Rawlings is also recommended.”

Andrew Oliver, Partner and Head of Renewables at Hull and Grimsby based solicitors Andrew Jackson, commented that although the firm’s renewables workload originated from its shipping and property departments, the need for advice in the renewables sector is now filtering through to all commercial departments in the firm. Our employment lawyers are dealing with an increase in port related employment issues and foreign workers. There is a marked increase in commercial activity which is keeping our corporate and commercial staff busy with files involving commercial transactions and intellectual property law issues. The litigation and shipping department are seeing an increase


in vessel charter agreements, new ship building and finance transactions as well as an ever increasing workload in respect of marine environmental matters related to offshore renewable developments. Finally our property teams are seeing an increase in renewables based property transactions. We are delighted that our expertise in the field of renewables has been recognised by the Legal 500, particularly as the guide is compiled on the basis of client feedback and peer review.

Andrew Oliver

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Hull Training Engineers Future Skills

Hull Training, part of Hull City Council, has been providing quality engineering training for over 30 years.

The Engineering Centre has recently expanded with training facilities at the new Craven Park Training and Enterprise Centre. The Centre, a project joint funded by Hull City Council and the European Regional Development Fund, will see Hull Training and Hull Kingston Rovers working together to provide opportunities for learning, re-skilling and up-skilling from Apprentices through to adult learners.

The new centre is equipped with the latest technology and industry standard equipment including: virtual welding, 3D printing and latest Siemens PLC training packages / equipment.

The Engineering Centre works directly with employers, including Dunstons, Fairburn Group, Point, NHS and Riverside, delivering an extensive range of Apprenticeship programmes, short courses and bespoke training solutions to give learners the skills they want and that businesses and the economy need.

For more information contact: George Machin, Centre Manager for Engineering, Manufacturing and Construction on **01482 615 270**.



North Lincolnshire Council and North East Lincolnshire Council have teamed up with **Liftshare**, the UK's largest car-share network to provide **Travel Lincs**.

Travel Lincs offers a mechanism for everyone travelling across the county and beyond to register their journeys and car-share with fellow members travelling the same way.

The group is completely free to join, helps members to save money on their journeys and travel more sustainably.



Business Solutions



Liftshare provide bespoke car-share schemes to over 600 organisations nationwide. Your business may be eligible for its own scheme subsidised by **North East Lincolnshire Council and Liftshare**.

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For more information contact:

Kate: kate@liftshare.com
Jemma: jemma@liftshare.com
www.liftshare.com/business

With the Development of Offshore Wind Whitby and Scarborough are Entering a New Age of Opportunity



Left to right, Cllr Derek Bastiman (Scarborough and North Yorkshire Councils), Cllr Mike Cockerill (Scarborough Borough Council) and Stuart McNiven (Owner of Dalby Offshore Services) onboard the Dalby Trent service vessel operating out of Scarborough Port servicing construction of the Westernmost Rough offshore wind site



In recent years the North Yorkshire coast has been synonymous with tourism, however Whitby and Scarborough in particular have a long and illustrious maritime history. The port towns have always been at the forefront of the marine industry. Whaling and Smuggling have long since ceased, however fishing and ship building remain major activities and now the ports find themselves at the heart of the green energy revolution.

Being ideally located to serve the major offshore wind development sites of Westernmost Rough, Hornsea and the Dogger Bank, the ports, which are owned and managed by Scarborough Borough Council, have been positioning themselves to act as service, supply, operations and maintenance Ports for the offshore wind sector.

Scarborough recently became home port to vessels servicing construction of the Westernmost Rough site and with Whitby, being the closest serviceable port to the Dogger Bank development zone and Scarborough ideally placed to serve the Hornsea site, the future is looking promising for this coastal area, as offshore wind activity ramps up over the next two years.

The ports offer direct access to the North Sea, dedicated commercial berthing and dock facilities, marine engineering and services, boat building, maritime training and acres of operational and office space in and around the

ports. Scarborough has over 90 acres of available business development land and in Whitby work is underway now to open up a further 30 acres of business land within a mile of the port.

Apart from these obvious operational advantages what really differentiates this part of the world is the quality of life and the working environment these towns and North Yorkshire have to offer.

Steeped in history but providing the finest business facilities, the area is bounded by natural beauty and the coast boasts some of the country's finest infrastructure and historical architecture, whilst, at the same time, offering a world class commercial environment. In demonstration of this Scarborough was voted the most enterprising place in Europe in 2010.

Over the past five years the Council have been working closely with the offshore industry and regional, national and EU government to help shape the policy landscape and ensure that local communities and supply chain companies have the opportunity to benefit from the future of the offshore wind industry. The Council have been a driving force behind establishing the All Party Parliamentary Group for Yorkshire and Northern Lincolnshire, a cross party group of regional MPs, government and industry leaders, who meet regularly to deal with the economic and social issues facing the region. The renewables and offshore wind industry rank high on the agenda.

Importantly work is now underway to match the needs of industry with schools and colleges through schemes, such as the Champions for Wind Programme, the passport to work, apprenticeship and job match schemes, to inspire and equip people to secure the significant opportunities the renewable and offshore industry has to offer.

In all the future is bright for this part of the coast. With great facilities, services and infrastructure, dedicated and focused leadership and an unrivalled quality of life on offer, North Yorkshire and the borough of Scarborough have everything to play for.

To become part of the opportunity or just to learn more about the work being undertaken visit, www.whitbywind.co.uk or contact Alex Richards, offshore wind project manager alex.richards@scarborough.gov.uk or 01723 384317.



A great place to live, work & play

Leading the Way as the Green Revolution Gathers Pace

Few areas have seen as dramatic a change during the green revolution as waste management, with recycling and re-use now the norm for many companies.



Keith McGurk

Regional Director
Veolia

One of the companies at the forefront of the drive towards more sustainable practice is Veolia Environmental Services, the UK's leading recycling and waste management company.

From refuse collection to recycling, waste treatment to street cleansing, the company provides services to thousands of businesses and nearly a third of the UK's population.

Much of its work is carried out in their East Region, which includes Hull and Humber and North Lincolnshire down to Essex and Hertfordshire.

Keith McGurk, Regional Director for the Region, which employs 2,000 of the company's UK workforce, says that the green revolution is gathering pace as people realise how important it is to the future of the planet.

He said: "I think that we are seeing a change. More and more people are getting the message about the need for more sustainable waste management.



"They realise that we live on a planet with diminishing natural resources and we must do something about it.

"I think it's a generational thing. As we move through the generations the idea of sustainability becomes more widespread. People are more aware.

"Some companies still do not get the message but as the green agenda has gathered pace, so more and more businesses are taking it seriously.

"One of the drivers for business has been the introduction of the Landfill Tax, which has helped sustainable waste management make sense financially for companies. That has been an important driver. Another driver has been legislation.

"The result is that, as a company, we are increasingly involved across all sectors. The expertise that we bring in waste management is applicable in many industries, whether it be general waste or more specialised services such as handling hazardous waste.

"We work with a lot of SMEs as well, helping them to be more sustainable in the way they dispose of their waste.

"We also work with national and local government as more of us get the message about the need to recycle."

Among the company's wider operations are sustainable recycling and waste services, water and wastewater management services and energy and utilities management for industry, healthcare, district heating, public and commercial. The company has 65,000 commercial and industrial customers across the UK.

Veolia Environmental Services also follows its own advice; the company has recently been shortlisted for the ICAEW Sustainable Business category at this year's National Business Awards.

The company was recognised for the way it has embedded sustainability at the centre of its activities via its Go Further Together strategy.

It is one of the only businesses in the UK with a positive carbon footprint as a result of its net negative carbon emissions.

Finalists were chosen from the hundreds of businesses that entered or were nominated for the titles.

The overall winners across all 17 categories will be revealed at the awards ceremony on 12 November at the Grosvenor House, London.

For more information about the company, visit www.veoliaenvironmentalservices.co.uk



DONG Energy in the Humber Region

The Humber region is a major centre of our UK offshore wind business.

This year we started building our Westernmost Rough Offshore Wind Farm, located 8km off the Holderness Coast. This next generation project will be the first to use the new Siemens 6 MW turbines on a commercial scale. When fully operational, the turbines will generate enough electricity to power 210,000 homes. We are joint venture partners in the recently opened Lincs Offshore Wind Farm. We also own 33.3% of the

Heron Wind and Njord wind farms, part of the Hornsea Zone being developed by SMart Wind Limited.

We have chosen to locate our construction and O&M (operations and maintenance) base for Westernmost Rough in Grimsby. We appreciate the skill base and the local support for the emerging offshore wind sector. As part of our commitment to the area we plan to upgrade the

Royal Docks. We hope this major project will be a stimulus for other regeneration.

DONG Energy is one of the leading offshore wind farm developers in the world, with more than 20 years' experience in the wind power industry. Our UK offshore portfolio includes five wind farms that are operational, two under construction and a pipeline of future projects in development.



Comprehensive Onshore and Offshore Services

Cofely Fabricom Oil Gas and Power in the UK offer comprehensive onshore and offshore services to the renewables sector.

The organisation has developed an excellent reputation in the renewables market, particularly in the offshore wind farm, biodiesel, bioethanol and biomass industries.

This status reinforces our multi-technical strengths in line with evolving market needs offering services across the entire project life cycle from Feasibility and Concept Studies through to Operational Support.

We have successfully completed a number of major projects to carry out activities including; design, structural reinforcement and mechanical, electrical and installation works. These projects have been complex and multi-discipline in nature, necessitating a high level of co-ordination and logistical support.

All projects have been completed under budget and have been completed with an outstanding safety performance, despite the significant challenges presented whilst working within this sector.

For further information please visit www.fabricomgdfsuez-renewables.co.uk or www.gsa.co.uk.

Leading by Experience – Consult, Design, Deliver

For almost 15 years, Waldeck has been pushing towards the fore of the renewable and low carbon energy sector. With involvement in some of the world's biggest energy projects, it has established centres of excellence here locally in Hull, Grimsby and Lincoln and also in London and Taunton to provide advisory services for the wind, biomass and nuclear generation markets.

In order to deliver a professional and efficient service across these multi-million pound projects, Waldeck's Total Project Solutions team offer the benefit of having a single point of contact to draw upon their diverse portfolio of in-house disciplines to help mitigate risk and create certainty. The aims of the team are to meet the highest possible safety, quality and environmental standards whilst ensuring that contract cost, programme and value optimisation are balanced successfully.

For developers, owners and operators of renewable energy projects and assets, Waldeck offers a complete support service, from inception to completion, but can provide consultancy advice on a discipline by discipline basis. Services include cost consultancy; specialist quantity surveying; contract administration; project management; dispute mitigation; civil, structural, fire, electrical and mechanical engineering; planning; flood risk assessment and Building Information Modelling (BIM), which is now used across the business to add value to projects and maximise certainty.

Waldeck is actively involved in the engineering design, procurement and delivery of £1/2 billion worth of renewable projects in the Humber region, as well as a £150m conversion of a fossil fuel power station to biomass burning, plus two new build wood pellet burning combined heat and power energy centres worth £300m.

For more information on Waldeck please visit www.waldeckconsulting.com or call Sue Wright on **01482 488088**.

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Waldeck are a multi-award winning professional services business providing multi-disciplinary advice, design and project delivery consultancy to the highest of standards across the energy and infrastructure, multi-modal and e-commerce logistics, manufacturing, natural and built environment industries.

Creating Certainty

"We are proud to be a consultancy of choice for developers, owners and operators of renewable energy projects and assets. Put your capital project investments in safe hands and let us use our skills to provide you with first-class design, project delivery advice, support and solutions to enable you to acquire, plan, develop, construct, operate and maintain your assets."

Find out how we can add value to your key projects and take a look at our full list of services at www.waldeckconsulting.com

The Deep Business Centre, Tower Street, Hull, HU1 4BG
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energy@waldeckconsulting.com





Renewables

Building on its long-standing expertise in the power sector, and as part of the wider Humber offer, the Port of Grimsby is fast becoming a major centre for green renewables energy, specifically the emerging Operations and Maintenance (O&M) industry.

Grimsby has a distinct geographical advantage which it is capitalising on. Situated 10-50 miles from existing and further planned turbines and wind farms off of the Lincolnshire coast in the North Sea, it is an ideal location for the growing Operations and Maintenance industry. It is vitally important for the O&M industry that it has quick and easy access to the wind farms, operating from a single assigned base with the required facilities and maintenance vessels to service and repair turbines.

Up to 12 wind farms can currently be accessed from Grimsby, including: Westermest Rough, Lynn and Inner Dowsing and the Humber Gateway.

Several big names have, over the last year or so, realised the potential here. Centrica opened its O&M facility on the Grimsby Docks' north wall in September 2012 to service its 54 turbine, 180 MW Lynn and Inner Dowsing wind farm, off the Skegness coast. Its 75-turbine 250 MW Lincs wind farm is also due to become operational in 2014 and will be serviced from its O&M base within the Port of Grimsby.

Siemens supplies the turbines for Centrica, so as a result also operates out of the Port of Grimsby with additional support from RES Offshore.

In February this year, Danish energy company DONG, announced it will be building the Westermest Rough offshore wind farm off the Holderness coast. Westermest Rough will be made up of 30 Siemens 6MW (megawatt) turbines,

with a total capacity of 250MW. In August this year DONG announced its £11.5m plan to establish its O&M base at the Port of Grimsby and the Royal Dock after gaining £1.1m support through the Growing the Humber RGF scheme.

E.ON is close to completing a new O&M facility which will see a 1,200sqm O&M building and a 400sqm storage building developed to support its 78 turbine, 219 megawatt Humber Gateway offshore wind farm, located off the Holderness coast, due for completion by the spring of 2015.

The North East Lincolnshire Council is supporting the development and growth of the renewables industry through a number of different schemes. Earlier this year the council part funded improvements to the Port of Grimsby Lock Gates. Before the gates' extension and modernisation, the Port was limited in the size and scope of vessels entering, which in turn constrained the businesses using the Port.

The improvements were critical to the sector as the Port now has increased capacity for the movement of longer, larger vessels, and enables a higher number of smaller vessels to enter and leave the dock, both of which provide maintenance to the wind farms off the East Coast.

Enterprise Zone (EZ) status was secured for the Port of Grimsby back in November 2011. This offers Business Rate Relief (BRR) and a simplified, fast-track planning service which will help to accelerate the development of the O&M industry. The BRR is worth up to £275,000 per

business over a five year period. E.ON has taken advantage of the benefits of locating its new O&M facility on the EZ.

A business investment programme has also been specifically developed to support the growth of the Renewables sector on the South Bank of the Humber.

£30m of grant funding was secured earlier in the year by North East Lincolnshire Council and the Humber Local Enterprise Partnership, through the Government's Regional Growth Fund programme. Businesses from the renewables sector and their supply chain are invited to submit an expression of interest to the programme if they have:

- Capital expenditure projects - investment in key infrastructure, new equipment or premises
- Research and development projects
- Plans to up-skill their workforce
- Plans to recruit new engineering apprentices.

More information can be found at: www.humberlep.org

These are exciting times for the renewables industry across the Humber as a whole and there is no escaping that this will benefit the area, creating a host of business and employment opportunities, offering sustainable economic growth across the Humber.

Reward Flights Offer is Extended

Yorkshire businesses have an early Christmas gift from British Airways with a reward flights offer extended over the festive period.

Companies in Yorkshire who joined the airline's On Business loyalty programme this year automatically earned 3,120 bonus points, enough for two reward flights to London from Leeds Bradford Airport.

Now the offer has been extended to the end of the year, giving new business customers chance to connect with British Airways' worldwide schedule from their local airport.

On Business is designed specifically to help small and medium sized companies. It is free to join and companies only need two or more travelling employees to qualify.

The bonus points were introduced to celebrate the move of British Airways' Leeds Bradford flights from Heathrow's Terminal 1 to the airline's flagship home, Terminal 5 in March.

The three-times-a-day service connects Yorkshire business travellers with over 100 worldwide destinations served direct from Terminal 5.

All customers receive a free baggage allowance, complimentary onboard refreshments and free on-line seat selection 24 hours before departure. On Business customers also get access to Fast Track



Tony Hallwood, Marketing Director at Leeds Bradford Airport, celebrates the extension of British Airways' On Business offer for Yorkshire businesses

security and the newly refurbished Yorkshire Premier Lounge at Leeds Bradford Airport.

Companies can earn On Business Points on all qualifying flights, with triple points for the first six flights, and they can be redeemed for flight upgrades, reward flights and hotel accommodation.

Tony Hallwood, Leeds Bradford Airport's Marketing Director, said: "This is great news for the Yorkshire business community. British Airways' attractive loyalty programme, On Business, is designed to help reduce travel costs. For every qualifying flight you or your colleagues take, your company will earn 'On Business Points' which may then be redeemed for upgrades, flights or hotel accommodation. It's a cost effective and easy way to ensure your business gains maximum benefit from travelling to London and worldwide."

For further information visit ba.com

Utilitywise plc

Utilitywise can help Chamber Members get the most value from their energy and water contracts, reduce their energy and water consumption, and lower their carbon footprint.

Times are hard enough if you are in business; once you've factored your energy and water costs into the equation things can look even bleaker. Whether you're running a shop on the High Street or turning out high specification components your energy and water spend is likely to be a high proportion of your company costs. We understand the burden utility bills can be on your business.

Utilitywise provides you with a comprehensive business energy and water management service. We can help you get the right energy deal, make sure you aren't being over-charged for your water, and analyse and reduce your consumption.

Account Care: Our consultants will examine your energy consumption and make sure you're being charged the right amount. We'll also look at your energy bills, your existing meters, and the data held by your energy supplier to make sure that every detail is correct.

Energy Services: Utilitywise can offer a range of energy monitoring and reduction services to Chamber Members, from Energy Audits to Edd:e, our circuit-level energy monitoring system. We help businesses across the UK reduce their energy consumption and lower their carbon footprint.

Water Services: Our water specialists will validate your water bills to make sure that you're being charged the correct amount for your water. They also offer services in leakage detection, water recycling, and dispute resolution.

There are many more ways Utilitywise can help your business. You can find out more at our website (www.utilitywise.com) or telephone **0870 626 0559**.

Surveyors Advice Attracts School Funding

Learning facilities at Beverley Grammar School have been transformed following restoration works part-funded by the DfEE.

Guidance and advice from Beverley chartered building surveyors Delaney Marling Partnership (DMP) saw the project under-way last year, with the recent re-opening having now taken place.

Grahame Hodson, Head Teacher of Beverley Grammar School, said: "Thanks to the funding

advice and assistance with the DfEE application, our school has a fantastic new library facility with the 'wow' factor I asked for."

Simon Delaney, partner at Delaney Marling Partnership (DMP), said: "Together with Voase Builders, it has been wonderful to work on a school that was founded in 700AD. It has retained its character with the addition of a contemporary twist as seen in the library's new mezzanine structure."



Innovative Finance Schemes Start to Bear Fruit

The way people use technology at home and in their working lives is changing all the time. Whether in the office, at home or on the move, people need to stay connected 24/7.

Lending through the Enterprise Finance Guarantee (EFG) scheme reached £84 million for the second quarter of 2013, suggesting increased confidence in the business world.

Many small and medium sized businesses (SMEs) are benefiting from increasing use of the Government finance scheme by banks to improve the availability of finance.

Figures published for the scheme for the second quarter of 2013 showed that lending was at the highest level since March 2011.

EFG is a demand-led scheme which allows banks to lend to SMEs who would otherwise not receive credit, by providing the banks with a government guarantee for 75% of the loan value.

Both Lloyds Banking Group and Santander have continued significantly to increase their EFG lending, with Lloyds lending almost twice as much in the second quarter of 2013 (£13.9 million) compared to the same quarter last year (£7.1 million). Santander has also increased its use of EFG to a level which better reflects its market position in SME lending.

Business Minister Michael Fallon said: "As a demand-led scheme, increased EFG lending shows that businesses are increasingly looking to invest and grow, and this is a positive indication for growth in the wider economy."

"Access to finance remains a crucial issue for SMEs and, while I welcome the increased EFG lending by the banks, it is only scratching the surface of the problem. We have made the EFG scheme more flexible and easier for banks to use, and we are taking action to improve competition in the SME lending market through the business bank. But in the short term we need the high street banks to help our businesses grow and keep the recovery going."

A separate EFG trade credit scheme continues to benefit small businesses in the construction sector. Started with Kingfisher Group in April 2013, it has already enabled 1,537 existing business customers of B&Q and Screwfix to increase credit limits to £10.2 million and 437 new customers have been offered credit limits of £1.06 million in total.

As a result, there has been considerable interest from other trade credit providers in joining the

EFG trade credit scheme and the Department for Business hopes to confirm details of new providers shortly.

However, all these schemes, and there are many more, can be confusing for the SME so it makes sense to seek guidance. Good financial advice is crucial if businesses are to survive and the good advisers are the ones who pride themselves on working with their clients in a way which makes them feel comfortable.

They are also the ones who can advise on how best to access financial support. With the Government and venture capitalists keen to invest, but needing to be convinced of the viability of the company first, being able to tap into good advice is crucial.

Financial advisers start by finding out what a business needs; it may be help with better financial management or it may be support applying for loans or grants to buy equipment or take on new staff.

Bringing in the specialist advisers is crucial because they are the ones who know what opportunities are available.



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Chamber Annual Dinner

GUEST of honour at the Chamber Annual Dinner this year will be Bill Halbert, the executive chairman of KCOM Group.

He will be welcomed to the glittering event, on Friday, December 6, from 7.30pm at Hull's Willerby Manor Hotel, by Chamber President Dr Malcolm Joslin, who invites you to join him for an exclusive evening of fine dining and entertainment.

Chamber Members may remember when Steve Maine, then chief executive of Kingston Communications, spoke at the Chamber Annual Dinner in 2000, the height of the dot-com boom, about a new era driven by technology.

Lincolnshire-born, Bill has been at the heart of the technology revolution for over 40 years and has seen it all. He founded and for 13 years was CEO of Syntegra, BT's Global consultancy and systems integration subsidiary, before being appointed as KCOM Group's Executive Chairman in 2009.

With a share price of just 9p at the time, Bill oversaw the financial and strategic transformation of the business, rebuilding shareholder value and returning it to the FTSE250 in 2012.

Mr Halbert will be providing unique insight into the story of the Group, from times of boom, bust and beyond. So join us to hear his views on the highs and lows of the communications industry and see how, in this new era of technology, the power of communications underpins our lives.

Entertainment will be provided by a young comedian from North Yorkshire called Simon D. Heaven. He is widely regarded as one of the finest, most prolific and most original joke-writers in the country.

Heaven combines narrative skills with unique perspectives as a 25-year-old formerly homeless

mixed-class full-time single father, Mensa certified genius and polymath.

Simon was recently nominated for a Royal Television Society Award and is a six-time comedy award finalist.

He was short-listed for the BBC New Comedy Award after only three months of performing.

The Chamber is very grateful to the Sponsors of the Dinner for their support of the Chamber in organising the event. BP are the Event Sponsor, Leeds Bradford International Airport the Silver Sponsor and Staffordshire the Venue Sponsor. Saville Audio Visual are the AV Sponsor.

For more information, or to book your place, at £49.50 per person, or £490 +VAT per table of 10, please call Janice Harrison on **(01482) 324976**, or Email **j.harrison@hull-humber-chamber.co.uk**

The dress code is black tie and carriages will depart at 12.30am.

l-r: Speaker Karen Webb-Meek, Chamber Member Nina Stobart and Chair of Chamber in N E Lincolnshire Amanda Austin enjoy their cream tea



More Tea Anyone?

The Chamber recently put on a networking event with a difference.

Taking advantage of the huge surge in interest in all things vintage a Networking Vintage Tea Party was held at Chamber Members Humber Royal Hotel Grimsby.

After a sparkling wine drinks reception, courtesy of Anne Bennett, Manager of the hotel, attendees heard from Karen Webb-Meek, owner of the In The Pink Jewellery stores situated in Freshney Place and St Peter's Avenue Cleethorpes, on how she had grown her business and had overcome - and continued to overcome - some challenging obstacles to growth and success. The event was hosted by Amanda Austin, Chair of Chamber in North East Lincolnshire and Site Director of Freshney Place Shopping Centre in Grimsby.

Delegates networked during a delicious cream tea and judging by the noise levels some good contacts were made. The afternoon was finished off in style by Grimsby's own 'Michael Buble', Hudson Lewis.



Pictured at the Chamber's Speaker Breakfast held at The Village Hotel are (from left) Humber LEP chief executive Kishor Tailor, Chamber President Malcolm Joslin and Henry Boot Developments senior development surveyor Ben Ward.

'Once in a Lifetime' Opportunity, Urges LEP's Kishor Tailor

"WE have a once in a lifetime opportunity in the Humber region - and we've got to capture it!" That was the message Kishor Tailor, the new chief executive of the Humber LEP, gave to more than 185 business people at a Chamber breakfast meeting.

Organised by the Hull & Humber Chamber of Commerce, and sponsored by Henry Boot Developments, Chamber President Malcolm Joslin introduced Mr Tailor, who took the floor at The Village Hotel, on Priory Park, to talk about the challenges the Humber region faces and the massive opportunities they present to businesses large and small.

He told the delegates that he expects growth to come from renewables, ports and logistics and the established chemical industries.

Mr Tailor explained that the Humber LEP has now formally established a private-sector-led board, with 18 of the 11 board members coming from the private sector.

He said he believed one of the biggest challenges the area faces is raising the profile of the Humber region nationally, ambitions that before he came here, he didn't know much about the area.

Other major obstacles include reversing areas of economic decline, improving skills and employability and persuading both Banks of the Humber to work as one functional region.

He said that 27,000 jobs need to be created just to get this area up to the average for England - and that's with London excluded from the figures.

According to Mr Tailor, there are large amounts of land available for development, something many areas with similar ambitions struggle to find. He has been impressed by the businesses he has visited so far which are passionate about the area and he said their people are enthusiastic and keen to help.

Mr Tailor said that Ministers are listening to the LEPs around the country and that he is in front

of them two or three times a month and urged business to use the LEPs as a catalyst to make things happen. He said a more cohesive approach was needed to get agencies working together in a single conversation.

The Humber region has already got £50-million to spend and he intends to pull in more resources to boost the region further.

Looking to the future, Mr Tailor said the region is waiting for two big announcements from Siemens and Able Marine. He wants to drive growth, attract new funding, give clarity and focus to economic growth and make the procurement processes for SMEs simpler, because at the moment he believes it is too cumbersome.

Mr Tailor said his success will be judged on the LEP's delivery and that will happen when the big sites are working on the Humber Banks.

Earlier, Ben Ward, a senior development surveyor for Henry Boot Developments, the Sheffield-based firm responsible for Hull's 150-acre Priory Park development, said that they are now developing the last 15 acres of the site.

Priory Park, originally a joint venture with British Rail, has already attracted established firms like Sainsbury's, Arco, the DeVere Village Hotel and leisure centre, and a park and ride service, as well as several car dealerships and other office space. The next phase will create more office accommodation at Concept Court in the form of 10 high specification office units that range from 1,539 sq ft to 8,990 sq ft and feature good car parking ratios. The second scheme, Point 20, is a speculative industrial or distribution warehouse facility, extending to 20,060 sq ft, including 2,158 sq ft of open plan offices at first floor level.

Garness Jones are assisting with the marketing of the units which are available on a sale or let basis with flexible terms which allow firms to try before they buy.

Rollits Partner Qualifies as a Family Arbitrator

Rollits has announced that Sheridan Ball has been appointed a Member of the Chartered Institute of Arbitrators (MCIArb) and is one of a handful of qualified family arbitrators in the Yorkshire and Humber region.

Sheridan, who heads up Rollits' first-class family team, is an experienced family lawyer with over 20 years expertise in this area of law and an Advanced Member of the Law Society Family Panel, specialising in Financial Matters and Private Children Arrangements.

Sheridan has also been an Accredited Family Mediator for the last 15 years and a Practitioner Member of the Law Society Family Mediation Panel since 2001. She practises as a Resolution Accredited Collaborative Family Law Practitioner and is also accredited by Resolution as a Professional Practice Consultant to supervise mediators.

The Family Law Arbitration Scheme was launched on 26 March 2012 as a result of collaboration between the Chartered Institute of Arbitrators, the Family Law Bar Association, Resolution and the Centre for Child and Family Law Reform. Arbitration is an alternative judicial process enabling Parties to resolve financial disputes privately, quickly, and cheaply in a more flexible and less formal setting than a Court Room. It is envisaged that Arbitration will also save Court Resources and reduce pressure on the already stretched Family Court.

Sheridan had to go through a selection process to undertake the training based on aptitude, knowledge and experience, supported by judicial referees. The training was then carried out by the Chartered Institute of Arbitrators in London involving private study, face to face tutorials and role play workshops. Finally candidates who successfully pass this stage of the training were then required to achieve a minimum 80% pass rate on a written Award/Decision examination.

Sheridan said: "Under the Scheme divorcing/separating Parties agree to appoint a Family Arbitrator to determine their financial disputes

Sheridan Ball



in accordance with the law of England and Wales - they also agree to be bound by the Arbitrator's decision - only in limited circumstances can they appeal the Arbitrator's decision to the Court of Appeal.

"The Arbitration process can involve hearings or it may be a paper determination. If there are hearings they are arranged at times convenient for the Parties.

"In essence Arbitration is a private judicial process and is therefore a genuine alternative way to the court process."

Scrubbys is a Winner

Scrubbys Vegetable Crisps, based in Grimsby, is celebrating the news that its four-vegetable mix crisps (Beetroot, Sweet Potato, Parsnip and Carrot) wowed judges in Great Taste 2013.

They were awarded one Star in the world's largest and most rigorous food awards scheme involving more than 400 judges and thousands of hours of blind tasting.

Great Taste is about taste, not clever branding nor smart packaging. Judges are presented with, for example, a piece of cheese, a pie or a little dish of chutney, with no wrappings, jars or marks - and they taste, confer and re-taste before making the decision on whether a product should be a one-, two- or three-star winner. In total more than 12 judges tasted and commented on each product.

New Members

Pam Featherstone

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Chamber President Presents Law Firm Nabarro with Patron's Plaque

THE Hull & Humber Chamber of Commerce is pleased to announce that commercial law firm Nabarro is the latest company to become a Chamber Patron.

Nabarro Partner Tim Shaw and Associate Louise Millington were presented with their Patron's Plaque by Chamber President Dr Malcolm Joslin at The Village Hotel after a well-attended business breakfast with the Humber LEP's new chief executive Kishor Tailor. The event was organised by the Chamber of Commerce in association with Henry Boot Developments, the company behind Hull's Priory Park.

Nabarro is renowned for the positive and practical way it works, with its no-nonsense approach and wide-ranging expertise to help its clients achieve their objectives across the public and private sectors.

The support Patrons provide to the Chamber helps the not-for-profit organisation offer a wide range of services for its smaller Member companies, and raises the profile of the Patrons themselves in the business community.

Becoming a Patron gives companies a higher profile in the Chamber's marketing activities, regular slots in the Business Intelligence magazine, as well as invitations to the Annual Patrons' Lunch with the Lord Mayor. It also brings public relations benefits, as Patrons are seen to be helping the Chamber support its membership.

To find out how Patronage can help your business, call Bruce Massie on (01482) 324976.



Chamber President Dr Malcolm Joslin (left) presents Nabarro Partner Tim Shaw and Associate Louise Millington with their Patron's Plaque at The Village Hotel, during a breakfast meeting

Name

Mark Readymartcher

Company

Kingston Debt Solutions

Job Title

Managing Director

I have had many jobs during my time, plus I have attended college and university.

Kingston Debt Solutions was founded in 2009. I was due to be made redundant from the failing Welcome Finance but decided not to hang around for the inevitable chop. This would have taken a couple more years, so I decided to leave without a penny.

Kingston Debt Solutions has been running for four years, helping people get out of debt



and reclaiming PPI insurance premiums. We also review old company or private pensions and make sure they receive the best rates on these until they retire.

I'm a Hull City supporter of many years and still play five a-side football and do the Insanity Training DVD to keep me healthy.

What did you want to be when you were young?

A bus driver like my dad

What could you not live without?

My beautiful daughters and my hair clippers

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

Lanzarote. I have had a few holidays there, including my honeymoon

What makes you angry?

Rudeness, bad manners and arrogance

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

Duncan Banantine - to pick his business brain

Nigella Lawson - cause I can

What is the best thing about this area?

The area still has great potential for growth. It's unique in its geographical location and has its own port to Europe

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

Bag of sweets for my girls

What is in your opinion the greatest invention ever?

The internet. It has brought so many people closer together around the world

What is most valuable lesson you have learnt in life?

I have two lessons. I lost my wife to breast cancer two years ago.

1) I know how short life can be

2) Anyone can be a father but it takes someone special to be a dad

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

A dolphin, they look as though they have the most fun in life.

Chamber Events Diary 2013

Members' Speed Networking and Network Lunch

Friday 29 November 2013

Goole High School Conference Centre

Chamber Annual Dinner

Friday 6 December 2013

The Willerby Manor Hotel

Sponsored by:

Leeds Bradford Airport

BP

Stafforce

Saville Audio Visual

Members' Speed Networking and Networking Lunch

Friday 24 January 2014

Humber Royal Hotel, Grimsby

The Chamber Goole & Howdenshire Business Excellence Awards 2014

Friday 28 February 2014

Goole High School Conference Centre

AGM/Members' Speed Networking and Network Lunch

Friday 7 March 2014

KC Stadium

Sponsored by Leeds/Bradford Airport

Members' Speed networking and Network Lunch

Friday 28 March 2014.

Venue to be confirmed

Take advantage of your Chamber Membership by attending the wide range of events we organise to help you to meet potential clients and develop valuable business relationships.

Please note that dates are subject to change.

An up-to-date events diary is available on our website:

www.hull-humber-chamber.co.uk

A New Addition

Walsh Taylor business and corporate recovery specialists are pleased to welcome Daniel Hunt to the team as a Business Development Manager.

Daniel was previously employed by Yorkshire Bank, his latest role being a business partner, managing a portfolio of business customers with a turnover up to £2million throughout the Humber region.

This appointment reflects Walsh Taylor's desire to expand further throughout the Humber region.

You can contact Daniel on: **0871 222 8308** or email info@walshtaylor.co.uk



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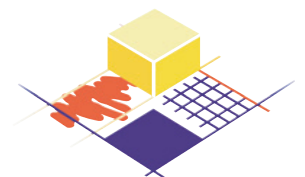
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