

BUSINESS INTELLIGENCE

The Magazine of Hull & Humber Chamber of Commerce

June/July 2017

Issue 38



Hats off to the Northern Lincolnshire Business Awards



KCOM

You've worked hard to build a business, we're working hard to help you protect it

Protecting your business is more than locking the door on your way out. Cyber-threats can happen at any time, sometimes with devastating effects.

Our managed security services help protect the things that matter the most to you, including your reputation.



heybusiness.kcom.com/security

BUSINESS INTELLIGENCE

Hull & East Yorkshire (Head Office)
34/38 Beverley Road, Hull HU3 1YE

Tel: 01482 324976

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

Tel: 01472 342981

www.hull-humber-chamber.co.uk

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

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

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

Training: info@chambertraining.com

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

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

Contributing Editor

John Dean & Francis Griss

Email: deangriss@btinternet.com



13 26
37 44



distinctive
PUBLISHING

Production & Design

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

Advertising

Tel: 0845 884 2343

Email: john.neilson@distinctivegroup.co.uk

Tel: 0845 884 2336

Email: angie.smith@distinctivepublishing.co.uk

www.distinctivepublishing.co.uk

Disclaimer

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



Front Cover Image - Chris Waud of goPhoto

CONTENTS

4	PRESIDENT'S MESSAGE	26-27	COVER FEATURE: NORTHERN LINCOLNSHIRE BUSINESS AWARDS 2017
5	CHAMBER NEWS	28-29	MEMBERS NEWS
6-8	MEMBERS NEWS	30-33	FEATURE: TRANSPORT AND LOGISTICS
9	FOCUS ON LEGAL	34-36	FEATURE: CHAMBER EXPO 2017
10	MEMBERS NEWS	37-39	PATRONS NEWS
12	CHAMBER POLICY	40-41	INTERNATIONAL TRADE
13	MEMBERS NEWS	42-44	MEMBERS NEWS
14-17	FEATURE: BUSINESS SUPPORT	45	NEW MEMBERS
18-19	MEMBERS NEWS	46	LAST WORD / EVENTS DIARY
20-23	FEATURE: ENERGY AND ENVIROMENT		
24-25	THE BIG INTERVIEW		

CHAMBER PATRONS

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

KCOM

Arco Humberside
PricewaterhouseCoopers
Streets Chartered Accountants
Associated British Ports
SPS Group of Companies
Hull News and Pictures
On Loan Recruitment Ltd
Tiger Events

Clugston Group Ltd

St Stephen's
James Legal Ltd
Wilkin Chapman LLP Solicitors
C. Spencer Ltd
Oaklands Hall Hotel
University of Hull
The Insurance Partnership Financial Services
Rapid Accommodation

Ludo Studio Ltd

Brammer and Buck & Hickman
Together
Andrew Jackson
Expeditors International UK Ltd
Forest Pines Hotel and Golf Resort
DONG Energy
Regus

CHAMBER OFFICERS & STAFF

President: Phil Ascough
 Vice-President: Sally Booker
 Chief Executive: Ian Kelly

CHIEF EXECUTIVE'S OFFICE

IT Manager: David Marritt
 Finance Manager: Laura McDermott
 Finance Assistant: Gemma Saxby
 Company Secretary: Sam Dennison
 External Affairs Manager: David Hooper
 Receptionist (Apprentice): Lauren Birnie

MEMBERSHIP & BUSINESS DEPARTMENT

Membership & Business Manager: Bruce Massie
 Membership Secretary: Janice Harrison

INTERNATIONAL TRADE CENTRE

Director of International Trade: Pauline Wade
 International Trade Co-ordinator: Lorraine Holt
 Export Documentation Team Leader: Alison Burnett
 Export Documentation Officer: Susan Suddaby

NORTHERN LINCOLNSHIRE OFFICE

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

HULL CITY CENTRE BUSINESS IMPROVEMENT DISTRICT

City Centre (Bid) Manager: Kathryn Shillito
 Personal Assistant: Francesca Sharp
 BID Support Officer: Mark Andrews
 BID Support Officer: Raich Orr
 Marketing & Events Co-Ordinator: Catherine Goble

CHAMBER ACORN FUND (HUMBER) LTD

Fund Manager: Craig Simpson
 Consultant: Peter Sykes
 Personal Assistant: Margaret Meyers
 Start Up Loans Co-Ordinator: Caroline Sturgeon
 Mentor: Heather McIntyre

CHAMBER TRAINING (HUMBER) LTD

Head of Training: Rachel Mendham
 QA/HR/E&D Manager: Petra Seifert
 Administration Manager: Joanne Norton
 Training Manager: Kristi Clark
 Lead Tutor & Support Co-ordinator: Leslie North
 Advanced Apprentice: Sophie Philipson
 Finance Officer: Nadine Dobbis
 Assessor/Trainer BA/CS: Nicola O'Connor
 Marketing/Recruitment Co-ordinator: Carol Gill
 Assessor Care: Tracey Platten
 Assessor Care: Claire Saxton
 IV/Assessor/Trainer/Care Team Manager: Linda Parker
 Assessor/Senior IV Care: Michelle Allan
 Assessor/Trainer Care: Nicola Tripp
 Assessor/Trainer BA/FS: Karen Prince
 Administrative Assistant: Kathryn King
 Advanced Apprentice Administration Assistant: Lucy Holmes
 Assessor Care: Becky Booth
 Assessor/Tutor: Tricia Whiting
 Assessor/Tutor: Wendy Marritt
 Assessor/Tutor: Suzie Leadham
 Assessor/Tutor: Kayley Hoyle

www.hull-humber-chamber.co.uk



Culture and Legacy

By Phil Ascough, Chamber President

From winning the bid, it took just over three years for Hull to raise the curtain on its City of Culture celebrations. The big question throughout was whether it would be worth the time, effort and considerable investment.

All the evidence suggests it's been that and more. The comments from businesses within these pages indicate they are seeing and sharing the benefits. My own visit to Aarhus, a European Capital of Culture this year, found a stylish city taking a laid-back and low profile approach, but there was never a chance of that happening in Hull.

We were 'In with a Bang' and we've gained momentum, barely pausing for breath, nearly halfway through, with Martin Green telling a business audience recently: "You ain't seen nothing yet".

It has been a game-changer for the city and it has the potential to do the same for the entire region, including the business community. Feedback from Chamber area councils and lunches shows Members are eager to get involved, both by attending cultural events which are part of the programme and supporting those which have sprung up around the edges.

We're meeting new business contacts from other areas of the country who are coming to our events, looking for opportunities to work together, pondering a permanent presence. It couldn't be clearer – they're here for the culture!

As thoughts turn to legacy, I make no apologies for the tenuous link to the one left by Derek Myers. As reported elsewhere in these pages, Derek passed away shortly before this edition was compiled. He retired as Chamber Director and Secretary in 1995, having left the Chamber well placed to progress in a rapidly changing world. I had the immense pleasure many times of interviewing Derek and the people who knew him. They all respected him and they all learned from him. I know I did.



Chamber President Phil Ascough Compiles Some Tributes to Derek Myers, Former Chamber Director and Secretary

Tributes paid to leading business figure

Derek Myers, who died in April aged 86, was a quiet, modest and measured man and an immense figure in the regional business community.

As Director and Secretary of the Hull Chamber of Commerce and Shipping, in the days before the merger to create the Hull and Humber Chamber, Derek was the last link with the traditional business body which had been led by his revered predecessor Bill Hope.

Derek was appointed to the top job in 1985 and he stood down 10 years later, succeeded by current Chief Executive Ian Kelly. But Derek retained a keen interest in Chamber life, and would always ask about the its work and its people whenever we bumped into him at events in and around the city.

Derek was born in Hull and only left the city for any prolonged length of time for military matters – evacuation to Hunmanby during the Second

World War, and National Service with the RAF in Derby some years later.

He attended Hull Grammar School and nearly 61 years ago married Dorothy, who he had first met at the church youth club when he was just 16. They had three daughters and five grandchildren.

Either side of National Service, Derek worked as a civil servant with the education department in Hull. He joined the Chamber in 1962 as Assistant Secretary to Bill. The Chamber's links with the many business sectors of the day were such that at one point he was also secretary to 15 different trade organisations.

Derek was able to indulge his passion for travel in his Chamber role, leading trade missions to such far flung markets as Australia, China and Hong Kong.

He is remembered fondly by all who knew him. Maureen Foers OBE, President in 1994 and 1995, said: "I was president at a time of great change and Derek was always there with his years of wisdom to help with sometimes difficult decisions. A great credit to the Chamber over the many years he served the Membership. Not just a colleague, but a friend."

Dr Andrew Milner, President in 1987 and again in 1997, said: "Derek was an extremely loyal servant of the Chamber, its many affiliated bodies and the Members they all served. He was highly respected and worked hard in the interests of Members."

Ian Kelly, Chief Executive of the Chamber, added: "Bill Hope joined the Chamber as Assistant Secretary in 1950 and retired in 1985. Derek, who became Bill's great friend, joined him in 1962 and retired in 1995. In Dr Who terms there have only been 11 incarnations of Chamber Secretaries or Chief Executive in the Chamber's 180-year history.

"Perhaps the most famous was Mr Smith, who became Secretary after he passed his chemist business to his nephew. But Derek Myers must surely go down as the nicest of our small brethren."

Please see the Chamber website for a full tribute to Derek.

Pictured considering their next moves in a light-hearted chess game are Ian Kelly, Derek Myers and Bill Hope. Picture courtesy of Hull Daily Mail.

1884 Wine & Tapas Enters Third Year with New Brews and Menus

An award-winning restaurant has entered its third year in business by embarking on the introduction of new menus and hard-to-find beers.

1884 Wine & Tapas Bar is also planning to add its own brand of gin and locally-made East Yorkshire ice cream to help young and old diners keep cool during a hectic City of Culture summer at Hull Marina.

Deborah Spicer, Director of the restaurant, said the new ideas are essential as the Marina area becomes ever busier with local residents and with visitors flocking to Hull to enjoy the City of Culture programme.

On the food side, Head Chef Dan Poole's spectacular is balanced on the latest menu with some fantastic fish dishes and a new variety of vegetarian options. The beers range has been enhanced with two rare tipples from the Estrella brewery in Spain, with Estrella Galicia and Inedit both available on draught.

Spanish choices still dominate the wine list with the addition of a red and a white from Moure Tradición Barrica, but the cellar now stocks



Deborah Spicer, Director of 1884 Wine & Tapas, and Head Chef Dan Poole outside the restaurant.

options from further afield. The Greek Hatzidakis 'Assyrtiko de Mylos VV' 2012 has been specially selected to match such dishes as cumin hummus and grilled sea bass. The Aussie combination of Screaming Betty 2015 or Bullet Dodger Montepulciano 2016 are perfect with the garlic prawns.

Deborah said: "The ongoing development of Humber Street and the Fruit Market generally is

attracting huge numbers of people to the area and we're seeing the benefit on the quieter, west side of the Marina.

"But the biggest factor is the programme of events. We celebrated our second anniversary in May. It's been non-stop with the Hull Street Food Nights and we know it will be even busier as the City of Culture programme leads us into the big festivals of August and September."

Bytron Announce New Partnership with Jeppesen

Bytron Aviation Systems, a trading division of Keyzo, have announced their partnership with Jeppesen.

The new partnership between global Boeing company Jeppesen and local leading aviation software development company Bytron Aviation Systems will maximise operational efficiency, not only for airlines, but also business aviation and military aviation operators.

The companies will work closely together, providing a complete crew-briefing and flight dispatch solution – offering Jeppesen flight planning data through the Bytron skybook software system.

"We're pleased to team with Jeppesen to expand skybook's market reach and at the same time

improve crew briefings and monitoring solutions delivered to Jeppesen's global customer base," said Shane Spencer, Managing Director, Bytron.

"Our customer support and training teams will work closely together with Jeppesen's to deliver a flawless, amalgamated experience to the operators."

skybook efficiently manages operations within airlines and, being available on any internet-enabled devices, it runs automated updates so airlines have the most up-to-date information, available anywhere and at any time.

The skybook system provides simple sections of pre-flight information for crews, from which a targeted route briefing is devised. This briefing is easily identifiable for, and relevant to, those that need it when they need it.

Simon Clayton, Technical Director, Bytron, said: "The fact skybook is completely digital removes the need for commonly-used, paper-based flight briefing materials – enhancing overall operational efficiency and being good for the environment."

skybook is a tried and tested airline software solution that has been established since 1984. This passion for aviation software has stayed with Bytron over the years as it's seen the advances in technology and within the aviation industry, in turn growing its knowledge and software offering.

For more information on Bytron Aviation systems, its history, recent news, products and services offered please visit www.bytron.aero.



Local relationship banking

At Handelsbanken relationship banking still lives up to its name. You only ever deal with people you know by name and decisions are made locally by us at the branch. Our simple aim is to provide the best possible service to our customers.

Scunthorpe branch | Sarah Smith - Branch Manager

Tel: 01724 846409, email: sasm01@handelsbanken.co.uk

Grimsby branch | Di Jones - Branch Manager

Tel: 01472 358080, email: dijo02@handelsbanken.co.uk

Hull Hesslewood branch | Neil Harrison - Branch Manager

Tel: 01482 310851, email: neha02@handelsbanken.co.uk

Hull Marina Court branch | Ian Gatenby - Branch Manager

Tel: 01482 319153, email: iaga01@handelsbanken.co.uk

handelsbanken.co.uk

Handelsbanken

Handelsbanken Scunthorpe
Ground Floor, 5 Park Square
Laneham Street
Scunthorpe
DN15 6JH

Handelsbanken Grimsby
Unit 7, Europa Park
Appian Way
Grimsby
DN31 2UT

Handelsbanken Hull Hesslewood
First Floor, Westcott House
Hesslewood Business Park
Ferryby Road, Hessle
HU13 0PF

Handelsbanken Hull Marina Court
18 Marina Court
Castle Street
Hull, East Yorkshire
HU1 1TJ

Handelsbanken is the trading name of Svenska Handelsbanken AB (publ). Registered Office: Svenska Handelsbanken AB (publ), 3 Thomas More Square, London, E1W 1WY. Registered in England and Wales No. BR 000589. Incorporated in Sweden with limited liability. Registered in Sweden No. 502007-7862. Head Office in Stockholm. Authorised by the Swedish Financial Supervisory Authority (Finansinspektionen) and the Prudential Regulation Authority and subject to limited regulation by the Financial Conduct Authority and Prudential Regulation Authority. Details about the extent of our authorisation and regulation by the Prudential Regulation Authority, and regulation by the Financial Conduct Authority are available from us on request.

Businesses Face Rating Confusion from 'Nightmare' Checking System



Adrian Smith.

Businesses looking to check their rates liability following the recent changes are likely to be deterred by delays and complications built into a 'nightmare' of an online system, according to ASRating.

Adrian Smith said the new 'check, challenge, appeal' website which is being phased in by the Valuation Office Agency (VOA) could trip up a lot of users with processes which are rigid and time-consuming.

He said many business owners will need expert help to tackle the procedures and, faced with a waiting time of up to 18 months for a response from the VOA, they may decide not to bother.

Adrian added: "Businesses and their agents need to register with the Government Gateway, identify

whether they should challenge their assessment and then start the procedure. Then they wait for up to 18 months, and some businesses could fold in that time."

Under the revaluation process, some businesses received a cut in the rateable value of their property, and some qualified for 100 per cent small business rates relief as the threshold was doubled to £12,000.

Others were hit with sizeable increases, and the Chancellor tried to soften the blow in the Budget. The new rating list came into effect in theory on 1 April but many people have received inaccurate bills or none at all. The Royal Institution of Chartered Surveyors warns that completion of the VOA website is not due until late 2018.

Adrian said: "If someone thinks their assessment is incorrect it is up to them to tell the VOA what they think the assessment should be and why. The system will become clogged up and a lot of people may take the view that a challenge is not worth the time it will take, so it is likely to lead to a reduction in the number of challenges."

For assistance, contact Adrian Smith Rating Ltd on **01964 62545**, or at ade@asrating.com

Casting Light on Age-Old Puzzles

Twenty six years ago, I was working in Hull designing exhaust systems for race motorcycles.

I bought a book called, *Chaos and Nonlinear Dynamics: an Introduction for Scientists and Engineers*, by Robert C Hilborn, and what I was to read was truly shocking.

The reality we observe produces self assembling complex systems which cannot be explained just using the laws of physics. At the gravitational scale we see the Solar System with its beautiful clock work motions which cannot be derived from the equations which describe gravity. At the atomic scale we see the workings of a cell which cannot be described from the equations that describe quantum electrodynamics, our most successful

theory, the 'Jewel of Physics' according to Richard Feynman.

Newton was the first person to uncover this problem when he found his simple linear equations only work for two bodies in space. Poincare later wrote a proof that showed there are no algebraic expressions which can describe the motions of the planets, and the Solar System is still subject to the laws of chaos and complexity as well as the laws of physics.

Feynman puts it best when he states, "Today we cannot see whether Schrodinger's equation contains frogs, musical composers or morality – or whether it does not. We cannot say whether something beyond it is needed or not, and so we can all hold strong opinions either way". (Feynman, Leighton, Sands, 1964, Vol II, p41 – 12)

To cut a very long story short I have spent the past 16 years working with leading academics who have solved this problem. There is a

logical explanation of how the predictable and unpredictable parts of reality fit together. Physics, chemistry and biology all work together in nature so they must have a common mathematical foundation.

This framework is now available and I have come back to the UK to reveal it.

On my way down to London, I stopped in Hull to see my parents. What a surprise, this is not the downtrodden forlorn place I left. It is a vibrant hopeful new city that can provide a platform to give the world a new set of tools which are already producing new medicines, materials and machines in Asia. So watch this space, and I would like to thank Hull and Humber Chamber of Commerce for playing their part in helping this happen.

P A Cook
For further information contact Peter Cook on **07397 604644** or email peterandleimay@yahoo.com

Employment status – An ‘uber’ problem for all employers

By Teresa Thomas,

Partner and Head of Employment at Wilkin Chapman Solicitors



Employment status and the gig economy are hot topics in employment law right now.



It is estimated that around five million people in the UK work within the gig economy, and with cases against Uber and Deliveroo hitting the headlines, it's unlikely that the issues surrounding this way of working are going to disappear.

Employment status is a complex legal area and, it is the status of gig economy workers which is the crux of the matter. There are three recognised categories of workers – employees, workers, and the self-employed – and each status has different employment rights attached to it.

Employees are afforded the most rights and protection, as detailed in employment law legislation. However, for employers who use a flexible work force, the issue is determining who is classed as a ‘worker’ and who is genuinely self-employed. ‘Workers’ have a bundle of rights which are not enjoyed by those who are genuinely self-employed.

The biggest impact for employers with workers is on the holiday pay bill, which accounts for 28 days out of 260 working days, meaning employers are looking at a potential 10% increase on wage bills. But it's not just holiday pay that makes this a potentially expensive issue; workers can fall within the auto-enrolment regime and are also entitled to the national minimum/living wage. Workers also benefit from the protection of discrimination and whistle-blowing legislation.

Although the difference in rights is clear, actually distinguishing between those who are workers and those who are genuinely self-employed is not clear-cut. Indeed, HMRC and employment tribunals approach the issue in different ways.

For the self-employed, having contractual documentation in place which shows the parties' intentions is useful and almost certainly better than nothing. However,

regardless of what it says on paper, the employment tribunal will look at what is happening in practice. For example, how much control do you have over what the individual is doing? How integrated are they in your business? Are they on the payroll? Can/do they send a substitute when they are unavailable? All of these factors can and do impact on employment status.

We are expecting the independent enquiry into modern working practices – The Taylor Review – to be published later this year. In the meantime, if you have any concerns about the employment status of your workforce, please contact Teresa Thomas on 01472 262626, email teresa.thomas@wilkinchapman.co.uk or visit www.wilkinchapman.co.uk.



Freya Cross at The Deep Business Centre.

Access Consultant Urges Businesses to Buy into Purple Pound

A consultant who helps to improve accessibility for businesses in all sectors is focusing on tourism as thousands of visitors head into Hull for the City of Culture programme.

Ian Streets, Managing Director of About Access, says ensuring access for disabled customers and their companions can give businesses a greater share of a 'Purple Pound' year in the UK.

The Purple Pound is the term applied by the Department of Work and Pensions to the spending power of disabled people and the people who accompany them. It was the subject of an accessible travel seminar organised by ABTA in April and it is an area which About Access addresses frequently for clients who include English Heritage, the O2 Arena and the government of Gibraltar.

Figures published by Hull City Council show that the opening City of Culture events, in with a Bang and, Made in Hull, attracted 342,000 visitors over seven days and the attendance at all events during the first three months of the programme was more than 800,000.

Ian said the numbers indicate why businesses should look at how they can improve access to their products and services for people who have impairments.

He said: "For many people the concern about making their business accessible is cost. Some will make changes reluctantly and only because they want to avoid a claim for discrimination.

"But there is growing recognition now of the value of the Purple Pound. If you do not make your products and services accessible you turn your back on a share of that market. You may also be at risk of incurring cost, inconvenience and bad publicity if a disabled customer who is unable to do business with you brings a discrimination claim."

Further information on accessibility issues is available on Ian's website at www.aboutaccess.co.uk



Expansions at The Deep Underline Quality of Support

Flexibility and versatility are among the key attributes of a business centre which is facing rising demand from new and existing tenants.

Two companies which moved in to The Deep Business Centre during the past three years are both continuing significant expansion programmes. A third company which has been using the centre's virtual office facility since 2015 has now moved into the building, and a listings and leisure company has arrived as a start-up.

Freya Cross, Business and Corporate Manager at The Deep, said: "The investment by such a wide variety of businesses which each have very different needs demonstrates the roles played by a modern business centre in helping new companies get off the ground and then supporting them through their various stages of development."

Trans2 Group, which has diversified from logistics into developing people since opening at The Deep in 2014, has expanded from 500 square feet to 2,500 square feet and increased its team from three people to 17.

Frazer Carter Group, a cladding specialist which has expanded into construction, opened with two people in 2015 and now employs 11 whilst also providing work for a number of consultants and sub-contractors. The company began with a pod at The Deep and recently completed its latest move to occupy 1,000 square feet.

New arrivals include Hannah Blackman, who is building her team following the launch of online directory Hull Direct, and Paul Blake, a specialist fire safety engineer who initially set up Altor Fire Limited working from home in Hull.

Freya added: "In total we house more than 40 businesses which between them employ over 200 people. We have also lost some tenants simply because, with our support, they have outgrown us. We are always working on the next round of business success stories."



TAGHeuer

C O N N E C T E D

MODULAR 45



#connectedtoeternity

FIRST TAG HEUER MODULAR SWISS MADE WATCH
50M WATER RESISTANT | GPS

Berry's
JEWELLERS OF HULL

www.berrysjewellers.co.uk

4 Queen Victoria Square, Hull HU1 3RA
Phone: 01482 327 505 email: customerservice@berryshull.co.uk

Humber's Four Local Authorities Working Together

The new leader of North Lincolnshire Council, Cllr Rob Waltham told Chamber Members that the four local authorities in the Humber are now closer than they have ever been.

Speaking at the Chamber's North Lincolnshire Area Council meeting, Cllr Waltham, who took over the local authority's top job from Baroness Liz Redfearn recently, said the four local authorities in the Humber "were working together better than they have done previously, and that was good to see".

Chamber Chief Executive Dr Ian Kelly welcomed the news, and suggested that there may now be an opportunity for a fresh approach, led by Northern Powerhouse Minister and Goole MP Andrew Percy and supported by Martin Vickers and Melanie Onn. "I sense that common ground is appearing and that the South Bank is making progress and is happy to be part of the Northern Powerhouse and the Energy Estuary," Dr Kelly said.

Cllr Waltham also highlighted some of the other challenges facing North Lincolnshire Council, such as the cost of social care, and the uncertainty



The Chair of the Chamber's North Lincolnshire Area Council Rob Bradley (left) with Cllr Waltham and the Chamber's Northern Lincolnshire Manager Anne Tate.

surrounding Brexit. He said: "There is lots of farmland in Lincolnshire and we are expecting much less cash in the form of subsidies.

"There is also £13-million for flood defences and there are 60 acres of business enterprise land, for which they are now seeing enquiries, thanks to £2-million for the Northern Powerhouse from the Regional Growth Fund.

Cllr Waltham also highlighted the challenges faced in regenerating town centres and said he wants to deregulate as much as possible and

provide free car parks and markets. The Council had also launched a £800,000 investment for a new market in Ashby and noted that there may also be a new one in Scunthorpe later.

He said the Council needs to manage the transfer of business rates and the Government will be the principal funder for regeneration, so there is a need to be clearer about what is required. He said they need to be financially competitive on business rates, especially in the case of heavy industries like the resurgent British Steel plant.

Putting the International 'Power' into Northern Powerhouse

International trade saw the biggest turn-around in fortunes in the first quarter of 2017 with both sales and orders showing improvements.

The number of companies reporting an increase in international sales jumped 29% over the last quarter which in turn saw the balance figure jump from -5 in quarter four of 2016, to 38 points this time around, a change of 43 points.

Similarly, firms reporting a rise in international orders jumped by a third, with the balance figure showing a change of 33 points compared to the last quarter.

Home sales also performed strongly in the first quarter, with the balance figure rising by 10 points to 14, while Home Orders fell back slightly, with the number of firms reporting an increase in orders dropping by five points. However, the balance figure only fell by two points.

There was also encouraging news on the employment front, with 29 per cent of firms reporting an increase in their workforce over the last three months, up 16% on the last quarter, with the balance figure for this sector rising by 12 points.

The number of firms planning to increase their staffing levels over the next three months was also up, rising by 8%, with the balance figure rising by 10 points to 18.

More firms have recruited staff in the last three months too, however there were fewer permanent positions on offer and slightly fewer full time roles. The survey also showed a rise in part-time temporary jobs.

Pointing to the well-documented skills shortage in the Humber, there was an increase in the number of firms reporting difficulties in recruiting suitable staff this quarter.

Cashflow in the last three months seems to have held its ground, with the balance figure improving by just two points compared to the previous quarter.

There was a drop in the number of firms planning to invest in new plant, machinery, or equipment, with the balance figure dropping five points to -20. However, there was more positive news on the training front, with more firms planning to invest in staff training (up 6 points) which saw the balance figure recover strongly from negative territory in the last survey at -17 to 5 points this time around, a swing of 23 points.

Looking at the year ahead, 12% more firms are expecting their turnover to increase and there was a similar rise in the number of firms who expected to see a rise in their profits in the next 12 months.

There was a slight increase (4%) in firms reporting that they are working at full capacity, while there appears to be good news on the prices front, with a stable picture.

Raw material costs and pay settlements were causing the greatest pressure on prices, while business rates and competition were the main focus of external concerns, with inflation and exchange rates also proving to be a concern to businesses in our region.

Access to finance was slightly easier this time around, although there was a slight increase in the number of companies highlighting concerns about the cost of other overheads.

Commenting on the report, Chamber Chief Executive Dr Ian Kelly said: "Businesses in the Humber are determined to use the benefits of offshore renewables growth and Hull City of Culture 2017 to make the Humber the 'power' in the Northern Powerhouse.

"So it is pleasing to see international trade making good progress in the Humber in the first quarter of 2017, as businesses simply get on with what they do best.

"The domestic market is a little quieter, but with recruitment performing well, and turnover and profit expectations adopting a positive stance, 2017 has got off to a solid start.

"We hope the local economy's good progress in Q1 continues in the coming months as we face up to a General Election and helps to create more jobs and prosperity in the Humber".



The girls of Hull Ionians.

New Facilities will Support Expansion at Hull Ionians

The region's premier rugby union club is looking forward to unveiling new facilities next season as it prepares to embark on a third successive campaign in the third tier of the English game.

Hull Ionians closed the 2016-17 season with success on and off the pitch. The first team preserved their status in National One, and the club's management team secured planning permission for new floodlights at the Brantingham Park ground in Elloughton.

Work will start during the summer on installing the new lights, which will significantly increase player training capacity. They will also support development of the Hull Ionians WAGS, which is expanding after designation of the club as an East Yorkshire focus club for women's and girls' rugby.

Club official John Doris said the improvements are

being funded with money from Sport England and from East Riding of Yorkshire Council. The club is currently looking into other sources of revenue to fund improvements to the changing facilities and the club house.

John said: "The improved floodlights will enable the club to support the growth it is experiencing, particularly in the mini junior section, with the possibility of a midweek competition during the season."

The club operates four adult teams and 10 mini junior teams and is working to develop the WAG section with a ladies' team and additional teams

at under 11, under 13, under 15 and under 18.

David Reid, manager of the women's and girls' section, said: "Now that we have become a focus club we want to build on the nucleus that we have created. By the end of next season we want to be running women's and girls' teams at all ages. We are already talking to significant businesses about exciting sponsorship opportunities and we would like to hear from more people."

Anyone interested in sponsoring the women's and girls' section can contact David on **07968 730072**.

"The improved floodlights will enable the club to support the growth it is experiencing, particularly in the mini junior section, with the possibility of a midweek competition during the season."



Consolidation is the Key to Improving Productivity

The world is changing, we are all expected to keep track of a whole lot more information than ever before.

Note that I didn't say memorise.

Instead of remembering all the information necessary to do our jobs and keep our lives on track, we leave it to apps and systems to do the remembering for us. All we have to do is remember where we put which piece of information.

As we all know from the hours we spend throughout our lives searching for our keys, this isn't the easiest thing in the world.

To make this even more difficult for ourselves, we tend to silo information in different places, because some new tool or app or gadget is really good at storing the one type of data, but can't store another, so then we have to get another app.

There are so many tools out there, just waiting to help us organise one aspect of our lives, that we are always in danger of becoming overwhelmed by them.

When you boil it down, we all forget to do things from time to time, but now we are forcing ourselves to have to hunt in more and more places to figure out exactly what it is we're supposed to be doing.

And then we wonder why productivity—that business buzzword—is falling.

The solution to this, in my mind, is simple: consolidation.

Instead of having all your tasks divided up between your flashy, trendy apps, find a product that will allow you to keep the majority of your business data in one central location.

Don't get me wrong, you'll never find a system that will do everything, but by finding something that will store 80% of your data and 90% of your processes, you'll end up with a much more organised and streamlined team.

For example, we use OpenCRM to manage just about every single thing that our business does: sales process, project management, technical support, HR, marketing campaigns, etc. But there are things that it doesn't do: it's not a phone system, it isn't an internal chat product, and you can't screenshare directly from it.

That's not really a problem though, because it covers about 80% of our business processes. I then spent about six years finding a product to manage all of our communications and screensharing, bringing us to around 90% of my team's daily activity being covered by two systems.

The other 10% of our tasks are managed in dedicated products that are individual to their job role, i.e. accounting software, programs for writing code, etc. But even so, the specificity of these systems mean that most people only have between three and four places to look for the information they need.

This means that, if one of our developers needs to find a piece of information about one of their projects, they've really only got two possible places to look: our CRM system and our internal messaging app. If it isn't there, they know that it has to be in the code itself.

When you think that this information could instead be split across specialised task, project, contact, or document management tools, in addition to an internal messaging system and email, having three places sounds like a win to me.

Yes our world is more complex now and yes this means that we all have to be masters of a variety of tools, but there's no reason to make our lives more difficult by silo-ing information into half a dozen systems.

To talk to a member of the OpenCRM team about how CRM software can benefit your brand, just call **01748 473000** or visit the website: **www.opencrm.co.uk**.



Graham Anderson, is the CEO and founder of OpenCRM, one of the UK's leading customer relationship management systems

open CRM

WORLD RENOWNED COACH HELPS HULL BUSINESSES

Announcing Global Coach of the Year Pam Featherstone's new coaching programme guaranteed to deliver amazing results to your business...

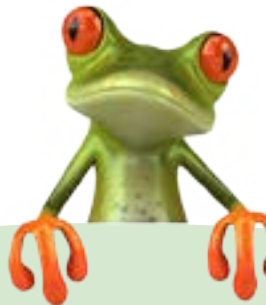
Our Business Strategy Day is designed to help guide you through the business planning process more simply, effectively and effortlessly than ever before.

In addition to the Business Strategy Day we are also offering complimentary 1-2-1 Business Strategy Sessions to get you started before the event.

To book your complimentary session with the #1 Global Coach of the Year for Planning & Strategy, Pam Featherstone, please contact us today.



tel: 0800 368 8671
mob: 07540 888016
email: pam@ibusinesscoach.co.uk
web: ibusinesscoach.co.uk



Still trying to 'do it all' for your business?

Here's one problem ticked off your 'to-do' list...

Get your books in order and your business moving forward with flexible and affordable bookkeeping to suit your needs.

Trying to find a good Bookkeeper is like trying to find a prince - You have to kiss a few frogs first!

To avoid kissing another frog please contact us on **01482 210876** or admin@turpinbookkeeping.co.uk

www.turpinbookkeeping.co.uk



Business Direct Utilities

BDU Ltd are an independent energy consultancy catering for all sizes of businesses from sole traders to PLC's offering a one stop shop approach to energy management.

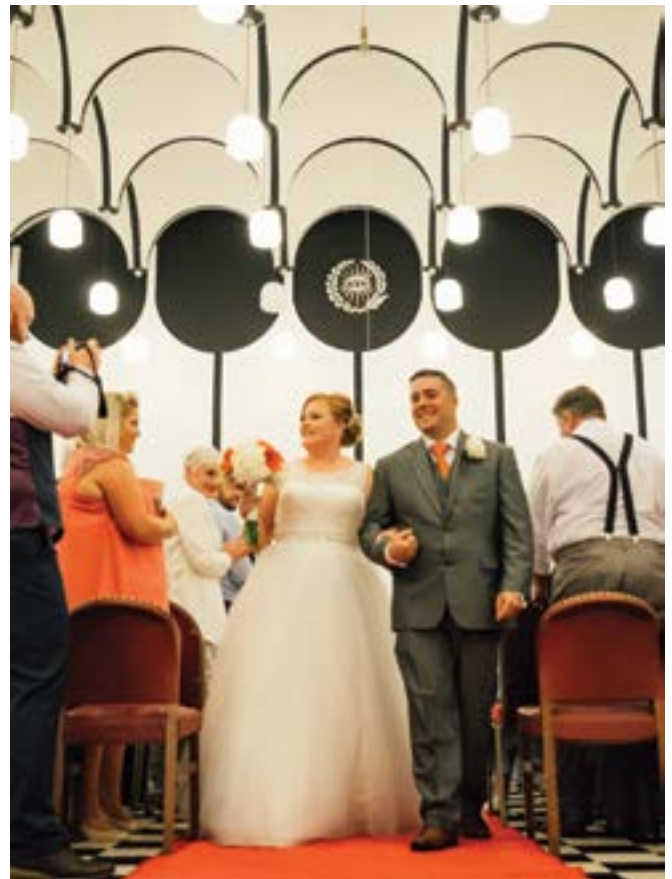
We always procure the most competitive prices & agreements to suit our clients' individuality, thus creating an extremely high level of customer retention.

Cutting costs does not mean cutting corners, our loyalty is always with our clients providing them with the quality of service their clients expect of them.



Tel: **01964 529084**
Email: sales@bdu.uk.com
Web: www.bdu.uk.com





Much more than a venue...

The Pelham Suite has always been Grimsby's best kept secret but we thought it was finally time to open our doors and let you all in to our unique venue. We can cater for any occasion making your event uniquely yours.

Hidden away down Cambridge Road, Grimsby, The Pelham Suite, is the perfect hospitality venue for celebrating an occasion or for a conferencing facility.

We understand that finding the perfect venue is extremely important and have a number of packages available to suit all occasions.

Conference Package

With a selection of meeting rooms and space, The Pelham Suite is the ideal venue for all your training needs, from room hire only to full day conference packages.

Our venue can accommodate all size of meetings, from small groups up to larger meetings, which can be up to 150 people.

All our conference packages come with complimentary carparking and unlimited WIFI making it an ideal choice for all your corporate events.

The packages available can be tailor-made to suit your needs with many extras available including a projector and screen, flipchart, full sound

system with microphone and a fully incorporated loop system. Drinks and food packages are also available, helping bring your conference to life.

Celebration Package

Whether celebrating an anniversary, birthday or wedding, The Pelham Suite is the perfect venue.

We understand that a celebration is extremely important. The team will work with you to make sure you are looked after to the highest standards, allowing you to concentrate on your guests and your own enjoyment.

Booking a celebration at The Pelham Suite entitles you to a dedicated event organiser, solo use of the venue, a fully licensed bar, WIFI, free car parking and disabled access.

We have a variety of food packages available, from a three course sit down meal to a buffet style. Our team will work with you to meet your individual requirements.

We understand every celebration is different and we have many extras that can be added to make

your event unique to you. The extras can come in all sorts of shapes and sizes from chair covers and sashes, table decorations and centre pieces.

Meet the Team

Our team boast over twenty years' catering and hospitality experience. We are keen to help meet your individual requirements as we understand choosing the right venue is extremely important on your special occasion.

If you require any more information on any of our packages then don't hesitate to contact Alison, Lydia or Reece on **(01472) 871431** or email, **info@pelhamsuite.co.uk**.





THE PELHAM SUITE

Conference package

- Room hire and delegate price available
- Meetings rooms catering up to **150** people
- Complimentary car parking
- Free WIFI
- Projector and screen available
- Fully incorporated loop system

Celebration package

- £250 Room hire, which includes
- Dedicated event organiser
- Solo use of the venue
- Free parking for all guests
- Disabled access
- Wifi

The Pelham Suite,
Cambridge Road, Grimsby
Telephone: **01472871431**
Email: **info@pelhamsuite.co.uk**
www.pelhamsuite.com

  @pelhamsuite



Hello world!

Export with Confidence

We work with small business owners to enable them to grow their business into overseas markets. We focus on sustainable long term growth helping businesses to thrive internationally.

Book an appointment to speak to our expert
Call Jennifer Robson AMIEx on: +44 020 323 99 414
or email: Jennifer@routesandbranches.com

Routes & Branches

Achieving your overseas business goals

www.routesandbranches.com

 routesandbranchesjen
 routesandbranch



Pictured from left to right: HBP Systems' Charity Committee members, Josh Ashton, Shadeen Warner-Bell, Farrah Twigg, Niki Smith.

Humber IT Provider Forms Charity Committee to Meet £10,000 Fundraising Goal

IT service provider and accounting software specialist HBP Systems have recently announced they intend to raise a total of £10,000 for local charities over the coming years.

As part of their new vision to be within the top 100 SMEs to work for in the UK, HBP Systems, who are based in Hull and Scunthorpe, have initiated the formation of a brand new Charity Committee, run by employees, with the intention of organising and carrying out fundraising for local causes.

HBP will be donating a large portion of the money raised in their efforts to Dove House Hospice in Hull, who provide essential care and life-improving support for people suffering with terminal illnesses.

The company chose to sponsor Dove house after Finance Manager, Niki Smith was personally supported when her Grandfather was cared for by the charity during his final weeks. Dove House made Niki's Grandfather comfortable and allowed the family to spend the time together as a whole.

Niki said "I'm so pleased to be able to support a local charity that has made such a difference to so many families across Hull. The work they do is so important and we've been given a great opportunity to help them."

HBP Systems' directors have pledged to match any amount raised by the charity committee, or that raised by any of their employees, as part of their vision to support employees and excel as an employer.

The company are also intending to donate some of the money raised from their efforts to the Sick Children's Trust who specialise in caring for the families of seriously unwell children by providing free accommodation near to their children and emotional and practical support during that time.

This decision to sponsor the charity came after HBP Systems employee Jonny Pearson was supported by The Sick Children's Trust when his twins Olivia and Jacob were born prematurely and had to be hospitalised for 3-4 months. The charity provided Jonny and his wife with accommodation close to the hospital so they could be near the children while they were sick.

Jonny Pearson said: "You don't realise how amazing a charity like this is until you go through something like we did. The Sick Children's Trust meant we could always be close to Olivia and Jake and we could be with them on the road to recovery. We had a rollercoaster three months and couldn't imagine what we would have done without somewhere to stay."

HBP Software Implementations Consultant, Shadeen Warner-Bell chairs HBP's charity committee, which comprises of three other members of staff: Niki Smith, Joshua Ashton, and Farrah Twigg.

But the HBP Charity Committee's role extends far beyond raising money for charities, as Committee chair Shadeen Warner Bell explains: "We're not just working to raise money for the charities we

selected, we're also very much focussing on the wellbeing of HBP Systems staff and we're trying to incorporate that into our charity work by hosting events that involve staff participation and support to help us raise those funds."

She went on to say: "We're very excited about the future of the Committee. We've got a fantastic team together and the response to the fundraising has been great so far."

The charity committee will aim to reach their £10,000 goal through a variety of different fundraising initiatives, the first of which was a valentine's raffle, where the winning ticket was awarded a romantic meal for two at a restaurant of their choice.

Plans are already in action for the next major fundraising event to be held in the summer.

HBP Systems MD, Joanne Dixon said: "Raising money for charity is very important to all of us here at HBP, but we wanted to give our team the opportunity to call the shots. If employees get to choose who we raise money for and come up with their own ideas as to how we go about it, this will create high levels of engagement and innovation."

She added: "Setting up a charity committee has other benefits too, including developing its member's teamwork and organisational skills. All have joined on a purely voluntary basis and have a genuine passion for helping other people. I am enormously proud of them."

Take Cover



By Joe Sanders, Chartered Financial Planner, Informed Financial Planning, and a Member of Hull & Humber Chamber.

Organisations insure their physical assets. But it's surprising how many haven't thought about key person insurance. The loss of a senior employee, director or shareholder could have just as big an impact on the business as fraud, vandalism, fire or theft.

Business protection insurance is there to safeguard the business against the effects of the loss of a key person. If someone dies or has a serious illness or accident, there will be an undoubted impact on profits and day to day trading. And, in addition, the organisation might not be able to repay a business loan.

Companies owned by their managers or family businesses need to consider:

- Who will take control if the unexpected happens?
- What are the effects on cash flow, creditors, employees, customers and business relationships?

Organisations insure their physical assets. But it's surprising how many haven't thought about key person insurance.

A key person protection scheme must be flexible because people leave and change roles, businesses grow and the key person's value may increase over time. It is worth thinking carefully about who these people are; it might not always be the business owners. In a business-to-business context, consider the sales manager, who has vital relationships with customers. For a restaurant, it might be the chef; for a creative agency it might be a web designer.

Partnerships

In a shareholder or partnership arrangement, the aim is to protect the owners of the business and their families in the event of death or illness of another shareholder or partner. The current owners will want to keep control of the organisation to avoid it passing to the spouse or children who may have no experience. This is done by allowing the remaining owners to buy the shares of the party who has died or can no longer work. This provision will be set up with a discretionary business trust.

Equally, the policy is there to ensure the spouse or children inherit the value of the shares from the deceased partner.

Protecting loans

It is a condition of many loans that directors protect their borrowing liabilities for themselves and key employees. And that is particularly important for guarantors as a default could have a massive impact on a family's home and finances.

Set up

Key person cover is set up by the company and generally it owns the policy and receives the benefits, not the employee or director. It might be possible to claim tax relief on the premiums if the company can show they are a trading expense.

A specialist adviser can recommend the right policy for an individual business and make sure it is structured correctly for tax purposes.

In one example, we set up an insurance policy for a business to cover the cost of recruiting and replacing a partner if one of them died or had a serious illness. Just three months later that is exactly what happened and £300,000 was paid out, which was vital to the continued health of the business.



Picture shows members of the Cerebral Palsy Society with Staci Liversedge (third from left) of Bridge McFarland.

Bridge McFarland Helps Charity Mark 60th Anniversary

A charity formed in Hull 60 years ago has marked its diamond anniversary with the launch of a new website as it works to raise its profile among supporters and service users.

The Hull and District Cerebral Palsy Society has been supported by leading regional law firm Bridge McFarland in building the new site, which reflects the experience of the Society in helping families living with cerebral palsy.

The Society was launched in April 1957 and is run completely by volunteers. Its mission is to provide support and friendship for people who have cerebral palsy and their families in Hull and the surrounding area. It is open to all people who have cerebral palsy, regardless of their age and ability.

Staci Liversedge from Bridge McFarland, who specialises in helping families with disabled children, said: "The new website is a real breakthrough for the Society. It sets out some of the causes and symptoms of cerebral palsy, what sort of support is available and what the Society is doing to help people. As a law firm which has great experience and expertise in the medical field we feel it is important to help the Society raise its profile and enable more people to benefit from its services."

Tracy Pearce, chair of the Hull and District Cerebral Palsy Society, said: "The Society has developed considerably over the years, not just in numbers but in what we offer our members. Lifelong friendships have developed and support gained from membership includes grants for essential equipment, day trips, use of our specially adapted holiday home, advice and support, social events, hiring the society's minibus and many other benefits."

For further information on how to become a member or how the Society can support you then please contact Tracy on 01482 564893 or visit the website at www.cerebralpalsyhull.org.uk



Green Technologies Provides Glimpse of the Future

They are the technologies that are providing remarkable opportunities for business interested in investing in the green revolution.

Over recent years, the country has been developing an expertise in renewable technologies which create energy without the pollutants associated with fossil fuel.

Many of the workers who once worked in more traditional areas have turned their hand to new challenges. For instance, men and women skilled in the engineering industry have been able to turn those skills to solving the problems that accompany wind turbine technology and industrial chemists are coming up with new ways to reduce waste and generate 'green' power.

Technologies include:

Wind: The first renewable technology to really become in vogue, wind power is now moving onto the next stages in its development. Around this area can be found examples of companies

supporting the work to press ahead with ever more efficient wind farms.

Tidal power: Sometimes also called tidal energy, converts wave power into electricity and has been developing in this country since the mid to late 1960s.

However, it is only in recent years that the technology has started to attract more attention and, although not yet seen as a major source of energy, there are more and more projects under way.

Solar: Generating power from the Sun is gathering pace as a popular renewable technology. It's

a genuine 'sunrise industry'. Based on the idea that the power of the Sun can be captured and transformed into electricity, solar power can operate on a large scale with huge panels or on a very small scale with ones that can fit on a house roof and heat the domestic water supply.

The Hydrogen Economy: Work is under way to develop hydrogen as an energy source, taking advantage of the large amount of hydrogen already produced as part of chemical processes. The theory goes that, used properly, hydrogen can be an immensely useful power source which produces only water as a by-product. Much research is under way to not only work out the best methods of harnessing the hydrogen but also to store it in fuel cells.

Biofuels: The race to invent vehicle fuels that do not produce pollutants is what has created the biofuels industry. Biofuel is made from the likes of vegetable oils and wheat and is low on pollutants, which is seen as crucial because car exhausts are a major source of greenhouse gases.

Anaerobic digestion/biomass: Some companies are investigating ways of turning organic materials into energy. For instance, anaerobic digestion (AD), which uses bacteria to break down waste to produce 'biogas', which can be used to generate energy. Its advantage is that the use of bugs means it is a natural process which lends itself as easily to back-yard concerns as it does to



industrial-scale operators. In the UK, more and more AD plants are being created and the same is true for biomass, where power stations generate power by burning waste wood and the likes of specially grown willow trees.

Waste minimisation: in addition to finding new ways of generating energy, many companies are experts in the reduction of waste and can advise on ways of making businesses more energy-efficient.



Industrial Paint Supplies (Hull) Ltd.

Part of the **New Guard Coatings Group**

**Find Us At:
Industrial Paint Supplies (Hull) Ltd.
48 Lincoln Street, Hull, HU2 0PB**

- Fast, free delivery service via our own vehicles
- In-house technical support
- Large stock holding
- In-house tinting facilities
- NACE level 3 inspection

www.ipshull.co.uk
sales@ipshull.co.uk
01482 321154



3sun Group's Unique Multiple Work Scopes Puts it Ahead of Competitors

Highly-skilled technicians from leading turbine engineering supplier 3sun Group deliver its wide portfolio of onshore and offshore wind services across the UK and internationally.

The group, which has a satellite-base in Hull, is specialist in turbine support lifecycle, pre-load out inspection, assembly, installation, operations and maintenance and inspection, as well as training by its 3sun Academy team.

A recruitment drive has taken on more than 100 new technicians since February to service £6m of new and existing projects, and its recruiting team is still busy seeking new personnel for multiple projects, adding to its more than 400 employees

Industry pioneer Willie Dawson, founder of Dawson Energy, 3sun Group's largest and growing division and one of the industry's first movers, has just joined the board as Business Development Director.

3sun Group's uniqueness was in its breadth of expertise, which added 'arms and legs' to its core body of technician supply work and put the company ahead of increasing competition, Mr Dawson said.



Service packages can be designed to suit any installation project or maintenance campaign. 3sun Group's award-winning Certificate Management System has brought huge efficiencies to its clients.

"We can offer a much broader package, handling all aspects of work. 3sun Inspection services are a leading industry player and we also have the facility to train our customers' staff

as well as our own employees through 3sun Academy."

Two of its current projects, Rampion and Galloper offshore wind farms, illustrate the group's multiple scope of services.

"On Rampion, we are supplying three or four scopes of work, including offshore installation, bolt tensioning on the transition pieces and inspection services. Meanwhile, for Galloper Offshore Wind Farm, we are completing pre-assembly at Siemens' base, a part of our offer we are not doing on Rampion."

3sun Group, which celebrates its 10th anniversary this year, prides itself on maximising site safety, turbine generation and asset integrity. Listening to and understanding client needs, efficient logistics and its highly-trained OEM resource pool ensures best value innovative engineering support.



**The expertise behind servicing
the world's energy industry**

01493 666266

- 

One of the UK's leading installation service providers with experience on over 100 wind farms totalling 4,000 turbines
- 

Experienced maintenance contractor with a track record in servicing, retrofits and major component changeouts
- 

Award-winning statutory inspection company working on over 70% of the UK's offshore wind capacity
- 

East Anglia's leading ECITB, IRATA and GWO accredited training academy, delivering practical training solutions
- 

Specialist provider of hydraulic, control and instrumentation products and services to the international oil and gas sector




www.3sungroup.com Great Yarmouth | Hull | Esbjerg | Aberdeenshire



Environmental Strategies Ltd (ESL) – Helping You Meet the Standard

ISO 14001, the international standard for environmental management, was updated in 2015.

All companies certified to ISO 14001, have until September 2018 to make sure their environmental management system (EMS) meets the requirements, otherwise their certificate becomes invalid.

There are some key amendments:

1. A greater role for business leaders in the new Standard will emphasise the need for managers to champion the EMS and integrate it into the company strategy. Whilst day-to-day management can still be delegated, leaders are ultimately accountable
2. Organisations need to understand their broader operating context. Historically, an EMS managed the impacts the company has

on the environment. In the new Standard, the EMS needs to take into account the impact the environment can have on the company e.g. a severe weather event, and understand how political, economic or technological issues could impact

3. The company needs to adopt a 'lifecycle perspective' when considering the environmental impacts of its product or service. Traditionally, an EMS managed the impacts in the manufacturing process or service delivery. Now organisations need to look into their supply chain to identify key environmental impacts and forward to the end use or disposal of their product
4. The focus of the new Standard is on managing the risks posed to and from the environment and what opportunities interactions with the environment may present.

ESL has been helping organisations with ISO 14001 for 19 years and are well-equipped to assist businesses of all sizes to meet the new requirements.

A note on Brexit – it is business as usual as far as environmental responsibilities are concerned. Organisations should continue to meet their UK and EU legal requirements as normal. We offer a legal update service should any companies be unsure as to what their obligations are.

Environmental Strategies Ltd have opened a new office in Selby, in a shared building with the Selby Times. Tel: **01977 663284**

Contact details:

Hull office **01482 841164**
Email: **info@esltd.co.uk**
www.esltd.co.uk – "Contact Us Form"
@ESL_Environment on twitter





Wind Farm Looks to the Future

One of the biggest challenges facing the wind energy sector when it emerged two decades ago was the need to develop the next generation of skilled technicians and engineers required to assure itself of a sustainable future.

There was much talk of men and women switching from more established sectors to wind energy but those overseeing the development of the fledgling industry knew that in time it would have to bring through its own talent as well.

One of the largest renewable energy projects on the east coast is doing just that with an apprenticeship programme that is training and developing nine young people from the area.

Located 8km off the East Yorkshire coast, just north of the mouth of the river Humber, the Humber Gateway Wind Farm developed by energy company E.ON comprises of 73 turbines and has an installed capacity of up to 219MW.

After considering a number of alternative sites the company selected Humber Gateway because of its high winds and good connection into the National Grid. Now operational, the wind farm is capable of generating enough electricity to power up to 170,000 UK homes, more than one and a half times the number of homes in Hull.

Overseeing the operation is Operations Manager Jon Beresford, whose early career was spent working on conventional coal-fired power stations before he moved to renewables 15 years ago.

He is proud of the apprenticeship programme that has seen four apprentices already progress to work

on site, travelling out to the turbines in their role as wind farm technicians, with a further five currently studying for their NVQs.

E.ON linked up with training specialists HETA to develop the programme and is encouraging the apprentices not just to achieve NVQs but to go on to take qualifications that are higher than the required industry standard.

Jon said "One of our big priorities when we started the project was to employ local people and, although 47 of our 50 employees are from the area, it can be a struggle to find people with the right skills.

"We wanted to take on apprentices because we realised that we could not keep taking technicians and engineers from other industries then upskilling them, rather that we needed to develop our own talent.

"The wind energy sector is developing rapidly and needs to provide its own talent to allow companies like ours to expand.

"The scheme with HETA allows us to bring on the next generation of workers with the skills we require.

"Four of our apprentices are already working as wind farm technicians and travelling out to the site on a regular basis and they have done really well.

"A further five are currently studying for their qualifications and will be taking a similar route. Our hope is that our apprentices can go on to become supervisors and other senior staff.

"We are also pleased to have two female

apprentices on board. This is still a male-dominated industry but we are working hard to increase diversity and our female apprentices are among the best performing."

The wind farm itself is also performing well, the offshore turbines connecting effectively with significant infrastructure on land, following major investment by the energy company.

The connection happens through onshore and offshore cables linked to substations which feed into the National Grid. The offshore cables bring ashore the electricity where it joins onshore cables that run underground for approximately 30km from Easington to Salt End. Two substations, one onshore and one offshore, are needed for the electricity that is generated by the 73 wind turbines then distributed throughout the UK.

The total area of the site is approximately 24.8 square kilometres and its northern boundary runs parallel to existing pipelines that run into Easington. The farm became fully operational with all 73 turbines generating two months ahead of schedule in 2015. It generated electricity for the first time in February 2015 and the final turbine was installed in April 2015.

Jon said: "The wind farm is performing exceptionally well. When something like this opens, you expect it to take two or three years to reach full capacity but right from the beginning it performed well.

"Today, the wind farm is performing extremely well and is exceeding all the expectations that we had for it."

Energising the community

e.on

Since autumn 2016, our Humber Gateway Community Fund has helped support local community groups with the aim of making a positive difference to people living in the surrounding area of the wind farm. To date the fund has focused on supporting energy and education for young people. Initial projects include funding equipment for Twist and Flip Gymnastics Academy in Grimsby, providing coaching qualifications for 28 young community sports leaders at Oasis Academy in Wintringham, and funding Zebedeem which supports young people with special educational needs.



Science education has also been a key focus and initial volunteer work at New Waltham School led to our team at E.ON Humber Gateway forming a partnership with science education company, LabRascals. Together we now deliver Renewable Energy Workshops to Key Stage 2 children, which has reached over 450 young people. We've also funded after-school general science clubs in north-east Lincolnshire. Since starting, these schemes have provided educational science activities to over 720 local children over the 12 week period.

Three of our colleagues from the Humber Gateway team are now working towards becoming Science, Technology, Engineering and Maths (STEM) Ambassadors, which will enable them to enhance the teaching and learning of STEM subjects by sharing their own interest, skills and experiences.

The largest project we've been involved in is the Green Power Education Trust which works to advance education in sustainable engineering and technology to young people. The project engages young people, guided by their teachers and an industry mentor, such as the volunteers from E.ON Humber Gateway, in designing, building and then racing an electric car, to develop young people's interest in engineering. Through the Green Power project, we've worked with four local schools throughout the 2016/17 school term. Claire Swannick, Logistics Coordinator at Humber Gateway Offshore Wind Farm said: "We've been astounded by the level of competency amongst the children we've worked with on this project. By Key Stage 3, many children have dismissed science and engineering careers but the Green Power project has been a fun way for us to encourage young peoples' interest in engineering. Not only does the project provide practical opportunities for the next generation of engineers, but it's also given us the chance to engage students' interest in the renewables industry."

We hope to continue to support the Green Power project and encourage more primary and secondary schools from the Lincolnshire area to take part. The next race day is due to take part at the KCOM Stadium in Hull on the 16 July when our team will be supporting students from Humberston Cloverfields Academy, Healing Science Academy and New Waltham Academy. "This has been an inspirational project," added Claire, "the teamwork, problem solving and project planning skills the children will gain through this experience are exceptionally valuable for their future employability."

The Humber Gateway Offshore Wind Farm, which was completed in 2015, employs 49 people in full time roles, including 4 local apprentices. The 219MW site is located 8km off the Holderness coast and provides enough electricity to power around 170,000 homes, equivalent to around one and half times the size of Hull.



Paul and Sam Beatty of Beauty at the Gate, Winners of the GCW Small Business Award



I-r Mark Carlton sponsor, Steven Bennett, Winner, Partner Charlotte Hay Winner of the Wilkin Chapman Business Person of the Year Award



Cat Tech International, Winners of the Barclays International Trade Award



Qualiluminar, Winners of the Bridge McFarland New Business Award



Cllr Ray Oxby, Sponsor and Paul Walmsley, MD of Central Insulations, Winners of the North East Lincolnshire Business Development Award



Youth Engineering Services – Tim Strawson, with Cllr John Briggs – Sponsor, Winner of the North Lincolnshire Business Investment Award

The 2017 Northern Lincolnshire Business Awards with This Year's Theme of Phantom of the Opera

The 2017 Northern Lincolnshire Business Awards with this year's theme of Phantom of the Opera, were held at fabulous North Lincolnshire venue The Baths Hall, Scunthorpe on Friday 19th May, hosted by Helen Fospero of The One Show and in front of a packed house.

Congratulations to the 13 Winners announced on the night and to the 22 Runners-Up.

The Hull and Humber Chamber is proud to have showcased the best in our Northern Lincolnshire region and wish all the recognised businesses continued success and growth. We thank all sponsors, particularly Headline sponsors Phillips 66 and Grimsby & Scunthorpe Telegraph for coverage of the entire event. We also wish to thank Grimsby Institute for all their support and

the involvement of their performing arts students throughout the evening. Thanks also to North Lindsey College for their student presence in the pre-Dinner foyer entertainment. Thanks also go to ONGO, Handelsbanken, Estuary TV and Marshall BMW our Patron Sponsors. A final thank you to all suppliers – Chamber members – who were brilliant! Particular thanks go to Steve Ryan and the team at Savilles AV, Simon Baxter of Juice Media and Chris Waud of goPhoto. Finally, the Dinner this year was designed and overseen by



I-r Phil Ascough – Chamber President, Rob Walsh, CE of NELC, Ian Kelly, Chamber CE

Chamber member and Great British Chef winner Colin McGurran of Winterringham Fields. Great job Colin!



4Matic Design and Manufacture Ltd – winners of the Grimsby Institute Training Excellence Award



Central Insulations, Winners of the ABP Business Growth Award



First Media, Winners of the HBP Systems Innovation Award



Tony Ford of North Lincs Tyres – winners of the DFDS Excellence in the Community Award



GS Kelsey, Winners of the Forrester Boyd Business of Excellence Award



Stephen Norton with Daughter Tracie, winner of the Grimsby & Scunthorpe Lifetime Achievement Award

AWARD CATEGORY	WINNER	RUNNER-UP	RUNNER-UP
The Grimsby Carpet Warehouse Small Business Award	Beauty at the Gate	Tilletts Clothing	Root2 Recruitment Ltd
The ABP Business Growth Award	Central Insulations Ltd	IMS Flooring Ltd T/A Grimsby Carpet Warehouse (GCW) & Carpet Runners UK	Flixborough Eco Technologies Ltd
The Wilkin Chapman Grange Business Person of the Year Award	Steven Bennett - Oaklands Hall Hotel	Myles Shaw – IMS Flooring Ltd T/A Grimsby Carpet Warehouse (GCW) & Carpet Runners UK T/A	Jo Smedley – Red Herring Games Ltd
The Barclays International Trade Award	CAT TECH International Ltd	S D Ramsden & Company Limited trading as Ramsden International	4Matic Design and Manufacture Ltd
The Bridge McFarland New Business Award	Quililuminar Ltd	Liz Drury Voiceovers	Pink Jacket Marketing
Franklin College Young Entrepreneur of the Year Award	Liam O’Leary - Laser Red (Trading name of De Fontenay Ltd)	Lewis Parry – Abbys Wine Bar & Bistro Ltd	Ben Charlesworth-Browne – Alan Browne (Lincolnshire) Ltd
The North East Lincolnshire Business Development Award	Central Insulations Ltd	Lacey Manor Golf Resort	PME Power Systems Group Ltd
The North Lincolnshire Business Investment Award	Young Engineering Scunthorpe Ltd	Moulded Fibre Products Ltd	GS Kelsey Construction Ltd
The Grimsby Institute Training Excellence Award	4Matic Design and Manufacture Ltd	Reilyn Limited T/A Driver Hire Grimsby and Scunthorpe	John E Haiith Ltd
The DFDS Excellence in Community Relations Award	Young’s Seafood Ltd	ONGO	Youth Engineering Scunthorpe Ltd
The HBP Systems Innovation Award	North Lincs Tyres	ID Architecture	Root2 Recruitment Ltd
Forrester Boyd Business of Excellence Award	GS Kelsey Construction Ltd		
Grimsby & Scunthorpe Telegraph Lifetime Achievement Award	Steve Norton		

Photography - Chris Waud of goPhoto



Asset and Commercial Finance Brokerage Helps Inject Over £5 Million into the Local Economy...

Kingston Capital Finance has just celebrated its second birthday. From humble beginnings over the past two years, by building strong relationships with local businesses, understanding them and finding the best finance solution for each business. Profits have tripled from year one to year two; hugely exceeding expectations.

"We're delighted that our passion for helping businesses to grow and thrive, by providing great service and sharing our knowledge, is being achieved and that the business is on the right path to continued success, as we enter our third year of trading." MD Rob Partridge

Kingston Capital Finance is strengthening day by day. Remarkably, since its inception in February 2015, over £5 million has been injected into the local economy, by helping businesses of all sizes to secure funding for their latest project or purchase. Finance has been secured for assets purchases ranging from accounting software, office refurbishments to HGV vehicles. As well as asset finance, Kingston Capital has also helped businesses to improve their cash flow with invoice finance, commercial loans and even development property finance.

Every business needs money but where do they get it from? Who has the best deal? And how do they achieve it? That's the challenge for businesses today. As a commercial finance brokerage with a large and varied panel of lenders, Kingston Capital Finance can help to ensure that the best deal is found for your particular business requirements. Get in touch to talk about your businesses and look at the funding options available to you, both on and off the high street.

Service-Knowledge-Value

www.kcfinance.co.uk



Tyre Business Accelerates Growth Through APM Apprenticeship

A Yorkshire-based tyre business is taking the fast lane to expansion through an exciting apprenticeship partnership with a leading employment and skills provider.

Carnaby Tyres has linked-up with APM, a local provider of managed recruitment and workforce development solutions, including apprenticeships and work-based learning.

The move has led to the company hiring a young apprentice, as it seeks to expand its operation.

Owner of Carnaby Tyres, Gordon Ridley, said: "I met APM to talk through my requirements and explain the kind of person I was looking for.

"APM really quickly produced a local candidate, who is turning out to be an excellent apprentice and has settled in to the company really well."

APM operates across the Yorkshire Region, providing a range of tailored services that ensure added-value for a network of employers that spans SMEs and multi-nationals.

The company delivers a number of contracts through government funding, often at no-cost to employers.

Nigel Atkin leads APM's employer engagement in the region and is confident that APM's services can be of benefit to many more Chamber Members.

"We will work with you as an employer to understand what you require from a new staff member on day-one and, best of all, offer appropriate bespoke training to meet that need at no-cost," he said.

"Our services provide a genuine benefit to the local economy by helping people to get the skills they need for work through the delivery of skills training for further education.

"Delivery encompasses employed and unemployed people at all ages and skills levels, so we can not only help to source new candidates, we can also upskill your existing workforce too."

To find out more, call Nigel: on **07739 890 230** or email nigel.atkin@apm-uk.co.uk

Young Engineers Ready for Work after HETA Experience

The class of 2017 left the Scunthorpe site of a leading engineering training provider this month – and all but a handful secured places with employers.

Humberside Engineering Training Association (HETA) made a firm commitment to find employers for the remaining apprentices and to continue a success story which has seen the centre make its mark in industry.

HETA, which is celebrating its 50th anniversary this year, opened its centre at Foxhills in 2014 and has now sent three cohorts of engineering apprentices into the world of work. The latest crop of 42 left in April, with another intake of up to 50 due to arrive in September.

Joanne Rowland, HETA's Centre Manager at Foxhills, said: "This is a relatively new site and it takes time to raise awareness among young people about the opportunities that we offer and among employers about the quality of apprentices that we are producing.

"But gradually we are getting the word out there and receiving positive responses. Demand from apprentices is higher than last year. We are also getting more support from businesses, with the result that young people have a better chance of continuing their high-quality training with employers."

Mike Ahern, HETA's Training and Development Adviser, said: "The apprentices work on their CVs



HETA staff members Joanne Rowland (centre), Lucy Jessop and Mike Ahern with some of the Foxhills apprentices of 2017.

and interview techniques and make site visits to the employers, who also visit Foxhills to see what the apprentices are capable of.

"My message to employers is that HETA is well established and has a good name. It was set up by employers, the instructors are engineers and

as an organisation it therefore understands what employers are looking for.

"From day one there is a strong work ethic and an appropriate working environment. The apprentices mature very quickly and are given the opportunity to think for themselves."

Award for Growing Company

Scunthorpe-based Building Contractor GS Kelsey Construction Limited added to its awards cabinet after scooping the Business Excellence Award at the Hull & Humber Chamber of Commerce - Northern Lincolnshire Business Awards.

Having celebrated its 20th year in business during 2016, the £10 million turnover construction company also moved to new premises on a prominent site on Brigg Road in Scunthorpe.

Managing Director Matthew Robinson said following the recent awards success: "Everyone at GS Kelsey has worked tirelessly over recent years to continually improve the business performance.

"We're delighted that the outcomes have been fantastic and that our hard work and efforts have been recognised by the Chamber in front of so many people."

Mr Robinson is confident that the recent awards success and a move to larger offices will facilitate continued expansion of the award-winning business, which now employs more than 30 people from the Lincolnshire and Humber region.

A number of recent contract awards for local business Truck Links Limited, national retailer AF Blakemore and regional Affordable Housing provider Ongo Homes has resulted in the company adding to its ranks, recruiting two new apprentices and additional tradesmen.

Mr Robinson said: "We're particularly keen to invest and engage with local businesses, people and communities. We remain committed to been contributors to initiatives that promote the Lincolnshire and Humber area in a positive light.

"The area has a lot to be proud of and for us to be considered a business of excellence within the region is testament to the local people, suppliers and contractors who work collaboratively with us"

GS Kelsey Construction continue to work for public and private sector clients and a full portfolio of their construction projects can be seen on their website

<http://www.gskelsey.co.uk>

Make Sure Your Terms are Binding

A current debt recovery claim, where Myton Law is representing a logistics provider owed around £50K, is a reminder that transport and logistics providers must ensure beyond doubt that their trading terms are binding, says the Hull-based specialist shipping, logistics and insurance law firm.

In this case the forwarder believed its terms were incorporated in its contract to provide an airfreight service, because prior to the service provision the customer had signed a credit agreement clearly referring to the service being provided under the British International Freight Association's (BIFA) terms.

Subsequently, the consignment was delayed and the customer declined to pay for the freight service received. When debt recovery proceedings were initiated the customer brought a counter claim for loss of business they say resulted from the delay. However, English common law relating to the carriage of goods says that freight costs must be paid in full and then a claim for damages be made. This is repeated in the BIFA terms which also say that a claim must be brought within nine months.

In this case a judge has said it is not clear that English law precedents established for sea and



road freight also apply to air freight and that the logistics provider cannot rely on the BIFA terms regarding either payment or the nine month time limit for bringing damage claims. This is because it was judged that the customer had not expressly agreed to the terms despite having signed the credit agreement which referred to them.

"The issue of whether air freight should be treated in the same way as sea and road, as regards the

requirement to pay freight charges before bringing any claim for damages, needs resolving and it is hoped that the Court of Appeal will clarify this," said Myton Law's John Habbergham.

"However, what is clear is that the onus is on all transport and logistics providers to ensure beyond doubt that their terms or the BIFA terms are incorporated into contracts prior to commencement. The best way is for the customer expressly to sign a separate document specifically acknowledging and agreeing the terms. It is also helpful that the terms are referred to in all correspondence and documents whether sent by post or email."

For advice on terms and the incorporation of terms contact Myton Law:

Tel: 01482 485020
www.mytonlaw.co.uk

lawyers with transport & logistics expertise

Myton Law is a firm of commercial lawyers with specialist shipping, logistics, trade and insurance expertise.



myton law
SHIPPING • LOGISTICS • INSURANCE

Straight talking and pragmatic

Located on the Humber, we provide a cost effective, commercial approach to managing legal matters for our clients, acting for regional, national and international companies involved in all aspects of transport and logistics.

- Logistics agreements
- Sea, rail, air and road freight
- Commercial & transactional inc real estate
- Goods in transit, cargo & multi-modal disputes
- Ports & terminals
- Warehousing
- Regulatory and insurance disputes



Call us on +44 (0)1482 485020

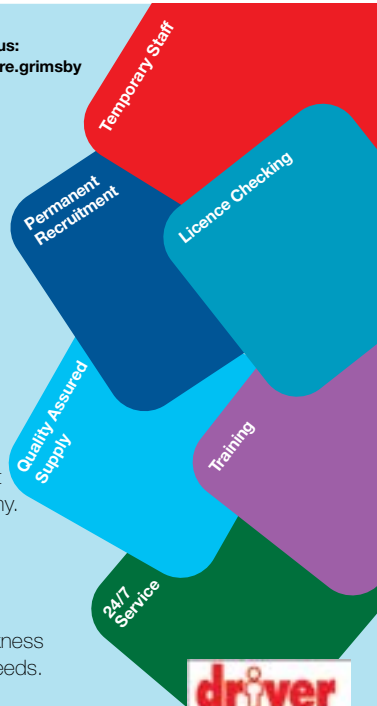
www.mytonlaw.co.uk

www.driverhire.co.uk/grimsby

Follow us:
driverhire.grimsby

Supplying workplace solutions to the transport and logistics industry

Driver Hire Grimsby and Scunthorpe has been established since 1994. Today we are as focused as ever on providing an excellent service to our clients and candidates.



What is behind Driver Hire's success?

- ▶ We are a locally owned business
- ▶ We know our clients
- ▶ We know our territory and most importantly we know our business
- ▶ We are a part of an award winning franchise. This means that our clients get the benefits of a locally owned business with the back-up of a large company.

24-Hour Service

- ▶ We offer a genuine 24/7 service, 365 days a year, even on Christmas Day.

Driver Hire not only supply our clients with quality drivers, covering holiday, sickness and other absences, we can also handle our clients' permanent recruitment needs.

Call us 24/7: 01472 357171
email: grimsby@driverhire.co.uk

Driver Hire Grimsby and Scunthorpe
Innovation Centre, Innovation Way Europarc,
Grimsby DN37 9TT



T&D Supplies Limited

T&D Supplies Limited was established in 2007 and has built a reputation for quality, service and value throughout the industry. Our work and success has seen us develop a growing portfolio of customers within a wide range of industries.

With over 60 years combined experience within the industry we have the ability to give our customers advice and support. Our knowledge of products enables us to offer advice on product selection along with cost efficient alternatives, whilst always ensuring that the correct product is provided for maximum performance.

Customer Care is another key factor of importance to us, our team of experienced staff can help with customers' needs and requirements.

We never forget that although fasteners can account for a lower percentage of overall cost on most contracts, the cost of incorrect selection and delay is much higher, whilst their function and performance is critical.

Over the last decade we have invested heavily in a comprehensive stock range of sealants

& adhesives, fixings, fastenings, hardware and consumables. T&D Supplies are now Hulls largest distributor of Everbuild Products. Our stock purchasing abilities enables us to provide competitive pricing.

Operating from our warehouse and trade counter conveniently situated on Wiltshire Road provides us with the ability to service both small and large orders locally and nationwide.

Our client base has developed within modular, construction, and steel fabrication, along with long established relationships with local small to medium enterprises.

Our reputation has been built on the quality and performance of our products and the level of service we provide, ensuring we remain industry leaders in value for money and customer longevity.

Our business is built on 'one to one' relationships. Simply we do not just want your business, we want to look after your business and develop a long lasting working relationship.



01482 306883

sales@tdsupplies.co.uk

Anchor Trade Park, Wiltshire Road, Hull, HU4 6PA

For every logistics problem there is solution



Abbey provides road transport haulage services to bulk liquid and powder customers throughout the UK and Northern Europe. We are the largest bulk food grade transport company for liquids and powders and have a growing reputation in the plastics, construction, minerals, animal feed and non-hazardous chemicals sectors.

Tel: 0151 541 9191 email: hello@abbeylogisticsgroup.com



World Opens Up as Neill & Brown Starts Next Century

Neill & Brown Global Logistics is forging ahead after completing a century in business.

In its celebration year, this Humber-based family firm is continuing to invest, including a £1m spend on new and replacement trucks and trailers for UK and European markets and on increasing its worldwide profile.

To achieve such longevity is rare in the logistics industry in which Neill & Brown has gained its reputation through sustaining high service levels and expertise, allowing it to compete with the multinationals.

CEO Peter Brown says: "We never lose sight of our traditional business sense, values and work ethics.

"We have seen constant growth in turnover, profitability and personnel and have increased employee numbers from 75 to more than 130 during the last few years, including drivers, warehouse, office and managerial staff. We also promoted long-term employee Colin Moody to managing director."



Peter Brown

All employees begin with induction into Neill & Brown's health and safety policy, working practices and ethics.

With a head office at Hessle, near Hull, the company provides UK and European distribution, global sea and air freight, an abnormal loads service, warehousing and pick and pack and is a member of UK Pallet Network.

It offers numerous secure, daily, timed collections and deliveries, tailored for a wide range of products, from food ingredients, packaging, machine equipment and general cargoes, to chemicals, hazardous and specialist loads.

Products are kept at a secure, gated hub with CCTV surveillance and customers are informed of progress throughout the distribution process.

A fleet of 48 vehicles, comprising 44-tonners, 26-tonners, caravan transporters, crane-mounted trucks and vans keeps the goods flowing across the UK and Europe. Continental destinations are served daily with full and groupage loads from Denmark in the north to Italy and Spain.

After the joint development with a major customer, Nippon Gohsei, of a warehouse and manufacturing facility in Hull in 2011, Neill & Brown delivers food packaging product Soamol worldwide.

The company is busy in the general global logistics market, particularly in the Far East, where it runs a Hong Kong office, India and the US.

"We are always looking to expand our markets, but only after thorough investigation and fact-finding visits," Mr. Brown says.

Meanwhile, the company is celebrating its centenary, with charity fundraising and a celebration of staff and people who have contributed to the company's success, with a campaign named #OurStars.

See more at www.neilbrown.com



- European Distribution
- Global Shipping
- UK Transport and Pallet Network
- Abnormal Loads
- Warehousing and Pick & Pack

Serving you, around the world, around the clock...

www.neilbrown.com



Chamber Expo 2017 – A Huge Success!



Photography by Alistair J Hooper



The Expo was again held in Costello Stadium's Sports Hall, Anlaby Park Road North, just off Boothferry Road, in Hull, where the facilities are excellent with ample parking. It was on Wednesday 7th and Thursday 8th June.

Chamber Expo is the biggest business event in the Humber region every year and a focus for businesses of all types to make contact and network.

This was the twenty-first year of Chamber Expo, which gains in popularity every year, and the event represents huge networking opportunities.

The Expo is all about building up your contacts and gaining business, plus raising your company's profile.

The 89 stands were staffed by around 500 business people over the two days and, in total, around 1000 high-ranking business people from approximately 300 companies and organisations attended. All types and sizes of business were represented at the Expo.

There were several different sizes of exhibition stands available, ranging from 3m x 1m to 5m x 2m. These were ready-to-use stand for both days of the Expo.

CHAMBER 2017
EXPO
7TH & 8TH JUNE

Three of our very popular Speed Networking events, plus other events, including debates and seminars also took place at the Stadium.

The aim is always to attract as many business people as possible to the Expo, from across the Yorkshire and Humber region and further afield. The Expo is the only Chamber event which is marketed to non-Chamber Members – we want to maximise the potential for business for all attendees. It's the area's largest business event each year and we want to maintain that mantle!

For information about Chamber Expo 2108 please contact Bruce Massie on **01482 324976** or at **b.massie@hull-humber-chamber.co.uk**



The Chamber is Indebted to Expo Sponsors Together and Stratstone BMW Hull

Specialist lender Together provides funding on residential, commercial and semi-commercial properties, as well as land and developments, working with all kinds of customers, from SMEs and LLPs to sole traders and the self-employed. Whether it's for a residential investment, a commercial acquisition, or to release equity, Together can help customers to access the finance they need.

With over 40 years' experience, Together has firmly established itself as a leader in the specialist finance industry, and works closely with the professional sector to provide funding to their clients.

Visit www.togethermoney.com

Stratstone. The home of BMW in Hull. Whether you are considering the purchase of a New or Approved Used BMW, a Motability or Business User, or taking your car in for a service or perhaps considering some additions to your current BMW, Stratstone's friendly team are always on hand with expertise, advice and more choice and flexibility than ever.

Plus, as a BMW i Centre, everyday journeys can be 100% electric thanks to the innovative BMW i range.

Stratstone invite you to call in soon and experience the very best of BMW, or, alternatively visit stratstonehullbmw.co.uk or call **01482 601130** or for Business and Fleet advice call Steve White on **07976 322051**.



Grimsby Business Given Rapid Boost by Theo Paphitis

Rapid Accommodation picked as an #SBS Winner on Twitter by Dragon's Den Star.

A Hull & Humber Chamber of Commerce Member is the latest winner of a Dragon's Den star's Small Business Sunday initiative.

Rapid Accommodation, who source accommodation for business stays across the UK, were one of six companies to have caught the attention of entrepreneur Theo Paphitis in the weekly Twitter competition, which is open to businesses all around the world.

Small Business Sunday, which was created by Mr Paphitis, is an opportunity for users to showcase their brand in a single tweet using the hashtag #SBS. Every Sunday between 5pm and 7.30pm, businesses send their update to Mr Paphitis, who reviews the entries and chooses six winners, sharing the winning updates to his 505,000 followers the following night. In addition to Theo's Twitter promotion, the team at Rapid Accommodation will get to meet Mr Paphitis and have access to exclusive support and networking opportunities.

Rebecca Anderson-Smith, Relationship Director of Rapid Accommodation said: "We have been tweeting every week for two and a half years in the hope that we would be chosen for the Small Business Sunday award, and finally all the persistence and hard work has paid off! We are over the moon to be recognised by Theo Paphitis and feel it has given us an amazing platform for Rapid Accommodation."



Rapid Accommodation Directors Linda Anderson-Smith, Karl Hedison and Rebecca Anderson-Smith.

"It's been an absolute whirlwind since the announcement, and our Twitter hasn't stopped! We are looking forward to meeting Theo and thanking him in person – and maybe even try and book his accommodation for him!"

Currently, Rapid Accommodation are believed to be the only accommodation-finding service to have been picked as an #SBS winner. They join the likes of the fellow Grimsby-based winners, Red Herring Games and Scrubbs Crisps.

Since launching in 2012, Rapid Accommodation has gone from strength-to-strength. This win follows a period of growth after securing £2 million worth of new work with renowned organisations in the renewables and petrochemical industries, and the expansion of its team, taking the number of employees to nine. In 2016, the Ashby-cum-Fenby business was shortlisted as a finalist in the ABP Business Growth category in the Northern Lincolnshire Business Awards.

Marathon Finisher Celebrates Success

Amy Hewick from The Insurance Partnership Financial Services is delighted to have completed the London Marathon. After running for only two years, Amy is celebrating completing the race in 5 hours 21 minutes and raising over £1,000 for the British Heart Foundation.

She says:

"I managed to get in on a ballot place but chose to raise money for the British Heart Foundation and I am so pleased to have raised so much money for the charity."

"This was my first marathon, the whole day was very emotional but a great experience and the views as you go round and the support you get from the crowd is just amazing. I had done a couple of half marathons previously but I trained for 6 months, sticking to a strict programme to help me get through 26 miles. Just two years ago I couldn't even run to the top of my street,



but I joined FitMums and Friends and now I can't believe I've just completed my first marathon."

"I did say that I only wanted to do one but I have already been looking at others around the world and hope to travel to another country in the future, I think I've got the bug."



Mark Pearson-Kendall (left) receives the Patrons Plaque from Bruce Massie.

Chamber Patrons Plaque for Andrew Jackson Solicitors

The Hull & Humber Chamber of Commerce has presented Andrew Jackson Solicitors with a commemorative plaque in recognition of the firm's Patronage of the Chamber.

Bruce Massie, the Chamber's membership and business manager, said: "Andrew Jackson Solicitors have been members of the Chamber for many years and we are delighted to have them as Chamber Patrons. It is a well-established, ambitious and highly-regarded firm in the region and nationally that has been hugely supportive of our work for many years.

"We are looking forward to building on the firm's commitment and support across a range of Chamber events and initiatives over the coming year," he added.

Mark Pearson-Kendall is the managing partner at Andrew Jackson which has offices in Hull, York, Grimsby and Scarborough. He said: "We are

always looking to build long-term relationships that bring mutual success and Chamber Patronage is certainly no exception.

"With a long heritage dating back to 1874, we are passionate and fully committed to the range and quality of service we provide for our clients across the region, as underlined by the recent opening of another office in Scarborough. We're really looking forward to continuing to take an active role in different events and initiatives throughout the year, demonstrating that commitment to the region's business community through our continued partnership with the Chamber. It's a really exciting time for the city, which is full of opportunity."



Brian Freestone (left) receives the Patrons Plaque from President Phil Ascough

Chamber Patrons Plaque for Regus

THE Hull & Humber Chamber of Commerce has presented Brian Freestone, Area Manager of Regus with a commemorative plaque in recognition of the firm's Patronage of the Chamber. Phil Ascough, Chamber President, presented the plaque at our Network Lunch at The Mercure Hull Grange Park on 28th April 2017.

Regus offers fully Serviced Office Spaces, Virtual Offices, Co-working Spaces, and meeting rooms. They have 3000 locations, 900 cities and 120 countries.

For more information contact Brian on

M +44 (0) 7920 040370

D +44 (0) 1482 274500

E: Brian.Freestone@regus.com

Forest Pines Wins Gold for the Quality and Service of its Conferences

Forest Pines started 2017 on a high by retaining VenueVerdict's Gold Standard Accreditation for conferences, as parent company QHotels was named as the No.1 Large Group, the sixth consecutive year it has held onto the top spot.

Awarded by BDRC Continental - the UK's largest independent research agency - the VenueVerdict Awards are given based on the scores given by conference customers across the year and the likelihood of them recommending a venue. It was the third year and the eighth quarter in a row Forest Pines has held the award.

2016 was a record-breaking year for QHotels, which owns 26 hotels across the UK, with the group receiving 38 quarterly Gold Standard Accreditations, the most it has ever achieved, demonstrating the consistently high levels of service and commitment to quality that is at the heart of the group's ethos.

Forest Pines Hotel has a wide range of fantastic conference and event options, offering



complete flexibility with a focus on providing a personalised service. The hotel has 12 conference and meeting rooms. The largest of which can seat up to 370 theatre style, the hotel is perfect for small board meetings, larger product launches, training days, team building events, annual conferences and awards dinners. In addition, guests can take advantage of our Leisure Club Spa and three restaurants whilst staying at Forest Pines.

Michael Lavizani - General Manager at Forest Pines, said: "This is an outstanding result for the hotel and the group. It's particularly meaningful because the awards come direct from our conference customers.

"At Forest Pines Hotel & Golf Resort we strive to deliver consistently excellent levels of service that go beyond client expectations and the fact that we have won the accreditation is a demonstration of that consistency. It's also an indication of

the extent to which our teams live and breathe exemplary service, every single day of the year.

"We never stop listening to our customers, and while we're always delighted to receive these types of accolade, the teams look forward to making the services we deliver in 2017 better than ever."

Researchers at BDRC Continental analysed more than 16,000 responses throughout the year across each quarter and 360 participating hotels in the UK and Ireland.

James Bland, Director – Hotels and Hospitality at BDRC Continental, said: "Once again QHotels has demonstrated their passion for and commitment to high-quality service. The results speak for themselves, retaining the title at a group level by continuing to drive improvements at a hotel level delivers outstanding customer satisfaction and the plaudits that come with that."





Kirk Akdemir and Jo Clark with the children from Woodland Primary School.

Young Executives Keep Cool to Beat the Competition

Children at a school in Hull turned a tidy profit but also learned a tough business lesson with the help of AA Global Language Services.

The young executives from Woodland Primary School in East Hull were quickly onto a winner with their plan to sell popcorn to fellow pupils – but they were almost scooped by the competition when an ice cream van arrived at the school gates!

The popcorn project was launched as part of the Make £5 Blossom scheme, which is designed to give school students an insight into the world of business. AA Global, a major supporter of the Chamber's International Trade Centre, backed the youngsters with sponsorship and also advice on serving a healthy option of fruit kebabs.

Jo Clark, the school's Emotional Wellbeing and Behaviour Officer, said the children, aged between five and 11, considered investing in a chocolate fountain before opting for the popcorn and fruit combination. They started with £150 and made £71 profit – but could have done so much better.

Jo said: "The school was closing early one day, the parents were arriving and a lot of people had

brought money to spend on popcorn and fruit kebabs – but it was such a nice day that an ice cream van also turned up, and some children decided to spend their money there!"

Kirk Akdemir, Chief Executive of AA Global, said: "It's clear the children would have made more money if the ice cream van hadn't arrived but they did very well and they learned a valuable lesson – that all sorts of obstacles can arise in business, from unexpected competition to unseasonal weather."

Jo added: "The children live in a very close-knit community and it was great for them to work with AA Global and find out what business is about."



Good Travel Management Announce Partnership with Data Experts Travelogix

Good Travel Management have partnered with travel data experts, Travelogix, to deliver a new data management suite for their customers. GT Analytics will provide our clients with real time, on-demand access to their travel management data, enabling them easily to analyse travel spend.

Good Travel Management's customers will now have immediate access to a wealth of travel data and key performance indicators, such as spend by department/individual traveller, as well as intuitive reports that identify cost saving opportunities and travel policy compliance. The reports are presented via a customisable interactive dashboard, with multi-level drill down reports and can also be included within interactive data publications. Reports can also be shared quickly with colleagues without needing access to the system thanks to the DataShare functionality.

Kevin Harrison, Managing Director Good Travel Management, remarked: "As we continue to

grow our presence within the business travel market we proactively maintain our commitment to the technology we provide to our clients. We understand that being able to access travel spend data quickly, and easily, is key to enable our clients to analyse trends in their travel budgets. It also helps us to support our clients to make fully informed decisions about changes to their travel policy, or preferred suppliers and rates, that have positive cost saving or value benefits. GT Analytics is yet another example of our desire to make our client experience much easier."

Chris Lewis Founder and CEO at Travelogix commented "We are delighted to announce

Good Travel Management as our newest client and partner. Good Travel Management's ethos is to make Business Travel easier for their clients and will be able to provide an even more efficient level of service with the addition of the GT Analytics tool powered by Travelogix. This real time technology is an impressive addition to their catalogue of business travel tech offerings, and we are honoured to supply them with their latest solution"

For further information contact

www.good-travel.co.uk

0330 004 0520

HullBID Awards Showcase City Centre Success Stories

City centre businesses shone in the HullBID awards as the organisation embarked on an exciting programme of crowd-pulling events and activities.

The awards, which took place in the Royal Hotel Hull, rewarded businesses in categories ranging from safety and service to marketing and innovation. The evening came the day after the first of six Hull Street Food Nights, which attracted an estimated 13,000 people to Trinity Square.

The Street Food Nights will continue monthly until September and will feed the appetite generated by HullBID's successful Yum! Festival of Food and Drink, which will take place again on Friday 11 and Saturday 12 August.

HullBID also held a networking event to update businesses on the transformation of Humber Street and the Fruit Market area, and it celebrated Humber Business Week with another in its series of 'Inspiring Women' dinners.

Kathryn Shillito, HullBID City Centre Manager, said plans are now coming together for Hull



Trinity Festival, which will bring top bands to Trinity Square on Saturday 23 and Sunday 24 September.

Kathryn said: "There is so much going on in Hull city centre during this City of Culture year and our small team has worked incredibly hard to make sure HullBID is playing a big part, so it is particularly rewarding to see crowds flocking into the city centre to enjoy these events.

"Hull Street Food Nights are a great example of

events which benefit businesses throughout the city centre, not just those which take part. The rest of the events underline the variety of our programme. It's not just the food and beverage and retail sectors that benefit – there really is something for everyone. The feedback has been really positive and will be used to help us plan for the future."

For details of the award winners and the programme of HullBID events please visit www.hullbid.co.uk

My Story – Forever Living Products

My name is Paula McLaren and my background is the travel industry and Florida property industry. I have lived in the Canary Islands and the US returning to my home town of Hull in 2007. I then faced challenges, my baby son had a major illness and the 2008 recession hit my property business in the US and wiped out everything I had worked for. I was then diagnosed with breast cancer in 2011. After over three years of suffering horrendous cancer treatment I stopped treatment and concentrated on building my immune system. I did this and started to feel fantastic again. I decided to look for a home based business in network marketing where I could build a legacy for my son and where my hard work would reap the rewards. I did not want a job where I would be time restricted; I wanted flexibility to be at every event with my son, building a successful business without sacrificing time with my loved ones. I was

introduced to Forever Living through LinkedIn and after doing my due diligence and learning about the company and products I started my own Forever business, part-time around work as a travel writer and also while re-building my property business; I absolutely love helping others maintain health and wellness with world leading products. I now spend most days helping people do what I do which enables them to earn an extra income or completely change careers. My business is international and I can travel the world and work at the same time. I absolutely love what I do, if you would like to talk to me about what Forever Living could do for you please contact me for an informal chat, 07983 718691, www.paulam.foreverlivingsite.com.

<http://paulam.foreverlivingsite.com/> - If you would like to know more about what I do.



@worldhealthandwellness - Connect on FB.

<https://www.linkedin.com/in/paulamclaren> - Connect on LinkedIn

Paulamclaren4 - Connect on Twitter

Land Deals Point to a Positive Future

Hull-based chartered surveyors Garness Jones say renewables and City of Culture are not the only factors in the region's resurgence after disposing of more than 50 acres of land in the last 12 months.

Managing Director Dave Garness said activity is also being driven by major investment from high profile, Hull-based companies.

Garness Jones became involved in a new phase of development at Priory Park launched four years ago by Henry Boot and releasing 14 acres. Initial interest was steady but a strong market has been exploited with deals now agreed on all remaining land.

Pharmaceuticals company Indivior, a division of RB, embarked on the first major development in the new phase with a 6.5-acre site, which is close to completion as a development laboratory and clean room.

Dave Garness said: "The project for Indivior looks very impressive and will provide high-quality, skilled jobs. Another plot of around six acres has been sold to a high-profile, Hull-based business which is planning significant expansion. That will leave an area of around 6.5 acres for which we expect to agree a disposal soon."

Atlas Leisure Homes committed last year to moving its holiday home storage facility to the former Birds Eye Wall's site of nearly 18 acres next to Priory Park. Its plans are to follow that investment by constructing a new factory.



Dave Garness.

Garness Jones is also seeing increased activity elsewhere in East Yorkshire, with two sites occupying a total of 15 acres acquired at Carnaby Industrial Estate, Bridlington, and a land sale at the Ozone development at Howden of just over three acres, both to operating companies.

Dave said: "With City of Culture there was a lot of excitement and anticipation and it has now been seen to deliver. At the same time, big businesses are investing and expanding – with Siemens and Reckitt Benckiser (RB) being the high-profile companies and many more contributing."

Local Manufacturer of Windows and Doors Goes Modular

Fair Share Group Ltd, trading as Highseal Manufacturing Company, has been making PVC doors, windows and conservatories since 2008. With more than 30 years' experience in the industry, and a change in market trends towards modular buildings, they have diversified and launched a new brand, Cre8a, to fulfil the growing demand for dedicated living, working and relaxation spaces in gardens.

Cre8a PODs can be used as independent living zones for parents and grown-up children, as well as home offices, B&B or lodge accommodation, beauty therapy studios, home gyms, music/games rooms, art/craft workshops, photography studios and luxury garden rooms.

Using technologically advanced products, a timber skeleton is made watertight and then fully insulated before being encased in modern or traditional cladding which replicates a wide range of wood grains, stone, metal patinas, matt and gloss colour

combinations. Clients are given the opportunity to design their own POD, selecting from a choice of layout configurations, internal and external cladding, flooring, doors, windows, decking and balustrade. PODs come complete with electrical fixtures and fittings, underfloor or infrared panel heating and an optional fully fitted shower room.

Cre8a director Neil Donaldson explained, "We are very proud to announce the launch of our Cre8a PODs. They offer an affordable alternative to permanent building structures and can be used as living spaces, home businesses or garden retreats. As well as selling to the domestic and DIY markets, we are reaching out to local and national installers, offering the opportunity to add a new, desirable and profitable product to their portfolio."

+44 (0)1724 859326
info@cre8a.co.uk
www.cre8a.co.uk



Joe Bvumburai.

Eznat Joins Chamber as Part of Expansion Plan

A company which specialises in designing social housing projects is expanding into new sectors after taking on staff, moving to new premises and joining the Chamber.

Joe Bvumburai, Director of Eznat, said the company is targeting commercial and industrial work, and will also build on its experience in the medical sector.

He said: "We have done a lot of industrial work in the past and we have delivered specialist medical buildings. We are growing and it is important that we are in touch with other businesses to show them what we can do to help them expand."

Joe, an architect with specialist knowledge in extra care housing, launched Eznat in 2010 having previously held senior development roles with housing associations across the UK. This year he relocated from The Enterprise Centre at the University of Hull and moved into One Business Village, which is being converted from the old Interbulk depot in Emily Street, Hull.

Current projects include more than 160 homes at sites in West Yorkshire, a development which will create 11 executive homes near Grimsby and work on two smaller housing sites in East Hull. Eznat is also working on proposals for an office development on the outskirts of Leeds.

Joe said: "Over the years I worked for companies including Yorkshire Housing, Sanctuary Housing and Anchor Trust, and our first client at Eznat was the Abbeyfield Society. We are experienced in creating and managing high level relationships with local authorities, consultants and contractors throughout Yorkshire who help us complete projects.

"We're very active in West Yorkshire but we are also being invited to take on more work in the Hull and Humber region so we have expanded our team and invested in a new office and technology to increase productivity."



The first two new trailers ready for despatch to DFDS from the factory.

DFDS Signs Biggest Ever Trailer Order

DFDS is investing Euro 22 million (£18.6 million) in 1,000 new trailers and containers to ensure continuity in its service quality, whilst accommodating growing business and special contracts.

With growth in DFDS' logistics activities over recent years, the company believes now is a good time to improve services and increase business.

This is not a replacement fleet order; DFDS can now look forward to adding a further 860 new trailers and 200 containers to its existing fleet.

EVP Eddie Green, who heads DFDS Logistics, said: "This is our biggest ever trailer order. The Euro 22 million investment is in part to continue modernising our equipment to ensure quality service and partly to increase the trailer and container pool, to accommodate our growing business and special contracts".

"The first of the new trailers and containers are currently leaving the manufacturers and we expect all will come into service over the next few months. The order consists of reefers, dry trailers and containers as well as intermodal trailers. Some will

be used on rail services and some on the general pool, while others will be dedicated trailers for the Sweden/Baltic route, so will be in service throughout the DFDS network", added Green.

In total, DFDS has a pool of 4,500 trailers and 3,000 containers.



Eddie Green,
Executive Vice President,
DFDS Logistics Division

New Partner for Chartered Accountants Forrester Boyd

Award winning Chartered accountancy practice Forrester Boyd has announced the appointment of the firm's latest partner, Philip George, at the firm's Louth branch.

The move takes the total number of partners at the firm to 12 as the practice continues to expand in the Lincolnshire and East Yorkshire region.

Philip joined the firm as a trainee chartered accountant in September 2008 after obtaining a first class degree in accountancy and finance at The University of Hull. He qualified as a Chartered Accountant in December 2011.

In his new role, Philip will have a varied portfolio of clients, predominantly owner managed companies, whilst overseeing accounts production, financial reporting, tax, compliance and management accounts. Philip is also part of Louth's farming department, advising on a diverse range of agricultural issues.

Outside of work, Philip is a keen golfer and enjoys a variety of sports.

Louth office chairman Alan Nesbitt welcomed Philip to the partner team and said: "When you challenge and reward talented employees in this way, you are investing in the future of your business and, as one of the UK's Top 50 accountancy firms, we need to ensure we are always looking to the future".

Forrester Boyd has a staff of around 250 based at its offices in Grimsby, Skegness, Louth, Scunthorpe and Beverley.

In 2016, the firm achieved national recognition by winning the prestigious Practice Excellence Award for Large Practice of the Year.



New Members

AB Fire Consultancy

Alan Brown
Hull
01482 833381
Safety

Advanced Personnel Management (APM)

Nigel Atkin
Scarborough
01723 210080
Training Provider & Upskilling Unemployed Helping People Back to Work

Brink Media Ltd

Alex McCranor
Grimsby
01472 426200
Media including Aerial Photography and Video

Catax

Richard Armstrong
Kensington
0203 393 2204
Tax Rebate

em1 Ltd

Gill Elstob
Hull
01482 213172
Licensed Asbestos Removal Specialists

Face to Face Safety Limited

Julia Fielder
Beverley
01964 541740
Health & Safety Consultants

Fircroft Engineering Services Ltd

Zoe Isherwood
Hull
01482 332013
Recruitment & Workforce Solutions

Gift Universe

James Bridson
Hull
07921 438254
Gifts for Men-Retailer

GWS Engineers Limited

Selina Wright
Scunthorpe
01724 856665
Manufacturers & Hirers of Large Industrial Vacuum Equipment

Haltemprice Travel Clinic

Thomas Wallis
HULL
01482 654805
Healthcare

Hull and East Yorkshire Hospitals NHS Trust

Barbara Birkin
HULL
01482 461318
NHS

Kitchen Civils Ltd

Mr Jimmy Kitchen
Newport
01430 410044
Civil Engineering

Level Best Concrete Flooring Ltd

Jon Wilcox
GOOLE
07539 360140
Concrete Flooring Contractors

Linde Castle Ltd

Phil Martin
County Durham
01325 311526
Material Handling

Millennium Express Limited

Cleve Meyerhoff
Hull
07796 510416
Food Reprocessing & Consolidation Operation for Export

Myton Systems Ltd

Howard Goodrick
Driffield
01262 488088
Marine Consultants, Auditors and ISO Consultants

Payroll For Any Business Ltd

Stuart Neale
Hornsea
01964 530806
Payroll & Accountancy

Special Stars Foundation

Natalie Barnes
Hull
01482 227657
Charity Supporting People with Disabilities in Hull & East Yorkshire

St John Ambulance

Jeannette Spracklen
SHEFFIELD
0114 238 7394
Charity

Zetec Ltd

Josephine Hong Rouchet
Hull
07397 604644
Research & Development





Name:
Steve Rusling

Company:
CASE

Job Title:
Marketing Manager

I began my career in marketing in 2005, supporting bars and clubs, then working in theatre marketing before starting my own business and successfully selling it in 2014. In 2015, I found a great opportunity to help support local people with a learning disability whilst continuing to do a job I love.

What was your first job and what was the pay packet?

My first job was at Ramsdens Superstore, paying £45 a week.

What do you always carry with you to work?

My phone, I like to be proactive with my emails and social media!

What is the biggest challenge facing your business?

Central Government policy, whatever they do, directly affects how we can support the people who need it.

If you were Prime Minister, what one thing would you change to help business?

VAT exemption for small to medium size charities as well as a social care policy that works for everyone.

What can you see from your office window?

The hustle and bustle of Freetown Way

If you could do another job what would it be?

Any job that would involve laying on a beach in the Bahamas!

As a business person, what are your three main qualities?

Good at building relationships, a meticulous event planner and commitment to the job

What was your biggest mistake in business?

Trying to do too much

What advice would you give to aspiring entrepreneurs?

Eat right, exercise and find time for yourself and family.

Who do you admire most in business?

It sounds very clichéd but Richard Branson, I like his ethos on employee wellbeing. "If you love what you do and if you believe in what you do, others will share your enthusiasm".



Chamber Events Diary 2017

Members' Speed Networking and Lunch

Friday 14 July 2017
Oaklands Hall Hotel, Laceby, nr Grimsby

St Leger Ladies Day with the Chamber

Thursday 14 September 2017
Doncaster Racecourse

Members' Speed Networking and Lunch

Friday 29 September 2017
KCOM Lightstream Stadium, Hull Kingston Rovers RLFC, Hull

Members' Speed Networking and Lunch

Friday 13 October 2017
Forest Pines Hotel & Golf Resort, Brigg, Scunthorpe

Chamber Bridlington & Yorkshire Coast Business Awards

Friday 20 October 2017
The Spa, Bridlington

Members' Speed Networking and Lunch

Friday 24 November 2017
Country Park Inn and Lodge, Hessle

Take advantage of your Chamber Membership to attend the wide range of events we organise to help you 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.

Support for Business – the focus of the next edition of Business Intelligence

your brand. amplified.



T: 0845 8842337 E: info@be-everywhere.co.uk www.be-everywhere.co.uk



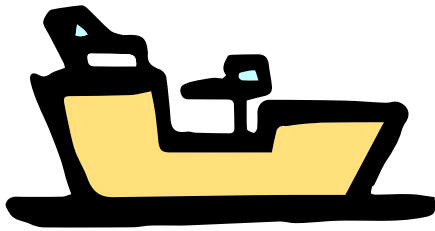
www.facebook.com/beworldwidetd



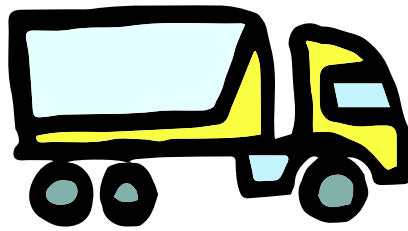
www.twitter.com/beworldwide



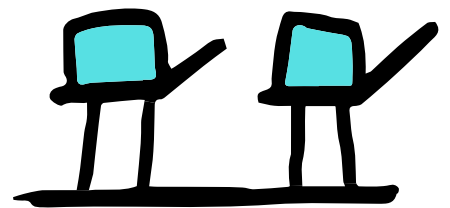
www.linkedin.com/company/be-everywhere



SHIPS



LORRIES



PORTS

CONTACT INFO:

Stone House, 56 North Street, Goole, East Yorkshire, DN14 5RA

+44 (0)1405 720220

+44 (0)1405 769107

sales@danbrit.co.uk

www.danbrit.co.uk

