

BUSINESS INTELLIGENCE

The Magazine of Hull & Humber Chamber of Commerce

April/May 2014

Issue 19

Huge Boost For Hull and Humber as Siemens Says #HullYes

page 28



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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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webmaster@hull-humber-chamber.co.uk

Contributing Editor

John Dean & Francis Griss

Email: deangriss@btinternet.com



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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@distinctivegroup.co.uk

Advertising

Tel: 0845 884 2343

Email: john.neilson@distinctivegroup.co.uk

www.distinctivepublishing.co.uk

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Chamber Boss 'Delighted' With London Lobbying Success For Hull To Selby Rail Line Electrification

HULL & Humber Chamber Chief Executive Dr Ian Kelly said he was 'delighted' after the Government approved the rail electrification of the Selby to Hull line.

Dr Kelly attended the meeting in London recently with the Secretary of State for Transport, Patrick McLoughlin, as part of a cross-Party, key stakeholder delegation, to lobby for the electrification of the rail line into Hull.

In the run-up to Hull's City of Culture status in 2017, the cross-Party delegation sought a commitment from the Government to include electrification in its next set of public plans. This would speed up the electrification process to ensure its completion prior to 2017 and to guarantee the best available rail links for the anticipated extra 12-million visitors to Hull during 2017 and beyond.

Dr Kelly said: "I was watching the civil servants as well as listening to the Secretary of State and just got the sense that they might just be tasked to go away and deliver this.

"I am pleased I was right and the Transport Secretary has now given the go-ahead and we all now hope First Hull Trains £94-million project will be completed in time for 2017."



Siemens and ABP's £310m Investment Will Power Winds of Change Through Humber Region

THE Chamber's new President Tim Durkin welcomed the news that manufacturing giant Siemens and Associated British Ports are to invest £310-million in wind turbine factories and called on skills trainers to provide a high quality workforce.

With 1,000 new jobs being created, more than originally expected, plus hundreds more through construction and the supply chain, this development will power the winds of change through the Humber region for years to come.

Prime Minister David Cameron made a flying visit to the area on the day of the announcement and met with senior personnel from the German energy giant and ABP at Hull's Alexandra Dock and said that, although the announcement had taken time, it was worth the wait.

Siemens is investing £160-million in two locations, the Green Port Hull project, and a second manufacturing facility in Paull, in East Yorkshire, while Associated British Ports is investing a further £150-million in the project.

The Green Port Hull facility will construct, assemble and service offshore wind turbines, while the second Siemens site in Paull will be used to manufacture the 75-metre rotor blades.

"This is great news, not just for the City of Hull, but also for the Humber region," said Tim Durkin. "I pay tribute to all those who have been working so hard behind the scene to achieve this long-awaited result.

"Whilst this £310-million investment will bring

much needed employment to the area, the priority now must be to ensure that skills trainers provide qualified applicants from the local area to fill those jobs and not applicants from outside the area. That will also enable our region to satisfy the requirements of the supply chain which will, in time, follow Siemens to the area."

The Chamber, along with other key stakeholders, has supported the campaign to get Siemens to invest in the Humber. It's taken a long time to get all the pieces in place, but the tremendous news will really give our local economy the boost it needs.

Mr Durkin added: "The Chamber will now be working hard to ensure a strong business supply chain is developed into the local community".

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Lincolnshire Food Celebrates Starring Role

Grimsby based TV production company East Coast Pictures is celebrating producing the most-watched programme broadcasting online and on new local TV this Christmas.

'The Lincolnshire Kitchen' is presented by Chef, Rachel Green. In each episode, Rachel visits Lincolnshire food producers and businesses including Grimsby's Enderby's Smoked Fish, before taking the ingredients back to her kitchen and preparing a delicious dish.

The show was also the first in the UK to be sponsored and broadcast on the new local TV channel, Estuary TV. Richard Whittaker, Member Engagement Manager at Lincolnshire Co-operative, who sponsored 'The Lincolnshire Kitchen,' said: "We're extremely passionate about local produce here at Lincolnshire Co-op, it was great to see so many well-known local producers being showcased in the programme which was produced to such a high standard."

In all, more than 28 local companies featured in the production, including Grimsby based Scrubby's Crisps. Director of East Coast Pictures, Julia Thompson said: "We're delighted viewers have enjoyed the show and we've had a fantastic response. All the team have TV industry experience and we wanted to use that experience to help promote the best in our area."

Plans are now under way for a new series to be filmed in the Spring and the company are currently speaking to local companies to sponsor or appear in the programme. The programme broadcasts online at www.lincolnshirekitchen.tv and on YouTube, which includes recipe suggestions.



Contract With Energy Provider Powers New Jobs at KC Contact Centres

More than 20 new, permanent jobs could be created at a local contact centre if an initial short-term contract with a new client proves to be successful.

KC Contact Centres, part of local communications provider KC, has won a three-month contract with energy giant ScottishPower that could result in a longer term partnership.

The contract, which began this week, will see KC Contact Centres employees selling ScottishPower's gas and electricity services over the phone to consumers across the UK.

More than 20 people have been employed on a temporary basis to fulfil the contract and it is hoped that these will turn into permanent roles after the initial three-month period ends.

Director of KC Contact Centres, Anita Pace, said: "ScottishPower is one of the UK's largest energy providers and we're delighted to be working with them to help them achieve their growth ambitions."

"They expect the highest levels of professionalism and customer service from the partners they outsource to, and the team here is looking forward to demonstrating our ability to deliver exactly what they need."

Elaine Frame, business development manager at ScottishPower said: "We are pleased to launch this new pilot service with KC Contact Centres. We aim to provide the best customer service possible, and KC Contact Centres has a proven track record of providing a high quality of service for its clients."

Jobcentre Plus And Chamber Help Young Unemployed Sharpen Skills

Industry leaders offer help and advice to enable jobseekers to enter the world of work.

Chamber Member Ivan Jaines White talks to one of the young people who attended the event.

Hull & Humber Chamber worked in partnership with Jobcentre Plus to put on an event for the young unemployed of NE Lincolnshire.

The event was held at Grimsby Jobcentre Plus, on Victoria Street, and more than 1,000 young people aged 16 to 24 were invited to promote employment opportunities and pathways to employment to them, as local jobseekers.

The event provided a great opportunity for leaders of industry to meet potential talent for business and communicate some of the key benefits of working in their various sectors and talk about the skills requirements for different sectors.

The event helped Jobseekers better to understand the needs of local employers and help them move forward into the world of work more quickly and more confidently.

The Chamber's Northern Lincolnshire manager, Anne Tate, represented the Chamber at the event.

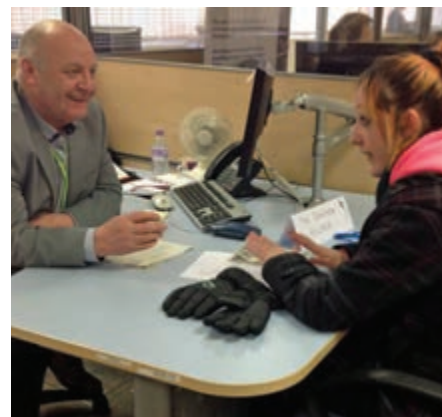
Anne said: "The Chamber was pleased to partner Jobcentre Plus in this event and provide a helpful conduit between the young unemployed and local employers.

"A good number of our Members supported the event and we would like to offer them our sincere thanks.

"We hope that we have provided good information on individual employment sectors which may help to direct young people to areas of work they are interested in, or indeed may not previously have considered. There was a fantastic attendance and 'buzz' in the Centre on the day and the event was extremely well organised by Lorraine Alexander and her team at Jobcentre Plus."

Lorraine Alexander, Employer and Partnerships Manager at Jobcentre Plus, thanked the Chamber for supporting the event. She said: "Over 1,000 young people attended and reported to us that they enjoyed the event and found the information and support extremely useful and relevant to their circumstances.

"I believe the event raised the profile of the number of North East Lincolnshire organisations and



employers working in partnership to support our young people to tackle the worklessness agenda.

"A number of young people indicated that they would like to undertake a work experience placement to make themselves more employable. If any company is in a position to offer a young person an opportunity like this, please do get in touch on (01472) 622244."

Success For Financial Company

Informed Financial Planning (IFP), based in Hull, have capped a terrific six months by being named as one of the major winners at a leading industry publication's annual awards event.

IFP beat off strong competition from advisory firms based in Newcastle, Sheffield and other major centres to be named North East Adviser of the Year at a ceremony hosted by Professional Adviser.

The award comes on the back of IFP's success in late 2013, when they were named as one of the Top 100 financial planning firms in the country by another industry magazine, New Model Adviser.

Managing Director, Kevin Ferriby, said: "We are all absolutely thrilled to have received the North East Adviser of the Year award. This was our first attempt to win anything in terms of industry accolades and I feel it is hard work and a strong team effort which got us here. In the upcoming months we are celebrating IFP's 10th anniversary and this award is a true reflection of the progress we have made over the years."

Milton Jones, Rebecca Colley and Kevin Ferriby



The Professional Adviser awards winners were decided by an independent team of seven judges, who reviewed submissions by each nominated firm, taking particular interest in

firms which had shown growth since 2012 when the Retail Distribution Review (RDR) tightened regulation on the industry and improved service for clients.

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HullBID Offers Chance To Share In Success Of Events

HullBID is boosting its funding and adding value for member businesses by taking an innovative new approach to events and activities in the city centre.

The BID team have produced a sponsorship pack to show businesses how they can share in the success of such events as Fashion Week, the Yum Festival and Hull Trinity Festival and help to attract more people into the city centre.

They are also stepping up their efforts to encourage businesses to seize the opportunities and benefits of other events, such as Hull Folk Festival and the Freedom Festival.

HullBID has built a strong track record of partnering with city centre businesses through its ongoing Evening Economy and Retail Group meetings. It is also attracting capacity attendances to its networking events, which were held in partnership with The Deep and First TransPennine Express in January and with Hull New Theatre and Northern Ballet in April.

Kathryn Shillito, HullBID City Centre Manager, said: "With such strong interest in our networking events and increasing footfall at our festivals it made sense to look at how we can do more to generate opportunities for businesses.

"The festivals are about creating events to attract people into the city centre and working with businesses to help them maximise the opportunities presented by those potential customers.

"By offering sponsorship opportunities around our festivals we can increase the variety of entertainment, we can give businesses from the local area and further afield the chance to invest in Hull city centre and raise their profile and we can attract even more people to our events."

Contact Alana Ennis on 01482 611802 for sponsorship opportunities including Yum Festival (7 - 9 August) and Hull Trinity Festival (26 - 28 September).

Smailes Goldie Launches Free Guide For Business Start-Ups



Hull-based chartered accountancy firm Smailes Goldie is giving entrepreneurs a helping hand by offering a free guide to starting a business via its website.

The 26-page guide, which can be downloaded from the site, sets out some of the key points that anyone planning to start their own business will need to consider.

This includes preparing a business plan, raising finance, bookkeeping, bank accounts, health and safety, premises, insurance, pensions, employment, payroll and taxation.

Partner Steve Bramall said: "Starting your own business can be extremely rewarding, but it can also be a daunting process, especially if it is for the first time. Our aim is to make it as straightforward and stress-free as possible by giving entrepreneurs the guidance they need in those crucial first few years of trading.

"This guide is designed to highlight the key issues that anyone starting a business will need to consider, from coming up with a business plan through to the tax considerations."

To download a free copy of the guide, please visit www.smailesgoldie.co.uk

Flooding Risks and Insurance



Rachael Perry, senior solicitor, at Wilkin Chapman Grange looks at the impact of the floods on insurance policies.

As recent events and media coverage have shown, flooding is becoming a major issue in the UK. It seems that, no matter how far you live away from a water source, no property is really immune.

However, help is at hand as on 27 June 2013 the Association of British Insurers (ABI) announced that they and the government had agreed a Memorandum of Understanding on how to develop a not-for-profit flood fund: Flood Re. This fund is to ensure flood insurance remains widely available and affordable to homeowners who are at high risk of flooding.

The scheme comes into being from summer 2015 but there are some exclusions. The scheme will only be available for homes and will not extend to properties falling within Council Tax band H in England. Homes which are built after 1 January 2009 will also be excluded from the scheme.

Rachael says: "The fund will provide a way of offering people in a high flood risk area, who might otherwise struggle, affordable flood insurance at a set price. Where insurers cannot offer high flood risk households flood insurance below the Flood Re thresholds, they will pass the flood risk element of the household policy to the Flood Re pool, together with a premium equal to the relevant threshold."

Customers will not notice a difference as their household insurance policies will still be provided

by the one insurance company. If a customer makes a flood claim on the policy affected by the scheme, Flood Re would reimburse the insurer for the value of the flood damage claimed. Of course, if there was any other claim under the insurance policy, the insurer would deal with this in the usual way.

The premium to cover the flood risk element of the household policy will be capped, based on the Council Tax band. These capped premiums are transferred to the Flood Re fund by the insurer and will be used to help pay flood claims. Having capped premiums will help householders to have the certainty to know the cost of their flood insurance, and more importantly, to have comfort in knowing the risk is covered.

To fund the scheme, all home insurance policies will be subject to a levy which, on average, will work out to be around £10.50 per year.

Flood Re will only be available to households and will not be offered to commercial property. Commercial property owners and tenants must ensure that they are aware of the terms within their or their landlord's insurance policy in terms of flood risk.

Rachael adds: "Tenants will also need to bear in mind what the provisions of their lease say. Some landlords may specifically exclude flood risk from their insurance obligations, if the risk is difficult to obtain in the insurance market for the

property. Also, if you are leasing or purchasing a commercial building it is always advisable to have an environmental search carried out, and in some cases a specific flood search, to ascertain the level of risk associated with the property."



For further information, please contact Rachael Perry on **01472 262626**.

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Company Announces New Venture

A new name in quality seafood is about to make its debut on the Humber!

Bakkafrost, the largest farmed salmon company in the Faroe islands, acquired Grimsby-based Faroe Seafood UK Ltd at the beginning of the year, opening up an important door into the UK for Bakkafrost salmon products.

The process of assimilating the two businesses is continuing, but Bakkfrost is only moving in one direction – and that is towards growth.

Torkil Davidsen, head of UK operations at Grimsby-based Faroe Seafood, said: “We are looking forward to a successful future because we now have stability and a security of supply which was not there before.”

Faroe Seafood’s main products are whitefish and prawns, but it has been helping to sell some Bakkafrost products in the UK, so the two businesses know each other well.

From now on the product focus will be very much on frozen salmon portions (skinless, boneless and vacuum packed). It will also continue to sell fresh whole salmon and white fish.

Torkil said that the company’s UK base will remain in Grimsby, and is likely to receive new investment from Bakkafrost. Most of the fish from the Faroe Islands is brought into the Humber through the nearby port of Immingham.

“Grimsby will continue to be our main import, storage and distribution centre in Britain. The great strength of Grimsby is that it is a complete seafood hub. Everything is here, whether it is transportation, refrigeration, cold storage, food testing or the fish market. If I have a problem I can have someone along to fix it in just a few minutes,” he added.

Faroe Seafood has also re-joined the British Frozen Food Federation (BFFF). As the leading trade organisation representing the frozen market, Torkil said he was very much looking forward to working closely with the BFFF to develop mutually beneficial business links.



HullBID Fashion Week Launch 2012 with EYMS.
Photography courtesy of Paul Wilkinson.

Confidence In Local Firms Continues To Grow With Hull Fashion Week Decision

Hull Fashion week funders HullBID have given the local economy a big vote of confidence after choosing Hull-based marketing and events firm Sowden & Sowden to run this year’s Hull Fashion Week.

Sowdens are no strangers to Hull Fashion Week, having managed the event for four consecutive years 2009-2012, now they’re back and looking forward to building an inventive programme of events.

Hull Fashion Week, which this year runs between April 26 and May 3, sees the city centre’s high-street chains; independent boutiques, hairdressers, beauty parlours and more come together to exhibit their products across a week-long style extravaganza.

Sowden’s proven track record saw an increase in visitors to city shopping centres Princes Quay, St. Stephen’s and Prospect Centre by 20% with an impressive 5,000 people visiting Holy Trinity Church, which hosted 2012’s main event, an increase of 150% from the previous year. An extra 106,135 people visited the city centre in 2012, marking a 17.6% increase on the same week in 2011.

Hull Fashion Week, which happens annually, is one of the highlights in the city’s calendar, drawing big crowds in to the city centre. As Hull moves closer to assuming City of Culture status a greater emphasis is being placed on events such as these. The award of a two-year contract will

mean Sowdens are responsible for the successful delivery of the event in 2014 and 2015.

The company is also responsible for organising other high profile events. These include Hull Folk Festival and Yum! Food Festival as well as representing KC at Business Week and Gamze & Interactive at toy exhibitions across London, Nuremberg and Hong Kong.

Kathryn Shillito, city centre manager at Hull City Centre BID Ltd. said: “Fashion week is an important event for the city and one that is enjoyed by consumers, retailers and stakeholders.

“It can be a priceless tool for many retailers; not only does it provide them with a cost-free platform to sell their goods to a mass audience, but it also draws increased footfall to the city centre – which has a knock on effect on establishments that you wouldn’t necessarily associate with fashion, such as cafes and restaurants.

“Sowdens have a proven track record of delivering our events in both an innovative and cost-effective way.”

Corrina Hughes, who has recently assumed the position of events and marketing manager at Sowdens, said: “Fashion Week is known across the area and is a real feather in the city’s cap. With the City of Culture status in 2017 these sort of events are the perfect opportunity to show just how deeply ingrained culture is in the make-up of Hull.”

Chamber Members Get A Taste Of Life On The Factory Floor

Karro Food Group Ltd in Scunthorpe played host to the Chamber's North Lincolnshire Council meeting in January.

The firm's managing director, John Tynan, welcomed Members to the meeting at their factory on Normanby Enterprise Park, before giving a brief introduction to the plant and the work it does.

The meeting was attended by Cllr Neil Poole, Portfolio Holder Policy and Resources, and Mike Wedgewood, Director of Policy and Resources from North Lincolnshire Council, who came to consult with the Area Council on the authority's forthcoming budget proposals and cuts. They explained to the meeting some of the challenges the Council faces in balancing the books and how they are making the tendering process for firms wanting to win Council contracts more transparent and open.

Members were reminded of some of the Council's responsibilities, which include social care for children and adults, support for schools, public health and safety, highways, waste collection and disposal, school buses, trading standards and environmental health and business support services.

The Council also looks after the newly-refurbished

Baths Hall in Scunthorpe which hosted the Chamber's Northern Lincolnshire Business Awards, and the popular Normanby Hall estate.

The roll-out of broadband in Northern Lincolnshire and the importance of getting a predominantly rural area online was also discussed – which the meeting heard will also help the Council reduce its costs, as more people are able to interact with the local authority via the internet.

Members, including some former employees of the factory, then donned protective clothing, ear plugs and hair nets before enjoying a tour of Karro Foods production facility which employs 392 full-time staff and a further 77 agency workers.

The company became part of the Karro Food Group in 2013 in a management buyout. The plant has seen an investment of £3-million which was secured from the group to install new equipment to prepare pork products for the firm's wide customer base. This incorporates many of the major supermarket chains including Tesco, Sainsbury, Aldi, Morrison's, Red Tractor and Spar.

The group was fascinated to see cuts of pork being fed into one end of a machine, and neatly sliced



bacon appearing at the other. They watched as it was packed into plastic cartons, sealed, labelled and packed ready for delivery to the supermarkets.

The factory processes 622 tons of bacon products per week and Karro Foods is proud that none of its waste goes to landfill sites. Its green credentials are further boosted as the plant has created a paperless office environment in its production areas.

Chambers of Commerce Voted A Superbrand For Second Year Running

The Chamber of Commerce brand in the UK has again been officially named as a Business Superbrand in an influential annual survey which identifies the UK's strongest business-to-business brands.

Independently co-ordinated by The Centre for Brand Analysis, the annual Business Superbrands survey considers thousands of brands which are judged by an expert panel and over 2,000 individual business professionals from across the UK. The brands are assessed on three key criteria: quality, reliability and distinction.

David Hooper, External Affairs Manager at the Hull & Humber Chamber of Commerce, said: "It is fantastic that Chambers of Commerce have once again been recognised as a UK Superbrand, building on last year's success.

Our Accredited Chamber Network is trusted by over 100,000 businesses to deliver support and services at the highest level, to enable them to thrive in today's recovering economy. This prestigious award is testament to the hard work of Chambers of Commerce across the United Kingdom.

"The strength of our brand in the Humber region, as well as the rest of the UK, will help as the Hull & Humber Chamber and the rest of the network embarks on a new and ambitious programme. This will develop international trade and accredit a network

of overseas British Chambers and Business Groups in 41 high growth markets across the world, to provide key in-country support to UK businesses as they look to break into new markets.

"The Hull & Humber Chamber of Commerce is one of the most respected and successful in the UK. After our highly successful re-accreditation earlier this year by the British Chambers of Commerce, we are well-placed to continue supporting our Member businesses in international markets and growing the Humber economy".

Henderson's Local Team Reaches The £10M Milestone

The Hessle branch of Henderson Insurance Brokers is celebrating placing annual client premiums of more than £10m.

The independent broker, which specialises in looking after businesses, says it has reached its target largely through a strong record of client retention, offering bespoke services and winning business in all sectors, with the most significant growth being in logistics, construction and professional services.

The figure of £10m is a first for the Hessle office and was achieved during the current financial year, which ends this April.

The announcement follows news of strong performance across the group as a whole, with group turnover rising five per cent to £22.55m for the year ended 30 April 2013.

Director of the Hessle office Andrew Wakefield said that the business had seen steady growth over the last few years despite the economic downturn.

"When the current management team took control of the Hessle office seven years ago, we were placing around £2.2m in premiums. Since then our staff numbers have increased from six to 16, leading to a recent expansion which doubled the size of our office space."

Mr Wakefield said that clients were seeing the benefits of working with an independent local broker with national clout.



Joe Henderson, founder and chief executive of Henderson Insurance Brokers, said: "I'm naturally pleased that the Hessle branch has reached this milestone and would like to thank all the staff for

their hard work and dedication to customers."

"Their progress mirrors that of the group and we are very optimistic about the year ahead in which we expect to see substantial continued growth."

Do You Have Control of Your Print Costs?

There are many business who are not aware of the true cost of owning and running their print fleet. Even some sizeable organisations don't know exactly how many printers and consumables have redundancies and overlaps in their digital imaging devices due to ad hoc purchases and installations.

Printing and imaging can account for up to 3% of a company's revenue, yet there is a surprisingly low number of organisations that have an accurate understanding of what that cost actually means. Businesses could reduce document output costs by 10%-30% merely by 'rightsizing' the number of printers, faxes, copiers and scanners in use.

We speak to many businesses across the Hull and Humber region who share similar frustrations:

- Equipment unsuitable for the requirement/demand

- High cost consumables and maintenance
- Unrealistic copy charges
- Lack of account clarity/no true measure of print volumes
- Untrue representation of spend
- Let down on toner delivery

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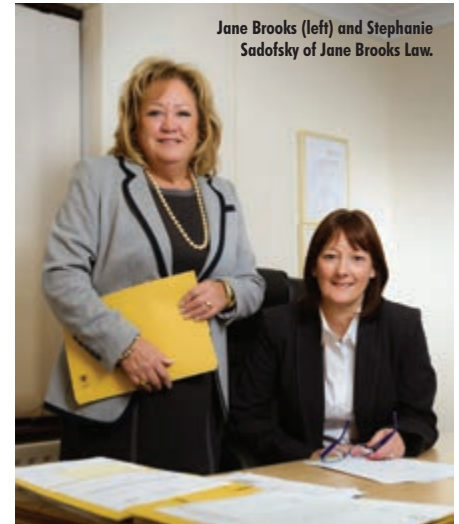
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Legal Experts Offer Support as Confidence Returns to Business



The Cottingham office property team.
From left Sophie Rogers, Neil Oakes
and Stephanie Sadofsky



Jane Brooks (left) and Stephanie
Sadofsky of Jane Brooks Law.

Commercial property and debt recovery have become two key areas for business clients as East Yorkshire-based Jane Brooks Law continues to expand.

The practice, which has offices in Hedon and Cottingham, is helping businesses avoid the pitfalls of pursuing growth as the economy edges towards recovery.

Jane Brooks Law also warns that an easing of the financial squeeze does not necessarily mean an end to the problems caused by unpaid bills and their impact on cash flow.

Stephanie Sadofsky, a Solicitor and Director of the practice who leads the development of its commercial and business services, said: "One of the effects of rising confidence in the economy is an increase in business activity, with more companies looking to relocate, expand, invest and seek investment.

"As a result we are busier, providing expert advice on such matters as commercial leases, business sales and acquisitions and new shareholder agreements, which is something we anticipated when we invested in expanding our services for business."

A major concern is that key points can be overlooked because of eagerness to conclude a deal as markets become more competitive.

Stephanie said: "It is important to make sure a lease says what you think it says and that parties are aware of their obligations. A key issue is security of tenure, which has to be specifically excluded if a landlord does not want to allow it.

"Another is the repair obligation, where problems

can be particularly prevalent in a market where buildings are coming back into use having been empty for a period of time."

The temptation to cut corners can also extend to the sale and acquisition of businesses: "We were instructed in the case of someone who leased premises without taking advice and opened as a fish and chip shop but decided to sell when things didn't work out.

"It was only when they put the business on the market that they realised they hadn't dealt with the formalities of registering the Lease when they took on the premises and they didn't even have planning permission for use of the premises as a fish and chip shop."

Where a business is expanding with investment from new shareholders, clarity of roles and responsibilities is vital: "A shareholder must know what they can and can't do and what level of agreement is required when it comes to making big decisions.

"What sort of voting entitlement do you hold from your percentage of the shares? A shareholder must ensure they are not just providing the money, and they are able to influence the direction of the business."

Penny Miller, who heads up the debt recovery service at Jane Brooks Law, warned: "Cash flow is the lifeblood of businesses and debtors will always be a thorn in their side. That's why I've been doing this sort of work for so long and that is why I put as much effort into recovering £200 as I do to recover £750,000".

The approaching summer months can leave businesses particularly vulnerable to bad debts

as staff holidays – and in some cases complete shut-downs – can tempt businesses to take their eye off the ball.

Penny advised: "There is a seasonal element to debt recovery and I expect to be very busy in September, helping businesses who have returned to full strength after the summer and discovered that the money has not been coming in.

"It was the same in February, with businesses counting the cost of the Christmas break, struggling to catch up with their accounts and chasing outstanding debts.

"Failure to recover money can be catastrophic whatever the size of a business. If we have to take legal action to help then we will, but we put a lot of effort into advising businesses on how to prevent customers from running up debts and that includes paying particular attention to finances during holiday periods."

13 St Augustine's Gate, Hedon HU12 8EU
Tel 01482 893366

First Floor, 2/4 George Street, Cottingham HU16 5QU

Tel 01482 848101

Stephanie Sadofsky: sjs@janebrookslaw.co.uk

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Cartridge World Pledges Support For Chimpy's LDS Cause

Chamber Members, Cartridge World Grimsby, have vowed to raise £500 to support a little Grimsby girl who is suffering from Loays-Dietz Syndrome (LDS), a very rare genetic disorder.

Isabella Smith – her parents Alexa and Ashley have nick-named her 'Chimpy' – is now five years-old. She's lived with the condition since birth for which, at present, there is no cure. According to medical experts, the main concern for children with LDS is the development of aneurysms of the arteries, such as the aorta. Without regular cardiac monitoring and surgical intervention this can be fatal.

Her story affected the team at Cartridge World Grimsby and they've decided to include it in Cartridge World's Community Pledge, a national campaign open to all the company's 140 UK high street stores. They were asked to nominate a local charity, community organisation or cause which is close to their heart and commit to support them throughout the year.

"There are so many worthy and deserving causes we could have supported," says store manager, Garry Winton. "However, because 'Chimpy's LDS Cause' is small and very local to us, we felt that our contribution would mean much more. We're hoping to raise our target sum through our 'Recycle-it' scheme. We're looking to leave as many 'Recycle-it' boxes as we can at local businesses and organisations across the area. We'll do regular collections and then donate 20p for every ink cartridge placed in it and 50p for every laser cartridge. We're hoping Chamber Members will help us by taking one of our 'Recycle-it' boxes."

For more information on how you can support Cartridge World Grimsby with their pledge visit the store on Hainton Avenue or call 01472 359100





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Employment Law Update - Change to Flexible Working Rights

As of 30 June 2014, any worker with over 26 weeks' continuous service with an employer will have a legal right to request flexible working. They could request a change to their hours, their working pattern, their shifts or even to work from home.

Currently that right is only open to those who are carers for children under the age of 17 or dependant relatives. Opening the right up to all employees is a substantial change for employers to be aware of. Any employee will now be able to request to work flexibly, with no reason necessary. The idea behind this, according to Employment Relations Minister, Jenny Willott is "to remove any cultural assumption that flexible working is only for women, or just parents and carers."

Many employers will already have policies governing flexible working applications and it is essential that they review these policies and amend these, to avoid falling foul of these forthcoming changes.

Howells Solicitors offer a health check service to review your existing policies and contracts to ensure their compliance with the ever-changing employment laws. We can also help you prepare your new policies and handbooks.

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Terry and Lorraine Horscraft of 'TH Global Logistics Ltd' are local 'World Options' Franchisees. Since starting their business in December 2013 they have seen a steady growth and have already helped many local businesses analyse their courier needs and provide them with personalised solutions that save them both time and money.

Q: Who are 'World Options' and what do they do?

A: World Options are a company based in Lancashire that started 10 years ago that had a single mission in mind, to make sending parcels anywhere in the world affordable to all organisations of all sizes.

Q: Tell us the secret to World Options success?

A: Our online Portal - "our customers love it" it's quick and easy to use, simply enter the details of your consignment to receive an instant quote. No more searching for delivery rates, sourcing vendors and comparing options, the World Options Portal will find you the best option for your courier needs. We do the legwork so you don't have to. So whether it's cost, security, speed or service you choose. Having made your choice the system allows you to book there and then. It will also create printable labels and commercial invoices ready to add to your parcels. The web booking process automatically schedules collections, how easy is that!

Q: Is everything just done online?

A: No, we strongly believe in customer service and like to sit down face to face if possible and analyse a customer's shipping needs. This allows us to customise our Portal for each and every business.

Q: What services do World Options offer?

A: Using our multi-carrier platform enables companies to choose either UK to UK deliveries, Import and Export services both economy and express for documents, parcels, pallets and freight services, all with carriers you know and trust. All shipments can be fully tracked online with full POD data available.

Q: Do I have to pay to use the Portal? - No

Q: Do I have to sign a contract? - No

Q: Is there a minimum shipping volume? - No

Q: Can I start today? -Yes



Start today by contacting: **Terry Horscraft**
Mob: 07922 950099 Office: 01652 618667
Email: terry.horscraft@worldoptions.co.uk



Mediademon Helps Small Businesses Succeed Online With New Scheme

Last month, Mediademon announced the launch of their Gateway to Digital Scheme to provide small retail businesses with the opportunity to start selling their products online without a large initial investment.

For consumers, buying online is quick, convenient and accessible 24/7. With busier lifestyles, longer working hours, and simply not having enough time in the day, you can see why consumers are turning to their PCs and tablets when they need to make that purchase.

With this growing trend of savvy online shoppers, it's no surprise that more and more small businesses are seeing the numerous opportunities that come with growing their business online and reaching a wider audience with their products through an ecommerce website.

For many business owners however, taking those first steps into the world of online retail can be costly with many shying away from the numerous benefits that growing their business online holds. Mediademon's Gateway to Digital Scheme aims to combat these barriers by not only helping businesses start their online journey, but to nurture and reward them as they grow.

To find out more visit <http://www.mediademon.com/gateway-to-digital-ecommerce-small-businesses/> or get in touch 01522 790600.

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Photographic Success

I was recently delighted to find out that a photograph I had entered into the RHS Photographer of the Year 2013 Competition had been awarded second place in the seasons category.

The photograph will also feature in the 2015 RHS Calendar that accompanies the competition. What made the news even more special for me is that the photograph was taken in my home-town of Barton-upon-Humber, rather than some exotic travel destination.

The photograph shows the Waters Edge Country Park in the grip of winter and was taken in January

2013. I always try to promote my local area when I can and I've worked with clients on both sides of the Humber to do just that. A photograph of mine showing the Humber Bridge in winter was commended in the Landscape Photographer of the Year 2012 and features in the book. I was also pleased to have a photograph of Twigmoor Woods near Scunthorpe chosen to go in the British Wildlife Photographer of the Year 2012 book.

More recently I've been working with VisitBritain in order to promote Hull after its victorious UK City of Culture 2017 bid. My plan is to spend more time photographing in and around the city in the lead-up

to 2017. However, I also enjoy working with many PR clients, including Impact PR (for Mercedes Benz UK). My work is also commissioned by many top national magazines such as Country Life. If you feel that my work would look nice in your literature or workplace (or home for that matter) or if you would like to discuss commissioning me, please feel free to get in touch and I will be delighted to help. Many thanks.

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All our drivers enjoy a high level of enjoyment in our work, which translates in to a high level of customer satisfaction. Our dedicated, friendly and fully qualified members of staff are what make Move It Hull Ltd able to offer a professional service.

RTI : HMRC Mean Business Now!

Real Time Information (RTI) was introduced by HMRC in April 2013 to streamline the PAYE reporting function and to make it easier for them to establish whether businesses were falling behind with their payments.

Most employers have got to grips with this now and HMRC has therefore announced that previously delayed implementation of penalties and interest will now be rolled out as follows:

- April 2014 : Businesses not paying their PAYE on time will be subject to interest during the tax year (currently interest is only charged on amounts outstanding on 19 April each year)
- October 2014 : Late RTI submissions will be subject to late filing penalties
- April 2015 : Businesses not paying their PAYE on time will be subject to penalties during the tax year

Therefore, any businesses that still aren't RTI compliant need to get their house in order quickly. Also, any that rely on paying PAYE late to fund their business will have to find proper sources

of funding as this approach is about to get very expensive.

To become RTI compliant you need to:

- a) Ensure your software is RTI compliant (manual records can no longer be used)
- b) Check all the necessary employee data is entered
- c) Report to HMRC every time employees are paid

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Hull Cleaning & Supplies Ltd is a local family run business. Established in 2010, our company is two fold, with a contract cleaning division that looks after regular contracts as well as one off cleans. We provide individuals or teams for regular office cleans as well as one off builder cleans. Our clientele range from small contracts whereby we provide just a few hours a week, to huge contracts with National companies like Morrison's supermarkets.

Our supplies division comprises of two large well stocked warehouses situated on Chamberlain Road in Hull. Orders are normally despatched the same day, but certainly within twenty four hours. We have regular orders to companies as far afield as Kent. We operate a free delivery service for account customers within the greater Hull areas.

Hull Cleaning & Supplies Ltd has enjoyed rapid growth over the past three years and has created good employment opportunities for local people and numerous posts in Scotland with Morrison's. At HCS we try to put something back into the local community and in doing so, we work closely with several local charities. One local charity we support is Doorsteps (a charity for homeless people). HCS has employed several people from this charity in the past, helping deserving people to get back on their feet and independent. We currently still have two lads in our team that came from Doorsteps but are now gainfully employed and in their own homes.

We are proud of our achievement thus far, but we have a long way to go. Our unique selling point is our total commitment to providing a first class service every time.

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Overseas Business Networks Initiative (OBNi)

Launched in late 2012 by the Prime Minister, the Overseas Business Networks initiative aims to transform the support available for British SMEs seeking to do business in high-growth, hard-to-access markets across the world.

It is a crucial part of the drive to double the UK's annual exports to £1 trillion and to increase the number of UK exporters by 100,000 by 2020.

The UK has great businesses. Yet our share of trade in high-growth markets is weaker than many of our key competitor countries. What's more, our competitors offer a wider range of business support to their exporters in high-growth markets than the UK. They do this through strong private sector business networks, primarily Chambers of Commerce.

The Overseas Business Networks initiative responds to this challenge, by strengthening the capability of the UK's own global business-to-business support network.

The initiative brings together overseas British Chambers and Business Groups in 41 markets worldwide – facilitated and led by a partnership of the British Chambers of Commerce, UK Trade and Investment, and the Foreign and Commonwealth Office.

In time, and with sustained investment from both the UK government and the private sector, this initiative will develop a strong and practical platform for UK exporting – focused directly on the needs of UK businesses seeking to succeed in markets across the globe.

Through the initiative, UK businesses will benefit from:

- Better practical information on business opportunities in new markets
- Services, support and advice on the ground in-market
- Office space in British Business Centres in some countries, and
- A global British business support network, operating at home and overseas

What Is The Overseas Business Networks Initiative?

- A new way to help British companies trade around the world
- A practical, business-to-business support system for UK exporters
- A partnership between the UK government and the private sector – led by BCC, UKTI and FCO, launched by the Prime Minister in November 2012 and then expanded by the Minister for Trade and Investment in 2013

Why Is It Being Created?

- To help the UK achieve a difficult challenge: increasing exports to 1trn and increasing

the number of UK exporters by 100,000 companies, a goal shared across the UK government and private sector

- To deliver the best possible services to small- and medium-sized businesses seeking help to enter new markets
- To share responsibility between government and the private sector, with more practical B2B support for companies, and more government support for major strategic opportunities

Where Are The Markets Where Businesses Can Get Support?

- Piloting underway in Overseas Chambers and Business Groups in 41 hard-to-access, high-growth markets
- **ASIA:** China, Taiwan, Vietnam, Malaysia, Hong Kong, Singapore, Thailand, Myanmar, Cambodia, Japan, India, Indonesia, South Korea, Philippines, Pakistan, Kazakhstan
- **MIDEAST:** UAE, Qatar, Kuwait, Saudi Arabia
- **EUROPE:** Poland, Czech Republic, Slovakia, Hungary, Slovenia, Romania, Russia, Turkey
- **AFRICA:** Nigeria, South Africa, Angola, Morocco, Algeria, Ghana, Mozambique, Kenya, Tanzania
- **LATIN AMERICA:** Colombia, Mexico, Brazil, Chile

How Does The Initiative Work?

- Provides practical advice and support to UK companies seeking to export into 41 growing markets across the globe – through the network of overseas British Chambers of Commerce and British Business Groups
- Develops a single, accredited provider of support for UK businesses in each overseas market – enabling businesses to feel confident seeking help and advice for their export drive
- Ensures support is available on the ground in-market, so that when British businesses arrive, they can count on help and advice (as their foreign competitors already do)
- Flags opportunities in overseas markets to UK companies, through the network of accredited Chambers of Commerce in the UK

For further information, contact Lorraine Holt, Regional Co-ordinator – Yorkshire & Humber. l.holt@hull-humber-chamber.co.uk



New Arrival Will Support AA Global's Expanding Public Sector Work

A Sponsor of the Chamber's International Trade Department has strengthened its presence in Hull with the arrival of a key member of its team.

Carol Jones has spent four years in the Worcester office of AA Global Language Services as the company's Public Sector Contracts Manager.

She has now relocated to the Hull office, bringing 20 years' experience of public sector procurement to support AA Global's clients in the area.

AA Global was launched in Worcester more than 25 years ago and opened an office at Global House, next to Hull Marina, early in 2012. Since then the company has cemented its position in the area's business community, supporting the Chamber and expanding its team following some significant contract successes.

Chief Executive Kirk Akdemir said Carol's arrival increases the workforce at Global House to six full-time members of staff, four of whom have joined in the last six months.

Kirk said: "We decided to relocate Carol as part of our commitment to clients in this area. In particular this will enhance the service we are providing to our public sector clients but Carol's experience is such that she will also be an asset to our work in the private sector."

Major public sector clients in the Hull area include East Riding of Yorkshire Council, the Hull City Health Care Partnership and the NHS Hull Clinical Commissioning Group.

Carol said: "I have already spent a considerable amount of time at Global House as we have worked hard to build our team and establish our services there.

"I am looking forward to working more closely with our clients in the area and to being based permanently at Hull Marina, which is a fantastic location."

North East Lincs Challenge – How Many Years Is It Since You Rode A Bike?

'Just ride a bike for 10 minutes, you will be surprised how much you enjoy it' – that's essentially what the North East Lincs Cycle Challenge is all about. The idea (which has proved so successful) is that the participants' enjoyment will lead to more regular cycling by everyone, including some making the transition to cycling for transport purposes.

Challenge for Change originated in New Zealand and has inspired over 100,000 people worldwide to participate in their events. Last year 25 Challenges took place throughout the United Kingdom including the first NE Lincs Challenge. The NE Lincs 2013 Challenge invited businesses and individuals to sign up to take part in a fun, free competition to encourage more people to ride bikes. Thanks to some fantastic weather and some great events 946 people and 46 organisations participated, with over 300 cyclists who hadn't ridden before. Janine Walker and her team from Cycle Lincs provided excellent support at the 10 Try-a-Bike and Dr Bike events both at local companies like Icelandic Seachill and Youngs Seafood, and at public venues. The tandems proved particularly popular as many people hadn't had the opportunity to ride one before.

This year the Challenge promises to be even bigger and better and is being held over a three week

period from 9 - 29th of June, with great prizes to be won. The team competition is based on the percentage of staff who participate and there are six different size categories based on the number of staff in your organisation. The Challenge is an excellent team building activity and you can do your 10 minute ride at any time or place during the three weeks (even on holiday!). Each team is asked to appoint a Challenge Champion whose role is to encourage as many staff as possible to participate. The event is all about encouraging people simply to hop on a bike so that they can experience the benefits of riding first hand.

There will be a range of events you can get involved in, including a finale in Peoples Park, Grimsby on Sunday 29th with a great variety of fun bikes for all the family, including the seven person Megabike. To sign up please go to www.lovetoride.net/nelincs. The event is open to anyone aged 16 years or above who lives or works in NE Lincs, and any NE Lincs workplace can enter the team competition.

Remember it's a Fun and Free competition for all to enjoy so get involved!

If you would like more details please contact Nick Fairfax – Challenge Manager on 07890 493566 or e-mail nick@challengeforchange.com



Chamber Welcomes Towergate Insurance as New Patrons

Corporate Client Director, Steve Eastood, was presented with a Patron's Plaque during the AGM networking lunch at The KC Stadium on Friday 7 May 2014.

The specialist insurance firm is the latest to become a Patron and Steve was presented with his plaque to mark the occasion by Tim Durkin, the new Chamber President.





Paragon Data Service Iain Bland, Glenn Davis, Directors
at Paragon Data Services with some of the PDS team

PDS Moves to New, Bigger HQ in Hull

Due to significant growth following a number of large contract wins, expert network and data cabling company Paragon Data Services (PDS) has moved its offices and warehouse facility to a new and much bigger site in Hull.

PDS, which employs 30 people and has been based in offices on Geneva Way for the last five years, has moved to new premises on the city's Stoneferry Road. The £30,000 invested in the move to the new 4,500sq ft. site gives the company scope to expand further following its best ever trading year in 2013.

Iain Bland, Managing Director at PDS, said: "We looked at a number of premises in Hull and felt the Stoneferry location met all our requirements - it certainly gives us a solid platform to operate from. Last year was our best ever year with some fantastic work delivered, new people joining and a vast array of very impressive contract wins not only in Hull but nationally. Our plan is to double

turnover in the next two years, so moving to much bigger and better suited premises was essential.

The office move follows PDS's recent procurement of new information technology systems. The company has invested heavily in KC's superfast broadband Lightstream, having secured contracts on multi-million pound healthcare and education capital investment schemes and completed some prestigious contracts nationally.

In 2013, PDS opened two new offices in the south of England with bases in Newbury and London. Additionally last year, the company celebrated its 15th anniversary.

Iain, who was named as Young Businessman of

the Year in 2010 and featured in the Yorkshire Insider's 'Ones to Watch' in 2013, said: "Having been in business for 15 years, we are in a position to take time and reflect on where we came from and where we are heading. One of our biggest opportunities is to continue to drive forward by delivering a service that meets the needs of our growing customer base.

"Our success is not only thanks to the great team of people we employ, but also our customers for helping us reach this important milestone in our company's history.

"On behalf of PDS, I would like to thank them all for their fantastic support."

Bridal Oasis Named Overall Winner At Goole & Howdenshire Business Excellence Awards

Goole's Bridal Oasis was named the overall winner at this year's Chamber Goole & Howdenshire Business Excellence Awards.



The award winners celebrate their success on the stage at the end of the evening

Described as one of Yorkshire's best kept secrets, proprietor Sharon Inman's secret is now well and truly out as her company also won the Retail Business of the Year Award, with her successful bridal wear firm now attracting customers from across the North of England.

An inaugural Lifetime Achievement Award went to Tim Richardson, the Chairman of Jos. Richardson & Son Ltd. The respected and popular businessman



Tim Richardson (centre) received the inaugural Lifetime Achievement Award and is pictured with Chamber President Malcolm Joslin (left) and the Mayor of Goole, Coun Craig Taylor.

was welcomed to the stage with a standing ovation and enthusiastic applause to receive his award from Chamber President Malcolm Joslin.

Held at the Goole Academy Conference Centre, the chairman of the Awards Committee, Garrey Haase, welcomed guests who were entertained by singing waiters and after dinner speaker 'The Man From the Coal Board' Brian Newbold and Harry Gratton MBE compered the evening.

ALL THE AWARD WINNERS:

Small Business of the Year

The Lowther Hotel

Large Business of the Year

Wandahome (South Cave) Ltd

New Business of the Year

Park Lodge Shooting School

Retail Business of the Year

Bridal Oasis

Manufacturing Business of the Year

Hawk Furniture Ltd

Innovative Business of the Year

Young's Dental Practice

Learning and Development

The Skills Network Ltd

Service Sector Business of the Year

PD Ports

Customer Service Excellence

Cobus Ltd

Marketing Excellence

Drewton's Ltd

Charity of the Year

Oakwood Dog Rescue

Employee of the Year

Leanne Hall, Holmefield Veterinary Clinic Ltd

Overall Business of the Year

Bridal Oasis

Lifetime Achievement Award

Tim Richardson

Pictures: www.rebeccaianphotography.co.uk

First Networking Event Of The Year



The first Chamber networking event of 2014 saw the best turn out at a south bank Members' lunch since the recession began. Cause for tentative celebration? There certainly was cause for celebration on the day with lots of new Members and some good networking taking place at both the

speed networking and lunch events. Amanda Austin, Chair of Chamber in North East Lincolnshire hosted and Elizaan Mowbray, new General Manager at the Humber Royal Hotel, provided a courtesy drinks reception and a very nice lunch. Members also had the pleasure of hearing from Mark Bletcher from Sponsors Coolglass.

Mark commented: "Coolglass specialises in dealing with issues associated with existing glazing and the environment behind glass, such as solar heat gain, which causes the overheating of rooms, and reducing annoying glare that can make it difficult to read computer screens, causing eye strain and creating headaches. We can reduce the sun's damage to furnishings or window displays by blocking 99% of all harmful UV radiation also protecting your family, pets or staff from potential skin damage or cancers. The increased privacy also allows you to see out clearly without you or

your possessions and expensive equipment being seen. Our winter heat retaining products makes existing glass more thermally efficient at a fraction of the price of new glazing and reduces landfill by extending the life of your existing windows. We can increase glass safety and security by adding an invisible protective layer which increases glass break strength making it more difficult to break. Should it break it holds shattered glass in place preventing injury or glass contamination.

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Chamber Expo 2014 – Book Your Stand!

The annual Chamber Expo will soon be upon us! The Expo is the largest business event in the Humber region each year. It is a huge networking event, with over a thousand business people in attendance.

The Expo will again be held in the Sports Arena in Walton Street Hull, adjacent to the KC Stadium, on Tuesday 3rd and Wednesday 4th of June. One hundred stands are available for hire in two sizes – 3m x 2m and 4m x 2m. Having a stand enables exhibitors to showcase their products and services

and provides a focus for quality networking with visitors and fellow stand-holders.

There will be three Speed Networking sessions held in the Sports Arena during the Expo and a Network Lunch over at the KC Stadium – all as part of Chamber Expo 2014.

To book your stand please contact Bruce Massie at the Hull Office on 01482 324976 or at b.massie@hull-humber-chamber.co.uk



Chamber Elects New President And Davis Backs Humber Business Prospects In or Out Of Europe

The Hull & Humber Chamber of Commerce welcomed Tim Durkin as its 177th President. Mr Durkin is a Senior Partner of Myer Wolff Solicitors, Hull, is also a Director of the Hull Incorporated Law Society and a former Chairman of the national charity MIND. He takes over the presidency from BP Chemicals' communications manager Dr Malcolm Joslin.

The Chamber's new Vice President is Simon Clarke, a senior Business Director at Young's Seafoods Ltd, in Grimsby.

Commenting on his new role at the Chamber, Mr Durkin said: "My theme for the year is to put the emphasis on the word 'Humber' as it's really important that all the businesses realise the Chamber's services cover the whole area and our views are aimed at reflecting the key business interests on both banks of the river".

The Rt Hon David Davis MP, the guest speaker at the Chamber's AGM lunch, was keen to highlight that, in or out of Europe after a 2017 referendum, the Humber business community's growth prospects were strong going forward.

While he re-iterated his own reservations to land-based wind turbines, he also indicated a positive commitment to offshore wind and that Siemens' whilst "playing hard ball with Whitehall" in their negotiations, would come to the city. This prediction was proved correct within days.

Mr Davis also joined the Chamber in opposing the latest Brussels directive on European port regulations which would damage the competitiveness of both the Humber and UK ports in general. The Member of Parliament for Howden and Haltemprice similarly talked optimistically of a positive decision soon from Government on rail electrification to Hull following the cross-Party, all stakeholder delegation which went to London to lobby the Secretary of State for Transport recently. This development was also announced a few days later.

Chamber Bridlington & Yorkshire Coast Business Awards 2014 - Entries Invited

Entries are now invited from all businesses to win an award in this year's prestigious Chamber Bridlington & Yorkshire Coast Business Awards in 10 different categories, that incorporate nine different business categories plus a Business person of the Year category.

You are also able to nominate companies that have impressed you, either as an employee or as a customer/client.

Entry is free and easy to complete by visiting the event website at www.cbcbca.co.uk and clicking on the 'Enter Now' button on the Home page. Simply complete the online form by following the instructions. Once your entry has been received, a confirmation of receipt message will be sent to you. Your company will then be listed as 'Entered' on the 'Entries' page, and to promote you, your company name will be hyperlinked through to your website if you provide a website address on your entry.

For information on the various categories and the entry criteria for each, please visit the 'Categories' page on the website.

The 10 categories are:

- Best Small Business - Sponsored by Humberside Airport in partnership with KLM Royal Dutch Airlines
- Best Medium / Large Business - Sponsored by Pinkney Grunwells Lawyers
- Best Start Up Business - Sponsored by Yarrows Aggregates
- Best Retail Business - Sponsored by Infiniti Centre Hull

- Best Fisheries Business - Sponsored by Holderness Coast FLAG
- Best Social Enterprise - Sponsored by Devine Law Solicitors
- Best Training Business - Sponsored by East Riding College
- Business Person of the Year - Sponsored by Safewood (UK) Ltd t/a CB Solutions
- Best 'Green' Business - Sponsored by Muntons plc
- Best Tourism & Hospitality Business - Sponsored by Wold Top Brewery

All finalists will receive an award plus two complimentary tickets to attend the event on 10th October 2014 in the Royal Hall, The Spa, Bridlington. There will also be two further awards:

- Judges Award for Business Innovation - Sponsored by Williamsons Solicitors

All finalists are automatically entered into this category:

- The Overall Business of the Year - Sponsored by Lloyd Dowson Chartered Accountants

Chosen from the nine winners of the various categories highlighted above.

The catchment area reflects the boundaries of the three local authority areas of Hull City, East Riding of Yorkshire and Scarborough Borough. The closing date for entries is 31st August 2014.

If you have any queries about the process, please contact Geof Humphrey at nesl@btconnect.com or telephone **07528 522592**. Good luck.



Huge Boost For Hull and Humber as Siemens Says #HullYes

The decision by Siemens to invest £160 million (EUR190m) in wind turbine production and installation facilities in Hull and East Yorkshire is a momentous one for the region.

The revised plan will be spread across two sites comprising the previously announced Green Port Hull project construction, assembly and service facility and a new rotor blade manufacturing facility in nearby Paull, in the East Riding.

The £160 million being invested by Siemens across the two locations is boosted by a further £150 million investment by its partner Associated British Ports (ABP) in the Green Port Hull development - providing a huge boost to the UK's offshore wind industry and the Humber region.

The combined investments of £310 million will create up to 1,000 jobs directly, with additional jobs during construction and indirectly in the supply chain.

This scale of the investment constitutes the

development of a new industrial sector which will benefit Hull in terms of employment and will also benefit the UK as a whole in terms of contributing to the country's energy supply and security.

Matthew Chinn, Siemens' Managing Director of Energy UK & Ireland, said: "Siemens is a leader in offshore wind and the investment demonstrates our ongoing commitment to UK manufacturing and confidence in the industry. The development of local manufacturing will provide a huge boost to the UK renewables industry and will help unlock other major projects and investments."

James Cooper, ABP Chief Executive added: "The announcement by Siemens underlines the critical role the Humber region plays in servicing the UK's energy needs, both today and in the future."

The much anticipated investment is a landmark moment for the UK offshore wind industry. It is the first manufacturing plant of its kind for Siemens' next generation blade technology - each rotor blade is 75 metres long and when rotating covers an area the size of two and a half football pitches.

Siemens' decision to construct a production facility for offshore wind turbines in England is part of their global strategy: they invest in markets with reliable conditions that can ensure that factories can work to capacity. The British energy policy creates a favourable framework for the expansion of offshore wind energy. In particular, it recognises the potential of offshore wind energy within the overall portfolio of energy production.

The offshore wind market in Great Britain has high

growth rates, with an even greater potential for the future. Wind power capacity has doubled within two years, to roughly 10 gigawatts. By 2020, a capacity of 14 gigawatts is to be installed at sea alone, to combine the country's environmental objectives with secure power supply. Projects for just over 40 gigawatts are currently in the long-term planning.

The rise of the energy estuary

Green Port Hull is certainly a landmark moment for the Humber region - as well as being a crucial milestone in the delivery of Hull's City Plan. Siemens have acknowledged the role that Hull City Council and its partners played in bringing the development to the region, with Matthew Chinn hailing those working behind the scenes as Hull's 'dream team'.

Led by Hull City Council's Head of Economic Development and Regeneration, Mark Jones, the team has worked tirelessly to ensure the city is ready to seize the opportunities that have been coming its way since January 2011, when Siemens and ABP named Hull's Alexandra Dock as their preferred location for a wind turbine production facility.

Mark Jones, said: "With the aim of making Hull City Council the single point of contact for investors, we have led a multi-disciplinary project team dedicated to Green Port Hull involving all areas of the Council and partner organisations.

"Our officers have assisted with planning matters, ensured companies in the supply chain can locate to the area with ease and secured funding to pay for apprenticeship and training schemes so local people can take advantage of new jobs in the renewables sector.

"The Siemens investment has the potential to be the single biggest influence on Hull's economy for generations."

Vital to this success is the close partnership working Hull has maintained with East Riding of Yorkshire Council throughout. Collaboratively, they have secured millions of pounds of government funding and, importantly, gained recognition for Hull and the Humber from central Government.

Leader of Hull City Council, Councillor Stephen Brady, added: "This is a huge milestone in our shared development aspirations for Hull and a great step forward towards one of the major projects in our City Plan, which aims to deliver substantial inward investment and create several thousand new jobs in the city over the next 10 years.

"The project is very complex and it has taken a great amount of time and effort by many parties to get to this stage. The team at Hull City Council have played a major role, working with Siemens and ABP to make the development a reality and confirming Hull as the cornerstone in establishing the Humber as the UK's Energy Estuary."

Making it happen

Siemens and ABP will be submitting planning applications to Hull City Council and East Riding Council over the next few months for revisions to



the existing proposed scheme at Alexandra Dock and for land in Paull in East Riding for the wind turbine blade factory.

It is scheduled to take up operations at the beginning of 2016, with commencement of rotor production scheduled for the summer of 2016. Full capacity of the factory is to be reached starting in mid-2017. These investments will support Great Britain in its endeavours to pursue its environmental objectives and to satisfy one fourth of its electricity needs from renewable energy sources by 2020.

Hull City Council Chief Executive, Darryl Stephenson, said: "The hard work on delivery really starts now, so we are very much looking forward to working with all of our partners to ensure we clear the remaining hurdles so that Hull, and the Humber, can reap the benefits that these hugely important developments will bring."

Green Port Hull is a landmark moment for the Humber region, promising regeneration and the creation of many hundreds of new jobs and new skills.

Siemens manufacturing plans will help create around 1,000 jobs - 550 at the blade factory and 450 at Green Port Hull.

Councillor Steven Bayes, Portfolio Holder with responsibility for Green Port Hull, said: "This is a welcome boost to the economy combined with the UK City of Culture 2017, which alone should deliver a £60m boost to the local economy. Together with the plans to electrify the rail connections to the City, we have the opportunities to transform the economy of Hull to the benefit of all of our residents.

"Hull is well and truly on the map now and for all the right reasons."

Energy Law Specialists: Perfectly Placed to Offer Expert Insight

With Siemens' recent announcement confirming the Hull and Humber region's position as the UK's renewable energy hub, Andrew Oliver, partner and head of renewables at Hull, York and Grimsby-based solicitors Andrew Jackson, says that the volume of work centred on renewals continues to grow: - "The need for advice in the renewables sector is evident in all commercial departments at each of our offices.

"Whilst in recent years the focus in the Humber has been offshore renewables, it is clear that other forms of renewable energy and low carbon technologies are leading to an increasing demand for legal services.

"Whilst still heavily involved in the offshore market, in the last year we have advised on biomass handling, waste to energy, solar energy and tidal power. Biofuels has also been another growth area for the firm.

"Since opening for business in York in December 2013, we have seen more agri-renewable instructions, as well as increasing demand for renewable intellectual property advice.

"We are delighted that our expertise in the field of renewables continues to be recognised by the Legal 500, particularly as the guide is compiled on the basis of client feedback and peer review."

Commitment To People The Key For Growing Company

Scott McMillan
Managing Director
CLS Offshore

Ask Scott McMillan what makes CLS Offshore special and he says immediately 'people'.

It is a response that goes back to his early days as an Apprentice, an experience which he says laid the foundations for his career and one which he wishes more companies would embrace.

Scott, who became Managing Director of CLS in 2011, began his working life as an Apprentice Offshore Engineer, starting out as a Plater/Welder with Tumeric, and completing his degree in Business Information Systems.

During his Apprenticeship, he learned about many aspects of the business, everything from welding to drawing office systems and tendering processes.

He took that grounding with him as he subsequently went on to work for some of the industry's biggest names, including spells offshore and specialising in areas such as IT Infrastructure and drawing office systems.

Scott remains committed to the idea of bringing through the next generation of skilled employees to ensure that the sector has the momentum it requires.

He said: "Being an Apprentice gave me a very wide foundation in all aspects of the business right from my early years and I developed that in the jobs that followed.

"My grounding came not just in experience but also through courses. That means that as a Managing Director I can talk to just about anyone and have an understanding of the challenges that they face and can be sympathetic to helping bring about solutions to get the right result.

"I know that one of the challenges facing the sector is resources - at CLS resources is a major challenge because we work in so many market places. I do wish that more companies would invest in Apprentices.

"I think we need to get more investment and momentum into the sector but it has to go back to the grassroots and bring through the young people.

"We have Apprentices and trainees. Being an Apprentice gave me a good understanding of the industry from an early age and we are replicating that approach at CLS."

CLS is an award-winning solution provider of engineering, project management, fabrication, E&I, and personnel services to the Oil, Gas, Marine and Renewable Energy Industries, operating from extensive UK quayside facilities with direct access to the North Sea.

Working across the world, CLS supports installation, maintenance, construction, commissioning, modification and decommissioning of Onshore and Offshore client assets.

When Scott joined as Project Manager in March 2011, stepping up to become Managing Director and Shareholder later the same year, he brought with him experience including as General Manager with Shaw Pipeline Services UK and Operations Manager with AKD Engineering.

Now with 30 years of expertise across the international energy engineering sector, he is presiding over the rapid growth of CLS.

He said: "I do not think that anyone in the market place could have predicted our growth two and a half years ago.

"Over the next year, we are looking at bringing in more new clients and the future looks strong for us.

"Our target for the next five years is to be a Tier 1 supplier for many companies, offering them not

just services but solutions, right through to sign off of their projects. We want to be able to deliver whole programmes for them, offering good value in doing so.

"What has allowed us to survive in tough times and look to future growth is that we have set out to make our products sellable.

"The people on board have the desire and drive and the understanding of the business to make sure that we operate as efficiently as possible.

"Also important is the self belief of the team and the willingness of the board to invest where necessary.

"Add those things together and you have a company that has been able to meet all its challenges.

"We work across many market places, from Oil and Gas to renewables, marine and nuclear, and the key to success is being able to ensure that you have the right skill set. You have to be flexible and ensure that you can transfer the skills from project to project.

"Our USP is our people. It is always about people. Once you have the right people in place and allow them to develop their ideas then everything else drops into place. Our USP is the way that they can work in many sectors."





"I do not think that anyone in the market place could have predicted our growth two and a half years ago. Over the next year, we are looking at bringing in more new clients and the future looks strong for us."



Providing a total solution to the oil, gas, marine and renewable energy industries



CLS Offshore is an award winning total solution provider of Engineering, Project Management, Fabrication, E&I, and Personnel Services, to the Oil, Gas, Marine and Renewable Energy Industries, from its extensive UK quayside facilities with direct access to the North Sea.

Globally, CLS supports Installation, Maintenance, Construction, Commissioning, Modification and Decommissioning of Onshore and Offshore client assets, and is accredited to ISO 9001 / 18001 / 14001 and PED Module D.



Transwaste UK Fastest Growing Waste And Resource Management Company

In 2002 Transwaste Recycling and Aggregates Ltd started trading from Hessle Dock, Livingston Road which is just to the west of Hull near the Humber Bridge. In May 2003 the company was granted a licence by the Environment Agency to start separating, treating, recycling and storing waste. In February 2008 the company moved to its present home on Gibson Lane at Melton. The site was a purpose built waste transfer station and over 300,000 tonnes of waste is now handled through the facility.

Transwaste operating hours are 6am-6pm for all skip delivery, exchanges or collections - the most popular skip being the 8-yard skip, a favourite of the construction world. Once collected, skips are emptied into their waste transfer station at their 20-acre site in Melton.

Here waste is sorted and treated for recycling so reducing the need for landfill and being kind to the environment. Transwaste's current recycle rate of 96% is the highest in East Yorkshire.

Stuart Wells, Director says: "We handle about 350,000 tonnes of waste a year and as the

technology available to us evolves we will be aiming to achieve 100% recycling rate."

Transwaste create refuse-derived fuel (RFD) from fractions of the waste stream with a high energy content; typically paper, plastics, textiles and wood etc. Much of this RFD is exported and a newly completed baling shed was purpose-built to help bale the fuel for export.

Edward Woollen, Transwaste says: "Our next venture will be the construction of our own waste to energy plant which will be fed by the SRF to produce electricity that will feed into the National Grid.

"Looking to the future, we will aim to keep apace with the ever-changing legislation and use recycling innovations to make us better at what we do," says Edward.

Transwaste has three directors which are backed up by an excellent management team in accounts, sales and marketing, health and safety, production, maintenance and transport.

Boasting the three ISO awards 9001, 14001 and 18001 Transwaste are capable of supplying



a wide range of waste management services to suit everything. The company has an impressive customer portfolio which ranges from Local Authorities, Government Organisation, many different local trades and industries, as well as the general public.

For more information contact Transwaste on 01482 333650

enquiries@transwasteltd.co.uk
www.transwasteltd.com



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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

www.heta.co.uk



Associated British Ports (ABP) – At The Forefront Of Renewable Energy On The Humber

ABP is celebrating a recent surge in growth across its Humber ports – Grimsby, Immingham, Hull and Goole. The key to delivering this has been ABP's continuing commitment to innovation and its ability to respond within a changing market. For example, in the last decade the Port of Immingham alone has seen £250 million of investment which has been crucial in supporting the 23,000 jobs which ABP create in the Humber region.

ABP's Humber Ports play a vital role in the UK's energy supply and contribute £1.56 billion to the local economy every year. Recently there has been a shift towards renewable energy and ABP Humber is again leading the way.

Over £100 million investment in first phase of biomass terminal developments

ABP is investing over £100 million in facilities designed to handle sustainably sourced biomass as part of a Humber-wide agreement with Drax Power Ltd. The Port of Immingham will soon see the opening of the Immingham Renewable Fuels Terminal (IRFT). Over 700 contractors have been employed in the construction phase and an additional 75 people will be required to run the facility. When complete, the IRFT will supply Drax with over three million tonnes of biomass per year. It

is expected that Immingham will be at the forefront of biomass handling with additional phases of IRFT expected to be developed in the near future.

£20 million has been invested in a rail load-out facility at the Port of Hull capable of handling one million tonnes of biomass. This facility will create up to 40 jobs and has recently been named the Best Renewables Project at the Humber Renewables Awards.

The Port of Goole, located only seven miles from Drax power station, has also seen almost £500,000 of investment in dedicated warehousing for renewable cargoes.

Offshore wind opportunities – Siemens commits to Hull

It's now widely known that Siemens has chosen the Port of Hull to develop a new offshore wind turbine assembly and export terminal. This £300 million development, which includes an investment of £150 million from ABP itself, will include a facility for the assembly of wind turbine equipment, component storage areas and offices, as well as a new 600m riverside berth, which will handle the wind turbine components.

This massive investment also includes a rotor blade manufacturing facility on land one mile north of the village of Paull. The Siemens facilities will

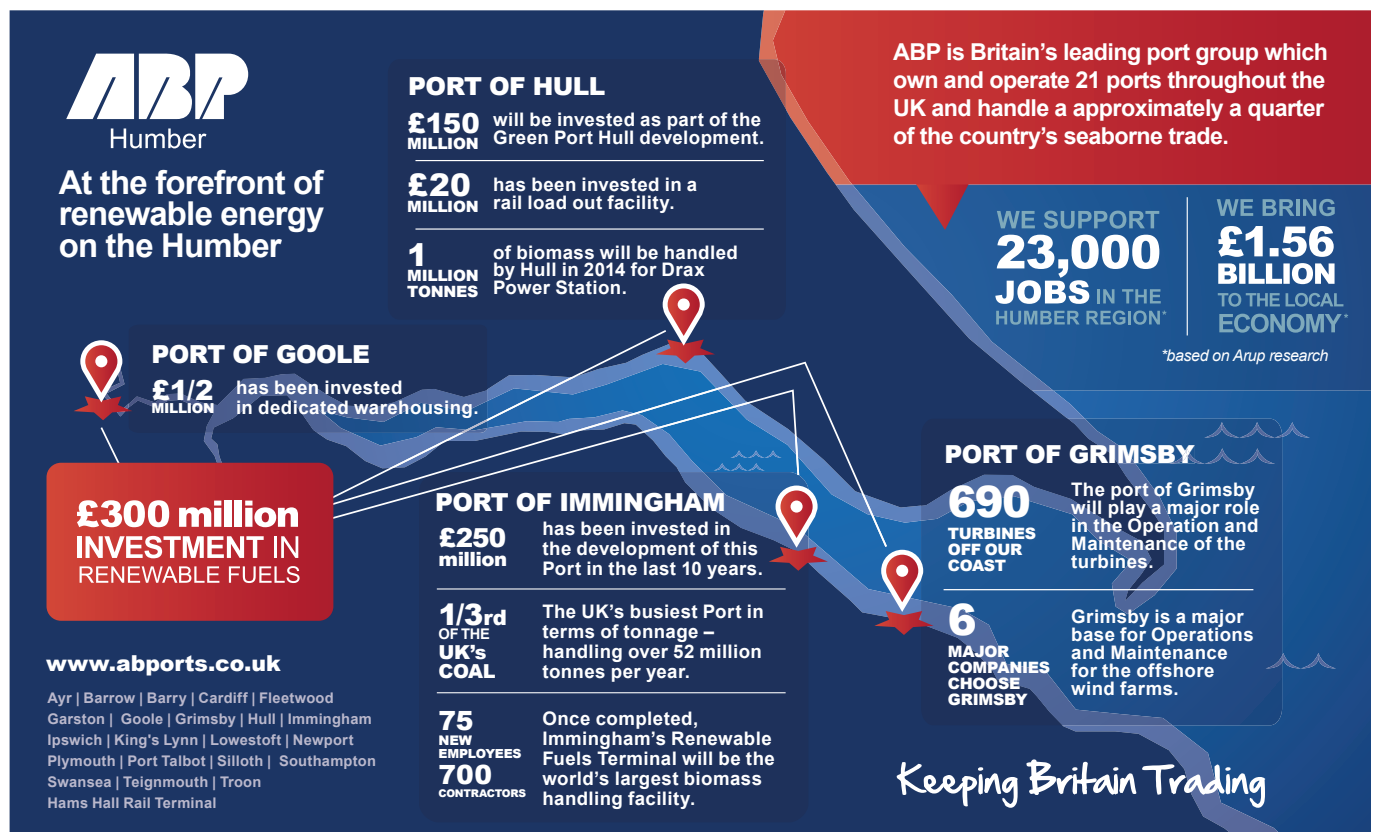
create over 1,000 jobs and more will be generated by supply-chain industries.

Located five nautical miles from the North Sea, the Port of Grimsby is perfectly positioned for windfarm Operations and Maintenance (O&M) activities. By 2018 there are likely to be 690 turbines off the East Coast of England close to the Humber Estuary. Six companies including DONG Energy, Centrica and E.On have already chosen Grimsby as their base for their O&M activities, with more expected to follow.

The developments in the Port of Grimsby are already having a knock-on effect by sparking a green revival in the town and acting as a springboard for further investment with local businesses and suppliers reaping the benefits.

ABP's proposed Immingham Western Deepwater Jetty will create a new riverside terminal vital in servicing the changing needs of the UK's energy supply industry in the future.

As the UK's busiest port complex the Humber keeps Britain trading. This creates jobs and prosperity to the whole region and it is vital we continue to building on the existing position as a key gateway for meeting the UK's energy needs today and in the future.



Free Support Helping Companies Cut Costs and Carbon

Small to medium sized enterprises in the Humber, West and North Yorkshire can access FREE expert advice from a new £5 million business advisory service part funded by the European Regional Development Fund.

The Green Renewable Environment and Associated Technologies (GREAT) project provides eligible companies with up to 40 hours of FREE support in areas including waste reduction, energy savings, resource utilisation, biomass feedstocks, industrial symbiosis and renewable energy technologies.

HCF Ltd are partnering the Grimsby Institute to deliver the GREAT project and have already held free workshops on carbon footprinting and the Renewable Heat Incentive.

To illustrate the benefits that can be achieved, the CATCH industrial training facility in Stallingborough underwent a carbon footprinting audit carried out by GREAT project adviser Dr. David Calvert: "Carbon footprinting can appear complex, time consuming and difficult to implement but our pragmatic approach can lead to significant business benefits.



"The analysis revealed that energy costs, and in particular high overnight usage, were the areas where the highest carbon and cost savings were likely to be made."

As a result, CATCH has been able to take steps significantly to reduce its energy usage and bills. Neil Mann, Site Operations Manager: "As a result of the carbon footprinting audit we have installed a new control system on the radiators in our

engineering workshops that significantly reduces gas usage on the site. We are also introducing LED lighting and looking at the possibility of generating renewable heat on site."

For more information on how you can access the support available contact Katie Hedges on **01469 552 840** or email katie.hedges@hcfcatch.co.uk

If your lawyer isn't a specialist in your sector, we will have someone local who is.

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Haven't Communities A Part To Play In Transforming The Region?

Ok, there are big organisations representing the region but they can't do everything to improve the fortunes of the area. They can do the big things, the infrastructure for example, but even local councillors or community representatives need support from the people they represent.

Recognising the work of local residents, volunteers, and third sector organisations has always been important but supporting them to deliver on the green agenda is surely as effective as the big stuff.

One such venture in the east of Hull is beginning to add to the mix of investment to transform the area.

Green Prosperity is a Big Lottery funded project based at Preston Road Village Centre and led by Environmental & Management Solutions (EMS) Ltd, who recently won the Engaging the Community category at the Humber Renewable Awards 2014, and who are working in partnership with Probe (Hull) Ltd and Preston Road Neighbourhood Development Co. Ltd. In little over a year the company has laid a foundation for creating healthy, vibrant communities around the city.

At the core of this work, and building on previous regeneration, are the efforts to get the very best out of the skills that lay dormant in the communities. Growing produce to supplement the family diet, improving the visual climate, monitoring domestic energy use to reduce fuel poverty, creating employment opportunities and developing a caring community are all on the increase.

The urban Village Centre, together with The Freedom Centre, is an emerging hub, attracting other organisations such as the Federation of Small Businesses and the UK Polish professionals, building both a real and virtual meeting point to generate and disseminate exciting new ideas and increase capacity.

In an era when the internet shapes communication, retail and learning, it is becoming the place for businesses to promote themselves directly to the local residents and a place to make an unexpected new contact. It is a new concept of village life where business and community can reach out and connect.

From one-on-one chats over coffee, to the Enterprise market, to major conferences, such as the recent Northern Gateways forum endorsed by Lords Prescott and Heseltine, there are opportunities aplenty to transform perceptions and build triple bottom line sustainability.

There is always room for more. Join us.



Jan Boyd, Chief Executive & Annabel Tweek, Vice Chair EMS Ltd

For more information www.freedomcentre.info
email freedom.centre@freedomcentre or call
01482 710100

For more information www.emsyorkshire.co.uk
email info@emsyorkshire.co.uk or call
01482 700810

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The Green Renewable Environment and Associated Technologies (GREAT) Project is here to help your business reap the benefits of the emerging 'Energy Estuary'.

If your business is classed as a Small-to-Medium Enterprise (SME), the GREAT Project can provide completely free advice and support to ensure you make the most of the exciting energy developments in our region.

With a view to building a prospective supply chain to budding energy companies, the Project is offering free consultancy services to businesses of any kind. Led by the Grimsby Institute Group, the £5m project provides grant-funded support to help local businesses take advantage of the developing renewables industry, serving SMEs in

GRAB YOUR SLICE of the energy pie

The Energy Industry is worth £102 billion to the UK Economy

FREE Find out how your business can benefit from the emerging energy sector in our region with the GREAT Project.

Contact us today on **0800 012 6656** or great@grimsby.ac.uk

GRIMSBY INSTITUTE GROUP

Source: Energy UK 2010

North and North East Lincolnshire, Hull, the East Riding of Yorkshire and West & North Yorkshire.

Since launching in December 2013, the GREAT Project Team have worked with over 45 SMEs providing knowledge and expertise to which they previously did not have access. The Team address individual business challenges and embed knowledge

into the company, including how to improve competitiveness, productivity and performance.

To take advantage of this free consultancy service, please contact the GREAT Project team on **0800 012 6656** or great@grimsby.ac.uk

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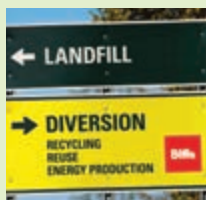
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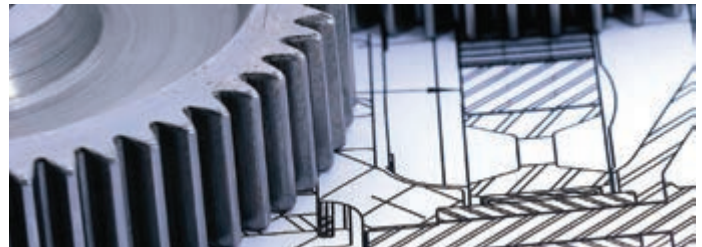
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Need advice on managing your business waste?

Victoria Kilroe, commercial waste manager and her team at East Riding of Yorkshire Council, are here to help.

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Waste typically costs companies around four per cent of their annual turnover. It is likely that these costs will increase as disposal costs escalate year on year.

We provide our services to a host of different sectors, including small manufacturing sites, charities, catering establishments, offices, care homes, caravan sites, educational establishments, retail and farming.

Q. How can businesses improve their waste disposal?

The basic theory is to follow the waste hierarchy of: Prevent, Reuse, Recycle, Recover, Divert, Disposal.

Q. Can you talk us through your assessment and consultation process?

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The East Coast is at the centre of our operations. Located 5km off the Lincolnshire coast, the Lynn and Inner Dowsing and Lincs wind farms provide enough power to meet the annual demands of 330,000 homes - that's more than the total number of homes in Lincolnshire.

September 2012 saw the opening of the company's new operations and maintenance base in Grimsby. Home to around 200 staff, the world-class facility is made up of a control centre, workshop, stores and crew facilities, providing support to four wind farms in the Greater Wash and Scotland 24/7, 365 days a year, with the capacity to handle more colleagues in peak summer maintenance periods.

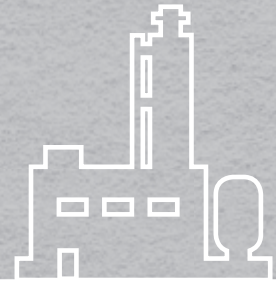
Tony Lyon, head of operations and maintenance for Centrica Renewables said

"We are proud that our world-class facility forms the heart of the hub for offshore renewables on the East Coast, and it is exciting to see other companies taking our lead and investing in the region. Our base represents a long-term commitment to Grimsby and proves that the region is well placed to capitalise on the growth of the offshore wind industry."

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Siemens' Move Could Create 'Global Energy City'

Siemens' decision to establish Britain's first major offshore wind turbine manufacturing plant in Hull could help it to become a 'global energy city', with local businesses benefiting significantly.

Experts from the Humber-based Renewables Network – which represents more than 260 companies across the green energy supply chain – have welcomed the long awaited announcement from Siemens to develop an £80 million assembly plant in the east of the city, believing it to be 'a golden opportunity that must be seized with both hands'.

Sam Pick, business development director of the Renewables Network, said: "This is the game-changer that the whole region has been working towards for a long time. Finally, we can put the politics behind us and get to work on establishing the Humber as a leading renewables hub. We have talked a lot about the creation of thousands of jobs in the past but now the hard work really begins.

"Local firms need to be even more determined, prepared and clear on their capabilities to grab this historic opportunity and not miss out on securing a role in the renewables supply chain. That means having the training, skills and capacity to ensure that nobody has to look elsewhere. We have to fully embrace the concept of a dynamic, forward-thinking, global energy city that others aspire to be. The momentum that got the Humber this far, in its rebirth

as a centre for green energy, cannot stop now."

Under the plan, ABP will build a £100m deep-water berth at the port capable of handling the new generation of large offshore wind turbines. One of the biggest single investments ABP has made in Britain, it will prepare the ground for Siemens to build a new £80m wind turbine plant on the site.

Siemens' proposed plant will also create about 700 jobs, with thousands more jobs created indirectly through a vast supply chain. The news is a major boost for Hull, which has beaten off stiff competition from ports in the UK and on the continent.

The news from Siemens and ABP will also be a shot in the arm for the government's attempts to create new jobs from the "green economy", particularly from the manufacturing of wind turbines, which are being rapidly installed off the British coast.

The importance of the news to the economy of Hull was shared by many leading figures in the city.

Peter Watson, MD of relocation specialists, Vantage Relocation, said:

"It's an exciting time for the Humber region. It is already one of the country's leading areas for the renewable energy industry, with 20 new wind energy projects now underway. But I feel this is the tip of the iceberg. The area is rapidly becoming

home to more businesses from across the UK and all over the world. We attend many conferences to share our knowledge on how businesses moving to new areas can reduce the time, effort and cost of relocation. More and more people want to talk about Hull with a view to establishing a presence in the city."

Dan Gray, regional director at Edwards & Pearce, said:

"This is incredible news for the region. There is already a real demand for skilled workers in this sector but the scale of that demand will increase dramatically to feed that supply chain. Of course, we will need to increase that skills set to ensure that the city has the highly skilled workers required, but that is a challenge we have all wanted for quite some time."

The scope and scale of the Siemens investment cannot be underestimated with jobs and opportunities throughout the supply chain. Renewables Network along with other Humber based trade organisations is working hard to ensure that regional SME's have every possible opportunity to gain their share of this new industry.


For more information contact

Sam Pick


Renewables Network

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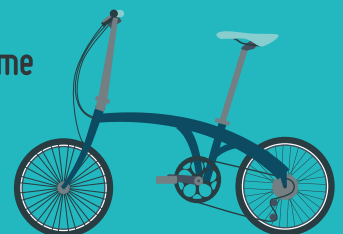
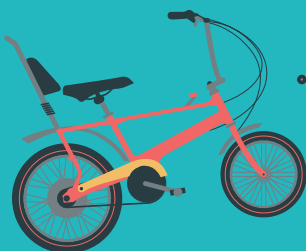
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North East Lincolnshire's Key Role

North East Lincolnshire is proving to be an increasingly valuable asset to the regional, national, European and even global economy.

The same attributes that put Grimsby on the map as one of the world's biggest fishing ports are now making the town a central hub for the offshore wind industry's operations and maintenance activities.

As a key player in the Government's designated 'Humber Centre of Renewable Energy', The Port of Grimsby already has the sector's highest profile organisations based here, such as Siemens, Centrica, E.ON, RES Offshore and DONG Energy.

Cllr Chris Shaw, Leader of North East Lincolnshire Council explains,

"We have the infrastructure, the skills, the people and a council that's supportive to the needs of industry.

"We're in the right place at the right time. I know it, the offshore energy companies know it - even the Prime Minister knows it.

"While it's no secret that councils up and down the country are facing hefty cuts to their budgets, we are bringing people together and targeting cash at the projects that will deliver the biggest returns in terms of stimulating more investment and creating more jobs.

"That's already paying dividends when you look at the investment resulting from the new, larger lock gates and the £14.5m Grimsby Docks Flood Risk Management Scheme that we're working on with the Environment Agency and Associated British Ports.



Port of Grimsby



"The multi-million pound Grimsby town centre improvements scheme is another exciting development and investments like this, and the new £14m multiplex cinema and restaurant proposal from the owners of Freshney Place Shopping Centre, are not only transforming the heart of Grimsby, but are critical to providing the right quality of life offer and infrastructure to encourage further inward investment."

Growing the Humber

It will probably be another couple of years before the full impact of the recent developments of this emerging sector is felt, but this gives time for businesses to maximise the investment opportunities and local people to gain the necessary skills to benefit from the future jobs.

David Moore, Assistant Director Economy at North East Lincolnshire Council said,

"The council is committed to encouraging businesses to grow and can provide support in many ways, such as the £30m Regional Growth Fund 'Growing the Humber Programme', which we deliver across the Humber on behalf of the Humber Local Enterprise Partnership.

"The Government's Regional Growth Fund, which is designed to 'unlock' projects that will create jobs and growth, includes £10m for the renewable energy supply chain and other engineering and manufacturing companies based in North and North East Lincolnshire. We are therefore urging small and medium sized businesses (under 250 employees) to take advantage of the grants that are now available from £5,000 upwards. As the final deadline for expressions of interest is

at the end of April, we welcome capital project applications from businesses who want to create jobs in the renewables sector."

"One example is DONG Energy who were awarded a £1.1m Regional Growth Fund grant and has since confirmed an £11m investment on the Royal Dock and the Port of Grimsby.

"Creating at least 100 local jobs, the facility will become the home of the Westernmost Rough Offshore Wind Farm operations and maintenance team for the next 25 years - a benefit to the whole of the economy and reinforcing the Humber's position as the UK's Energy Estuary.

"Businesses can also apply for grants of up to £6,000 from the South Bank Engineering Apprenticeship programme which will create new, level three engineering apprenticeship opportunities for young people to access."

Visit www.nelincs.gov.uk/rgf or call (01472) 326142 to find out about the financial support available.



Cllr Chris Shaw



David Moore



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The Glazing Industry's Best Kept Secret

The public in the UK are generally unaware that applied glass coatings or window films exist. The product is known by building engineers and architects and is often used after building modelling on solar heat gain hasn't quite worked and occupants have complained of over-heating, but this retrofit product has so much more to offer environmentally than just reducing heat entering through glazing.

Window film isn't on the radar within the environmental community in the UK mainly due to the lack of publicity by the main manufacturers. But in the USA, Far East and Australasia the product is commonplace, even household, by comparison. The USA's Clinton Climate Initiative names Solar Gard® Window Film a Key Resource for Saving Energy and is included under the Energy Efficiency Building Retrofit Program, which was designed to help public entities lower their energy consumption. Organisations that have committed to reducing their carbon footprint can easily and cost-effectively fit window film into an overall strategy to reduce

CO² emissions. Window film can be sized to fit any window, extending the life of existing glazing systems reducing landfill and cutting out CO² produced manufacturing new glazing.

So what can window film do? It can offer several benefits at once, solar heat gain reduction reducing loading on air conditioning systems, and reduction in winter heat loss, reducing up to 30% in power consumption and running costs. It offers Ultraviolet filters giving a 99% reduction in UVA & UVB, extending the life of furnishings, protecting occupants from cancer and helping sufferers of photosensitive skin conditions. It is also recommended by the Skin Cancer Foundation.

Glass safety and security is always a concern but film can increase glass break strength and holds broken glass together, reducing glass-related injuries from accidents or explosions. Available in various shades and colours, eye strain can be reduced, making for a more comfortable and productive internal environment whilst retaining a clear view out. This allows for more natural daylight

to enter the room unlike a traditional window covering, but still allows welcome privacy for the occupants within. With manufacturer warranties up to 16 years and a possible lifespan of 25 years it is a serious player in carbon reduction globally. Solar Gard® window film saves 100 times more GHG emissions from entering the atmosphere than is used and/or created during its manufacture.

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Spreading The Word

There are two industrial chaplains working across Northern Lincolnshire, one for North Lincolnshire and one for North East Lincolnshire. The Revd Mary Vickers, the chaplain for NELincs, recently invited the Bishop of Lincoln to spend a day with her, so that he could catch a glimpse of what's happening within the urban, industrial and economic life of the area.

During his visit on 22 January, the Rt Revd Christopher Lowson was given a tour of Grimsby's Freshney Place Shopping Centre before heading off to Stallingborough for a tour of the Cristal chemical factory.

He then headed back into Grimsby for a lunch discussion at e-factor's Business Hive, to which significant people across various sectors had been invited. Attendees represented both small and large businesses, as well as the public, private and voluntary sectors. After lunch, the Bishop spent time seeing various aspects of the work of Humberside Police locally. A drive around Grimsby docks completed the visit.

The Bishop said during the lunch discussion that he was "delighted to be able to see and meet some of the people, businesses and the organisations that make up this part of the



Amanda Austin, Rt Revd Christopher Lowson and The Revd Mary Vickers

diocese of Lincoln", adding that it was "extremely important for him to understand the workings of the different areas within the diocese."

The Chamber was represented at the lunch discussion by Anne Tate, the Northern Lincolnshire

Manager, and also by Amanda Austin, who is currently the Chamber's Chair for North East Lincolnshire as well as being Centre Director at Freshney Place. Local industrial chaplain, the Revd Mary Vickers, who initiated and organised the Bishop's visit, is also a Chamber Member.

Health Sessions

ABL Health is delighted to invite Hull based businesses to an Occupational Health Awareness Session.

The session will highlight the many benefits of Occupational Health in the workplace and what ABL can do to help implement it into your business.

Additionally, there will be a Q&A session by a guest speaker, Dr Powell, the Clinical Director of Occupational Health at the Humber NHS Foundation Trust.

ABL Health will provide Occupational Health packs to all attendees and any other Hull based business by request in the HU1 – HU9 area, which contain further information, policy templates, support and signposting.

The session will take place at Marvell House, Cranbourne Street, Hull, HU3 1PP on the 24th April 10am-1pm, from 12pm. A free lunch will be provided and there will be networking opportunities.

To book your place or to request an Occupational Health Business Pack, please contact ABL Health on **01482 303541** or adminhull@ablhealth.co.uk

Company Expands Into Wales

Local Transport Projects Ltd, the Beverley-based transport planning and traffic engineering company, is expanding into Wales.

They have opened a new office in Cardiff to build on their recent work for local authorities and private developers in the area.

LTP were established in 2004 and have developed their business by working with a wide range of companies throughout the north of England to provide first class transport assessments and traffic studies to help clients speed up the planning approvals process. They also work with local authorities and Government agencies including the Department for Transport and the Welsh Government, on traffic and transport projects.

The company is a leader in the planning and implementation of cycling and walking facilities

and are looking to expand further into this sector. Wales is the first country in the world that is placing a legal duty on local authorities to map all of their cycling and walking facilities, and produce plans to develop their networks, through the Active Travel (Wales) Act which is due to come into force in mid 2014. LTP have already developed active travel plans for Cardiff and Bridgend Councils, and have recruited two members of staff from the Cardiff area to help build on this success. The office will also be used as a base for transport assessment work and inshore wind turbine transport planning, another sector which has seen strong demand for LTP's expertise in recent years.

For further information on LTP's services contact one of our Directors, Tony Kirby or Andy Mayo on **01482 679911** or email info@local-transport-projects.co.uk

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Charlotte Taylor, managing director of OnTrack PR, with account manager Steve Hutton and copywriter and content manager Jill Theobald.



Graham Cross, founder and Managing Director

A View From The Humber

GXD Logistics Limited was formed in 2006 and has developed into a well-established Logistics company based in Goole, offering a wide range of freight forwarding services including Sea, Road and Air to / from worldwide destinations, along with Warehousing and Distribution services.

Based on the Humber, we are ideally positioned to take advantage of the increasing amount of business opportunities coming into the region following the Humber's continued growth into the renewable sector and associated industries along with the increased development in the Humber Ports. This in conjunction with the city of Hull gaining City of Culture status for 2017 all bodes well for the region.

Inward investment enquiries for the region continue to increase and as a company we are ready to deal with the 'spin-off' from these enquiries.

GXD has increased its focus on shipments to / from the Far East, Indonesia and Malaysia particularly in the food (Ambient and Temperature controlled), chemical and steel sectors allowing us to provide bespoke, competitive packages to our clients.

'We are masters of our own destiny' and must seize the opportunity

For more information, Contact: Graham Cross, who would be delighted to introduce you to the team of highly dedicated professionals who are waiting to deal with your enquiry.

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W: www.gxdlogistics.com

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OnTrack Joins Forces With Chamber

A Yorkshire PR agency has become the latest Member of the Hull and Humber Chamber of Commerce.

OnTrack PR in Doncaster has joined the Chamber to build closer links with businesses across the Humber and North Lincolnshire.

With more than 15 years' PR experience in working with the media, OnTrack understands the need to produce clear and concise messages for businesses on a variety of platforms.

The company is based at the Keepmoat Stadium and clients include Robin Hood Airport Doncaster Sheffield, Doncaster Culture and Leisure Trust, Doncaster Rovers and Doncaster Deaf Trust.

Charlotte Taylor, managing director of OnTrack PR, said: "We are looking forward to building a relationship with the Hull and Humber Chamber and its 1,400 Members.

"There are many events and publications we will be using during this partnership to raise the profile of OnTrack to new businesses, as well as contributing to the economic debate on platforms such as LinkedIn.

"Our talented and creative team work hard to enhance the reputations of clients big and small, to help organisations achieve their business objectives. We are known for delivering innovative, positive PR and for managing crisis situations in a structured and transparent way."

OnTrack's services include media relations, digital communications, websites, social media, copywriting and crisis communications.

For more information visit www.ontrackpr.co.uk or follow on **Twitter @OnTrackPR1**.

Law Firm Acts For Historic Club For Fifth Season

Yorkshire law firm Andrew Jackson is delighted to announce that it has been reappointed, for the fifth consecutive season, as a key legal adviser to Hull FC, one of Super League's leading clubs.

Associate Lindsay Gordon leads the team which advises the Black and Whites on all employment law-related issues including player recruitment and contracts. Lindsay has been recognised as one of the region's leading sports lawyers in the most recent edition of Legal 500, a leading clients' guide to the legal profession.

Working alongside Lindsay is employment lawyer and business immigration specialist Joanne Wright, who is advising the club on all immigration law issues, further strengthening the firm's expertise in this area.

Hull FC owner Adam Pearson said: - "Andrew Jackson does a fantastic job for the club and plays an important role across all operational aspects of the business.

"Lindsay has worked with us closely now for a number of seasons and as one of the leading advisers in her field, her advice is invaluable."



L-R: Joanne Wright, Adam Pearson and Lindsay Gordon

"We've also received significant support from Joanne on immigration as we look to fine tune our overseas recruitment process, which is a very important factor for us considering the movement of players between the domestic game and clubs in the southern hemisphere."

He added: - "Andrew Jackson has become a close and valued partner of the club and we look forward to growing and enhancing the partnership further over the coming years."

Success Today, Thanks To Old-Fashioned Values

A belief in the old-fashioned values of trust, integrity and delivery has helped to bring an Immingham company through another successful year of trading against the background of a tough economic climate.

And that's a reason for celebration this month at On Loan Recruitment Limited, which has just reached the milestone of its 16th birthday, says managing director David Riggall.

He said "A successful year's trading is no mean feat at any time but in recent years it can be seen as a miracle, which is why we are so pleased to have achieved the results we have in the past year.

"Our company's 16th birthday was on February 1, and we are still running it today as we have done since day one, as a business people can talk to, trust and rely on.

"We are not a 'recruitment agency' in the modern

sense of the phrase. We believe in old-fashioned values like trust, integrity and delivery. We treat clients and the people we place in employment in the same way that we would like to be treated ourselves.

"People respect that, and it pays dividends. We work hard to get that right and we are doing; the proof is in the number of long-established clients we continue to work with, more than ten years plus."

David, who leads his team of dedicated staff from the front says they are working in an ever-changing market place, which called for a continual re-evaluation of methods. He said "There is always room for new ideas, but sometimes it's right to revisit old methods or go back to basics – but whatever we do, we will never cease to resist the modern tendency to treat people as nothing more than a commodity. Our objective is to place skilled and specialist people in important roles with

industries important to us all.

"There are certain to be more of those roles available in the year ahead, as the economy improves and the region's industrial base develops. On Loan Recruitment will be ready to step forward to find the right people to make that happen," he said.

"Recruitment can be difficult, but it's rewarding when you get it right, and find work with good companies and organisations for talented people," he added.

On Loan Recruitment is part of the On Line Design and Engineering Group, which also has its offices in Immingham. With On Line Design having been formed in 1982 and On Loan Recruitment in 1998, you can be sure that these are names you can trust.

For more, visit www.onloanrecruitment.co.uk or contact 01469 577698

Spencer Group Appoints Engineering Industry Leader As Chief Executive

The fast-growing Spencer Group has announced the appointment of Frank Millar, who has outstanding leadership credentials with two of the UK's foremost engineering groups, to drive the next phase of its rapid development.

Spencer Group, which specialises in innovative solutions to complex engineering challenges, has appointed Mr Millar, currently a senior executive with FTSE-listed engineering solutions provider Costain, as Group Chief Executive, with founder and current CEO, Charlie Spencer, becoming Chairman.

Mr Millar is Operations Director of Costain's Natural Resources division, which has a turnover of £397m within the £960m Costain Group. The division includes Costain's activities within the oil and gas, nuclear process, water and waste sectors. During an eight-year career with Costain Mr Millar was previously Sector Director for the group's oil and gas business.

Prior to joining Costain, Mr Millar spent 10 years with AMEC, a FTSE 100 company and one of the world's leading engineering, project management and consultancy groups. With AMEC, Mr Millar managed key projects for customers in the UK, Russia and North America.

Mr Millar is also President and a member of the Management Board of the Engineering and Construction Industry Association (ECIA), the principal trade and employer group for the

engineering construction industry in the UK. Its members include many companies carrying out engineering projects across the world.

Mr Spencer said: "Frank's vast experience, particularly in the oil and gas industry, will be extremely useful to Spencer Group going forward.

"Process engineering is a capability we want to build upon within the business and there are very significant construction and engineering opportunities, particularly within the oil and gas sector, that we wish to explore.

"Frank comes to us with exceptional credentials from his work with two highly-respected, Stock Market-quoted engineering groups. That experience will be invaluable to take Spencer Group further forward from what is already a sizeable business.

"I am moving up to Chairman because I recognise that the business needs a CEO with Frank's experience to take it forward. As Chairman I will still be actively involved in the business and in its strategic direction, but I will be handing over the day-to-day running of Spencer Group to Frank and a very experienced existing management team and supporting them fully in developing the business."

Mr Millar said: "I was looking for a new business leadership challenge and Spencer Group clearly offers that. It's an exciting business with a strong presence and excellent reputation in the markets it



currently operates in.

"It has a very clear preference towards innovation and developing new ideas and that's very attractive, appealing and challenging.

"My ambition for the business is to lead it into new markets, taking the company's high-level engineering capability and growing into more sectors than the business is currently represented within."



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H&S Assessor Overcomes ME To Achieve Career Landmark

Julia Fielder has defied a debilitating illness to achieve a top professional qualification.

Ms Fielder, who has worked for SHE Knows Health & Safety for more than seven years, has become a Chartered Member of the Institute of Occupational Safety and Health (CIMOSH).

In the process, the health and safety NVQ assessor has successfully managed to combine her day-to-day work with extra studying and travel while coping with myalgic encephalopathy (ME).

The 44-year-old from Leven, East Yorkshire, is already an IOSH affiliate member, and has added a host of professional qualifications, including an NVQ level 5 diploma in health and safety.

Gaining the CIMOSH accreditation is a challenging process involving a stringent peer review by an IOSH panel, as well as exams and interviews and a record of continuing professional development.

"I'm ecstatic to have gained the accreditation," said Julia, who works a flexible, part-time 16 hours a week.

Because having ME means Julia can't always do what she wants, SHE Knows Health & Safety help tailor her job accordingly and most of her

assessments are on a one-to-one basis, rather than to a group of trainees, which she finds very tiring.

"ME is a strange one – I look all right, but I can feel absolutely awful inside. My legs, head and back have a constant aching pain that makes it feel like I'm being crushed by a bus, and I can be uncoordinated when I move," adds Ms Fielder.

Supported by walking sticks or a wheelchair she works a lot from home or travels to see her NVQ candidates.

"We have to be very selective about where I work and who for, and that it's not too big a job. The majority of my assessing work is for clients in the Humber area, but I also go to Birmingham and London for conferences and exhibitions.

"I'm really appreciative of how the company has worked around my problems, and how I'm asked what I think I can manage, keeping me going and taking care of my emotions.

Linda Crossland-Clarke, managing director of Hull-based SHE Knows Health & Safety, said: "As an H&S practitioner becoming a chartered member is something that we all work towards. It provides real



In safe hands: Julia Fielder and her mother, Jenny Brambles, a former SHE Knows employee

recognition of competence in the eyes of the law.

"On its own this would be a career landmark, but as Julia suffers from ME and is often wheelchair bound there is an added sense of achievement and success."

Before joining SHE Knows Health & Safety, Julia worked for Ideal Standard in Hull as a team leader for 20 years and has never been out of work.

SHE Knows Health & Safety operates through the UK and abroad, including in the Middle East and Africa. The company holds the 'two ticks' commitment to positivity about disability.

£1m Investment Creates The Ultimate Game

A £1m investment has transformed a dated Yorkshire driving range into 'The Ultimate Golf Gaming Centre' – with PGA professional and Portugal Masters winner David Lynn now a regular on site honing his skills ahead of the majors.

The owners of One Stop Golf, in East Yorkshire, have completely transformed the site over a four year period into a modern complex where all players – from professionals to beginners – can work on every aspect of their game.

The Hull centre boasts a new 19-bay driving range and an eight-bay executive target golf range with bowling alley style seating in each bay, both of which are floodlit.

A new short-game challenge area, designed to improve skills in and around the greens, was also officially opened by Hull European Tour professional Richard Finch recently, making the centre's transformation complete.

It now claims to be 'The Ultimate Golf Gaming Centre', where the likes of Lynn uses the state-of-the art facilities to analyse his swing and club selection, but also where beginners come and pick up a club for the first time.

Having also opened the UK's first nine-hole footgolf course this summer, director Mark Rozenbroek believes the centre is now well-placed to become a popular entertainment choice, as well as the continued choice for serious golfers.

"We have worked hard to ensure we provide something for everyone here, but the fact that David Lynn is a regular on the driving range, using our latest technology to analyse his swing and clubs, shows we cater for the very top level players," said Mr Rozenbroek.

"It has been a long road over the four years and a lot of hard work to get to where we are now, but we are heading into 2014 with the entire site now

completed and fully operational, and we truly believe that we are the ultimate golf gaming centre."

Head PGA professionals Rich Pace and James Drinkall are based on site to provide coaching for junior novices to the elite player – benefiting from the centre's investment in the latest golf swing analysis software.

Unlike most golfing establishments however, One Stop Golf is not a members-only facility, and all sports fans can use the facilities.

"Golf is often seen as something of an elitist sport, but our goal has always been to make this centre accessible to everyone." Mr Rozenbroek added.

"Whilst we have state-of-the art facilities and the expertise to meet the needs of professional golfers like Richard Finch, we can also cater for business team building events or those golfers just wanting to hit a few balls or come and have some fun. You don't find anything like that anywhere else."

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Name

Layton Barr

Company

Atlantis Electronic Services Ltd

Job Title

CEO



I was born in Hull and grew up on the North Bransholme Hull City Council housing estate. My secondary school was Perronet Thompson School. I left school with poor qualifications and managed to land a place on a Youth Training Scheme with the Hull City Council Hull ITeC where I learnt basic electronics. I worked voluntarily for a TV and Video repair shop, I taught myself the finer points of Electronic Systems and have worked upon luxury super yachts. I decided to work for myself so that I could be there for my children. I am the CEO of Atlantis ES incorporating REACH 4 Training. My passion is to inject my life experiences into the community.

What did you want to be when you were young?

At the age of eight I blew up my Mum and Dad's prized wedding gift, a portable black and white TV and all I ever wanted to do following this event, was to work in a TV and Video repair shop. I never thought of anything else and I'm proud to say I achieved my goal and then some.

What could you not live without?

My wife and kids period, it's all about them.

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

Necker Island in the Caribbean

What makes you angry?

The justice system

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

There's only one. WILL.I.AM. He is a true entrepreneur, like myself, nothing has been handed to him on a plate, he has worked very hard to

be where his is today, he appreciates where he's from and wishes he could do more for people, he's genuine. I have a number of ideas to pass by him.

What is the best thing about this area?

Well as it's Yorkshire it has to be the people

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

Toilet roll

What is in your opinion the greatest invention ever?

Television - where would I be today?

What is most valuable lesson you have learnt in life?

Quote "It's easy to do and it's easy not to do" Jeff Olson

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

I would be a guardian angel to watch over my children.

Chamber Events Diary 2014

Members' Speed Networking and Lunch

Friday 2 May 2014

Mercure Hull Grange Park Hotel, Willerby

Sponsored by Promobox/CCB Account Assyst

Northern Lincolnshire Business Awards

Friday 16 May 2014

Grimsby Auditorium

Chamber Expo 2014

Tuesday 3 & Wednesday 4 June 2014

The Sports Arena, Walton Street, Hull

Members' Network Lunch

Tuesday 3 June 2014

KC Stadium, Hull (Part of Chamber Expo 2014)

Members' Speed Networking and Lunch

Friday 18 July 2014

The Oaklands Hall Hotel, Laceby, Grimsby

St Leger Ladies Day with the Chamber

Thursday 11 September 2014

Doncaster Racecourse

Members' Speed Networking and Lunch

Friday 26 September 2014

Tickton Grange, Beverley

Chamber Bridlington & Yorkshire Coast

Business Awards 2014

Friday 10 October 2014

The Spa, Bridlington

Members' Speed Networking and Lunch

Friday 24 October 2014

Forest Pines Hotel & Golf Resort, Brigg

Members' Speed Networking and Lunch

Friday 28 November 2014

Goole High School Conference Centre

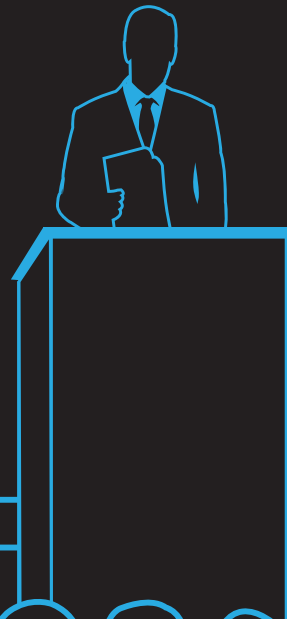
Take advantage of your Chamber Membership by attending the wide range of events we organise to help you to meet potential clients and develop valuable business relationships Please note that dates are subject to change.

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

www.hull-humber-chamber.co.uk

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