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Hosting for success

Lawrence Jones MBE, Founder and CEO of Manchester tech success story UKFast, invites us to his Hulme HQ and talks in an exclusive interview about growing a back-bedroom start-up into a business worth £250million.

Don't miss the Trafford Business Expo 2016

Back for a fantastic third year at Emirates Old Trafford - preview feature inside.

Talking to Manchester

Telecom success story TalkUK expands to MediaCityUK. Focus and interview inside, showcasing the draw of the Northern Powerhouse to businesses outside the region.

Exclusec strike gold

Trafford Park based firm Exclusec Security Solutions win Gold Investors in People accolade along with new contracts. Focus article inside.

The IP Expo Manchester 2016

Manchester's technology expo is back for a second year for a two-day run at Manchester Central. Preview feature inside.



Lawrence Jones MBE, CEO of UKFast pictured outside their Hulme HQ.

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editorial

Here at GM Business Connect we are on the lookout for both news articles relating to business activity within Greater Manchester, and educational articles that can help businesses at any level. If you regularly send out press releases, or if you are looking for press coverage of a newsworthy event, please get in touch either by phone or send an email to editorial@gmbusinessconnect.co.uk

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welcome

to the latest edition of **GM Business Connect** and join the fastest growing business to business forum in Greater Manchester.

GM Business Connect is a dynamic business to business bi-monthly magazine that is crammed full of local and regional news, articles, interviews and regular columnists.

The magazine connects businesses across Greater Manchester, and is completely free.

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ADDITIONAL CONTRIBUTORS Strand Creative Web Design. Photography by Tobias Pearson.

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news

Manchester Airport gets planning consent for £1bn Transformation



The beginning of March saw the announcement that planning consent has been granted for Manchester Airport's 10 year, £1bn transformation programme.

The Manchester Airport Transformation Programme is a series of 60 enhancements that will provide the millions of passengers that use the airport every year with facilities that combine a contemporary look and feel with state of the art services.

Manchester Airport is the UK's third largest airport. With two runways, the airport has significant capacity for growth and already serves over 70 airlines and in excess of 210 short and long haul destinations. It is the only UK airport outside of London with direct routes to a host of global destinations including Beijing, Los Angeles, Miami, Hong Kong, Jeddah, Singapore, Atlanta, Washington and Boston.

Brad Miller, Manchester Airport Transformation Programme Director said: "Everyone at Manchester Airport is delighted that a significant piece of our £1bn transformation programme has been given planning consent. This means work can truly begin on the project, which over the next decade will see the airport continue to develop as a global gateway for the UK, directly to and from the North.

"The enhancements the project will make will enable us to further adapt, modernise and transform the customer service experience we are able to offer passengers and airlines. It will also allow Manchester Airport to continue in its role as job creator and economic provider for Greater Manchester and the wider region."

Key elements of the programme include the expansion and

reconfiguring of Terminal 2, to become the airport's primary terminal building, improvement of Terminal 3 to cater for increased demand and a direct linkage between Terminals 2 and 3.

The programme will adopt a phased approach to implement the improvements, to ensure minimal disruption to airport operations, passengers and airlines. The improvements will be delivered inside the existing footprint of the airport and are consistent with the established guidance provided by the Manchester Airport Master Plan; that growth will be phased, incremental and making best use of the existing terminal campus area.

The Rt Hon Patrick McLoughlin MP, Secretary of State for Transport, said: "The £1bn investment in new terminal facilities at Manchester Airport shows the confidence and ambition of Britain's airports to be among the world's best.

"This programme of improvements will allow Manchester to help meet the UK's aviation needs in the coming decades - something that will be of huge value not only to passengers and airlines, but also in creating jobs and transforming the Northern Powerhouse's transport links."

Commenting on the programme, Charlie Cornish, Chief Executive of M.A.G., said: "Manchester Airport is thriving as a national asset, forming a key component of the

UK's aviation infrastructure at a time when airport capacity in the country is at a premium.

"The region in which the airport operates and serves has seen a pace of change in recent years almost unmatched by any other in the United Kingdom and we are proud of the role that we have played in driving economic growth - both across the North and the UK as a whole.

"Manchester Airport has responded well to the considerable changes in the aviation industry over the last 20 years and we have invested heavily to meet the needs of our airline customers, passengers and local communities.

"Today, we're setting out how the airport will contribute to the development of a Northern Powerhouse and demonstrating the dynamic, can-do spirit that sums up the region. The Transformation Programme will ensure Manchester Airport plays its full part in driving economic growth and develops as a key part of the UK transport infrastructure, within a nationwide network of competing airports."



Don't miss out on annual employment allowance

Businesses in the North West have been warned not to miss out on a valuable allowance that can help to reduce their employers' National Insurance Bill.

Since 2014 every business, charity and community amateur sports club has been entitled to an annual "employment allowance" of £2,000 to reduce their liability for National Insurance.

Now that figure is to rise to £3,000 from April, Rebecca Durrant, tax partner in the Manchester office of national audit, tax and advisory

firm Crowe Clark Whitehill, has highlighted: "According to Government figures, up to 1.25 million businesses and charities have been eligible to benefit from the allowance.

"Indeed, around 450,000 haven't had to pay any employer National Insurance Contributions (NICs) at all - for example a company with one employee paid £22,000 per year where payments don't meet the threshold."

All employers who pay Class 1 NICs on their employee's earnings

can benefit. However most freelancers and contractors - who pay Class 2 and Class 4 NICs - are excluded. You also cannot claim the allowance if you personally employ someone for domestic work such as a nanny or gardener or provide services in the public sector.

Rebecca noted: "From this April, subject to Parliamentary approval, the maximum value of the allowance will rise to £3,000 a year. This means that your employer National Insurance contributions

could be reduced by a further £1,000 a year.

"If you already claim the allowance and remain eligible, your claim will be ongoing and you just need to continue making the appropriate deductions from the amount of Class 1 secondary National Insurance contributions you would have paid to HMRC.

"We are not talking about a vast saving but for small businesses every penny counts. You should speak to an adviser if you are not sure how best to proceed."

Greater Manchester wins hat-trick of international investment awards



Greater Manchester's reputation as a leading European business location has been recognised in the Financial Times fDi magazine's renowned European Cities of the Future 2016/2017 report, and the region has been awarded first place in three categories.

Greater Manchester's FDI strategy was ranked number one ahead

of Lyon, Munich, Frankfurt and Seville and the region was first for business friendliness. The Greater Manchester's Local Enterprise Partnership was also ranked highest for its FDI Strategy and the region gained more recognition by being ranked in the top ten in five further categories. This year there were 190 entries.

The latest figures show that MIDAS, the inward investment agency for the region supported the creation and safeguarding of 5,935 jobs in Greater Manchester over the 2014/15 period, with an economic impact of £327.1 million. The region saw a record number of jobs from overseas and 58% of jobs created and safeguarded

were a result of foreign direct investment.

Councillor Richard Farnell, the lead for Internationalisation which includes trade and investment said: "This success is based on Greater Manchester's clear international strategy with its bespoke approaches to different markets and sectors, crucially supported by our private and academic partners.

"The region has inspiring and connected business clusters that clearly attract businesses from all over the world to base themselves here and in turn create jobs for people in Greater Manchester.

"It's satisfying to see an increase in jobs created and bringing

further business success to Greater Manchester."

Mike Blackburn, chair of the Greater Manchester Local Enterprise Partnership, said "These awards are a testament to the strength of Greater Manchester's public-private partnership. Foreign capital is crucial for our future growth and we are working hard to create an attractive environment for investors. The new life sciences Enterprise Zone at Corridor Manchester is a great example of this. It will act as a catalyst attracting new jobs and growth to the sector. We are supported by a private sector that understands we need to work together to boost our economy and compete on the world stage."

Brother UK goes platinum

Audenshaw-based Brother UK has become the first large business in the UK to receive the most prestigious accolade in people management - Investors in People (IIP) Platinum status.

The internationally-recognised accreditation was achieved after a survey of the firm's 180 employees, followed by interviews which measured performance against the nine elements of the new Platinum standard. It highlighted the significant

progress the business has made in leadership, supporting employees and continual improvement, all of which have contributed to an average staff retention rate of over 13 years.

IIP also noted the information, communication and technology firm's commitment to sustainable growth and planning for the future, as it consistently seeks to improve its employee offering and customer experiences. In line with the firm's recent success at the Northern Power

Women Awards, Brother UK was commended by IIP for taking steps to champion equality and diversity, as well as for its programme of community engagement activities across the region.

MD Phil Jones said: "We see learning and development as a key driver of our long-term competitiveness, as well as collaboration and innovation, which keep us at the forefront of developments in the technology



industry and also as an employer. "It's great that these initiatives have led to us being named as the first large business and the first technology business in the UK to achieve this."



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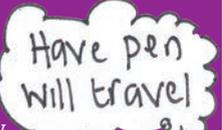
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news

Altrincham-based Informed Solutions and Registers of Scotland present to National Privacy and Security Summit in Australia



L-R John King and Seth Finegan

Informed Solutions' UK CEO Seth Finegan and Registers of Scotland's (RoS) Business Development Director, John King, have travelled to Australia to deliver a joint presentation at the Australian Information Industry Association (AIIA) Navigating Privacy and Security Summit.

As partners in RoS's Digital Transformation Programme, their presentation explored the imperatives, approach and outcomes that such a collaborative approach required. The Summit took place in March at the National Convention Centre, Canberra, and examined the implications of privacy and security in today's ubiquitously connected, data driven world.

The agenda covered topics such as digital identity; open data and data sharing; the implications of technologies such as cloud computing; data analytics and the Internet of Things; and perceived tensions between privacy, security, and innovation.

Informed Solutions were among the

sponsors of this prestigious event.

Key innovative players from the ICT industry and from State and Federal Government discussed cyber-security across all sectors. Reflecting the increasing intensity of global and digital disruption, the Summit examined privacy and security in the digital environment from an economic and social perspective - rather than simply a technological approach.

Informed Solution's UK CEO, Seth Finegan said; *"In an increasingly digital world, cyber security is becoming ever more crucial. At Informed Solutions our clients include Government bodies from areas such as Criminal Justice, Financial Services and Health and Social care, so the type of data that we are routinely working with is of a highly sensitive nature. It is therefore imperative that we stay ahead of the curve in matters of Privacy and Security."*

RoS Business Development Director, John King added; *"At RoS we are proud custodians of some of the oldest property registers in the world. Our Digital Transformation Programme will turn the world's oldest register into one of the most modern, but with that comes a very modern set of challenges in maintaining the privacy and security of 400 years of records. It is therefore critical that we build in the very highest protection against cyber-attack."*

Hat trick of growth for Greater Manchester hotel industry

Annual hotel occupancy data for the 2015 calendar year - in a report supplied by STR Global Ltd and released by Marketing Manchester - shows that Greater Manchester hotels have once again achieved the highest level of occupancy since records began.

Both Manchester city centre and Greater Manchester as a whole achieved average annual occupancy rates of 80% in 2015. This represents a third year of growth for the hotel industry where the annual city centre rates in 2013 were 77%, increasing to 79% in 2014.

The increased occupancy rates come at an exciting time for Greater Manchester's hotel industry as almost 800 new hotel bedrooms were delivered throughout 2015 and current pipeline figures suggest that there are almost 3,000 additional new rooms preparing to come to market in 2016 and 2017.

Nick Brooks-Sykes, director of tourism at Marketing Manchester, said: *"These figures are a real testament to the strength of Greater Manchester's hotel and tourism industries as occupancy rates continue to grow, even in the*

face of so many new hotels joining the market.

"We've been saying for some time that 2015 was a standout year for tourism, with the re-opening of the Whitworth, the opening of HOME and events like the Manchester International Festival, Manchester Pride's 25th anniversary and a huge rugby weekend in October, so it's great to see our expectations confirmed with some hard data.

"Of course, it's not just cultural events and leisure tourism which drive occupancy rates. Business tourism - meetings and conferences - drive a constant flow of business visitors to the city and we had some very significant conferences in 2015 including the Conservative Party Annual Conference.

"What's also interesting about the 2015 data is that within the city centre the average annual occupancy rate at the weekend was 86% versus 77% during the week. This proves that there is still a lot of potential for growth to meet demand during busy weekends."

Berg appoints leading real estate specialist

City centre-based law firm, berg, has appointed real estate specialist, Ruth McCarthy, as partner, real estate and property finance.

Ruth has 15 years' experience in managing complex transactions in the fields of investment, development and property finance.

She has been involved in the acquisition and development of major land holdings throughout the UK and is also reputable for her work on bespoke and volume lending transactions for major UK banks, short-term funders and peer to peer (P2P) (or 'crowd') lenders.

Ruth said: *"I have always admired the independent berg culture along with the energy, enthusiasm and ambition of the firm, so when*



Ruth McCarthy

the opportunity arose I had no hesitation to take it."

berg's MD Richard Clark, commented: *"The appointment of Ruth is another high profile one for berg and demonstrates our commitment to developing the firm's reputation in the real estate and property finance sector."*



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Trafford Sound is on the move

Due to development at the Cresta Court, Trafford Sound is re-locating to the Broomwood Community Wellbeing Centre run by blueSCI.

Trafford Sound, original called North Cheshire Radio, is the brainchild of Pete Brettle whose background is commercial radio stations.

Pete commented: "Although there are more listening choices than ever before, we believe that there is no service specifically aimed at Trafford or adjoining district. In addition, commercial stations no longer have a public service responsibility within their licence. Knowing Trafford is Trafford Sound's strength.

"There are no paid staff, the team are volunteers from all over Trafford and surrounding areas and because they live and work locally they know what matters to the local community.

"We encourage both charitable and



voluntary organisations to contact us with details of any events or gigs they are planning. We will be happy to get involved, all we ask is a contribution to our costs wherever possible. We will obviously make sure our presenters promote such activities.

"We believe our move into the Broomwood Well Being Centre will bring new opportunities to help us in our mission to become an essential source of support and information for Trafford"

For more information call **07768 536950** or send an email to **sales@traffordsound.org**. To listen to Trafford Sound go to **www.traffordsound.org**

Manchester's EuroScience Open Forum launches "Science to Business" programme

The EuroScience Open Forum (ESOF), Europe's largest general science conference, has revealed the full extent of its ambitious "Science to Business" programme strand which will be delivered over three days in Manchester this summer (25-27 July).

The launch, which took place on 11 April, saw Professor Dame Nancy Rothwell, ESOF 2016 Champion and President and Vice Chancellor of the University of Manchester, describe the programme to influential business leaders and science policy makers who will, it is hoped, engage with the programme.

The ESOF 2016 Science to Business programme includes seventeen sessions which afford delegates the opportunity to participate in debate and discussion about cutting edge science and technology and its application to industry.

Hot topics within the programme ask questions such as: what business opportunities will be created by innovative technologies in smart cities; where should visionaries start when developing a spin-out company; and why are local business incubation centres an increasingly successful method of fostering knowledge transfer?

Commenting on the programme, Professor Rothwell said: "The Science to Business programme perfectly encapsulates the philosophy of ESOF as it offers potential for collaboration between science and industry.

"As a city Manchester has an excellent reputation for innovation and collaboration. We lead the way in the sharing of new ideas and opportunities. Of course, this makes Manchester the ideal place to incubate ideas and facilitate dialogue during ESOF."

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news

Apprentices and Employers celebrated at Salford City College Awards

Recently Salford City College recognised some of the region's most outstanding apprentices and employers at its annual Apprenticeship Awards Evening.

The event was held at FutureSkills at MediaCityUK as part of the College's celebration of National Apprenticeship Week.

In her welcome speech to the evening's guests, Rebekah Wilkins, Director of Marketing and Services to Learners, said: "Tonight is a celebration of how Apprenticeships can, and do, change the lives of people, by providing them with qualifications, work experience, confidence and a salary, giving them the kick-start they need to launch their professional careers."

The College's Deputy Principal, Michael J Walsh, then took to the

stage to share the apprentice-related highlights of the past year, which included the announcement that those completing Apprenticeships with Salford City College achieved an outstanding 82% pass rate - 13% above the national average.

The special guest speaker for the evening was radio and television presenter Andy Crane, who spoke about his career highlights, and offered advice to any apprentices looking to pursue their dream job. Further encouragement came from young entrepreneur Jo Booth, who stressed the importance of self-confidence and promotion in order to achieve your career goals.

Other speakers at the ceremony included apprentice employer Lucy Sidlow, co-founder of Adary Joiners, which won the Small Employer of the Year title at this year's National

Apprenticeship Awards. To give guests an insight into the life of an apprentice, 18-year-old Seddon apprentice Mitul Pankhania also took part in a live Q&A, explaining why he chose to do an Apprenticeship and how he thinks it will help him with his future career.

Awards were then given out to apprentices and employers from a range of sectors, in recognition of the positive impact their work has had on individuals, businesses, and the wider community. The ceremony concluded with the announcement of the 'Apprentices of the Year', with the 'Young Apprentice of the Year' title being given to 18-year-old Heating & Ventilation apprentice Mitchell Calton, who was also a nominee for North West Apprentice of the Year.

Finally, the 'Adult Apprentice of the Year' award went to 27-year-old Zac



Adult Apprentice of the Year Zac Challinor (centre) being presented with his award by radio and television presenter Andy Crane



Young Apprentice of the Year Mitchell Calton (left) being presented with his award by radio and television presenter Andy Crane

Challinor, who has undertaken a complete personal and professional transformation in the past year to pursue a career in the education sector. He is currently completing a qualification in Supporting Teaching and Learning at The Albion Academy.



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New Order DJ opens Sale's first wine bar

A lifelong Sale resident and warm-up man for seminal Manchester band New Order has opened the town's first wine bar.

Marc Hough is the owner of Cork of the North, a brand new wine bar and shop located on Northenden Road in Sale.

Marc is already an established name in the wine industry having spent the past three years running his own merchant business.

His new venture has seen him transform a former insurance office into a welcoming bar, complete with reclaimed cinema seats, intimate booths and vast selection of wine from across the globe.

The bar also serves as a specialist wine shop with hundreds of specially selected bottles you're unlikely to find anywhere else in town.

Marc said: "Cork of the North gives Sale residents something they have

been missing for years. If you like beer there are a lot of places you can go for a craft ale, but until now there has been nowhere for lovers of great wine.

"In the past wine lovers have had to travel to Hale or Didsbury to enjoy fantastic wine but we cannot wait to welcome them into their local, dedicated wine bar.

"Cork of the North caters for all tastes and if you're struggling to make your decision, friendly, yet knowledgeable staff are on hand to recommend bottles.

"Food platters are also on the menu as well as spirits, beers and ciders."

Marc added: "This new concept allows us to source the very best wines from around the globe and bring them direct to the people of Sale."

Cork of the North is Marc's top priority, meaning he stayed in Sale while New Order completed their

recent tour of America. Marc said: "I'm sure I will be playing with New Order again in the future, but for now I'm concentrating my efforts on Cork of the North. It's a great place with a great atmosphere, and you can be sure you'll never have a Blue Monday in here."



Marc Hough

Slater Heelis add a Partner

Trafford law firm Slater Heelis LLP has appointed ex-Darbys partner Zara Banday to take its own partner headcount up to twenty.

Zara was previously a partner at Darbys in Hale before its recent merger with Knights and specialises in complex and high-value residential property transactions.

Chris Bishop, managing partner of Slater Heelis LLP, said: "Zara has a loyal client base with most of her work generated from personal recommendations and referrals.

We're pleased she's chosen to spend

the next stage of her impressive career at Slater Heelis as we continue to add experienced people to our team."

Zara added: "I'm delighted to join Slater Heelis and I'm looking forward to using my experience and contacts to play a key role in the residential property team."



Zara Banday



Don't miss the Cheshire Business Expo 2016
Hallmark Hotel Manchester Airport
14 September 2016 10am - 4pm
Stanley Road, Handforth, Wilmslow, Cheshire SK9 3LD

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news

Not a bad Budget...

The Northern Powerhouse is starting to seem more like reality,

The Federation of Small Businesses has largely welcomed the contents of the Budget in March, describing it as going some way to redressing the balance for the smallest firms with regards changes to business rates.

The UK's largest business organisation also applauded funding news which related to the big ticket transport projects connected with the Northern Powerhouse, but cautioned some of these plans - particularly the headline grabbing trans-Pennine tunnel linking Manchester and Leeds - were far from 'in the bag'.

Simon Edmondson, FSB Regional Chairman for the Manchester & North Cheshire region, said: "On the face of it this certainly looks like a Budget that has gone some way to levelling the playing field for SMEs. But it's simply the start and as always, the devil will be in the detail which usually takes a while to decipher fully.

"In a Budget constrained by both the need to reduce the deficit and the economic outlook, the Chancellor has listened to our calls for the tax system to be made simpler for small businesses and the self-employed, and taken important action on business rates.

"In particular, FSB members have campaigned hard to make Small Business Rate Relief permanent, and expand it - and the Chancellor has heeded our calls, this taking many small firms out of the system altogether. Rates reform is still a work in progress though, this has not

gone as far as a 'root and branch' transformation we'd have liked.

"Elsewhere, we've had positive developments for transport right here in Greater Manchester with news of funding for the M62 to be widened to four lanes. Research carried out at the beginning of the year by the FSB in Greater Manchester saw our members voting overwhelmingly for major lane widening schemes as a way of decongesting our clogged motorway network - even ahead of 'smart motorway improvements' - so this is especially pleasing to see in the Budget.

"Perhaps the bigger news though on transport is around a trans-Pennine tunnel - something I have been a vociferous supporter of. Let's be clear though, the £75 million for further study work is far short of the £6 billion required to actually build it, and we mustn't get carried away."

Simon also said rail users will be delighted with news HS3 between Manchester and Leeds has been brought forward and green lighted. He said: "This does actually feel like the Northern Powerhouse project is becoming something more like a reality than a pipe dream. This is a big deal for business in the north who see this as far more important than HS2."

Summing up the Budget he said: "Altogether, these measures should help to drive productivity and boost small business confidence levels, which have faltered recently in the face of a number of domestic policy and global economic challenges."

Launch of BID Company marks new era for Altrincham

Following 18 months of consultation, a five-week ballot, a strong yes vote and several months of intense behind the scenes activity, Altrincham BID launched on Friday 1 April, marking an exciting new era for the town.

Since November, when businesses voted resoundingly in favour of creating a Business Improvement District (BID) in Altrincham town centre, members of the original BID Steering Group, with assistance from the team at Heart of Manchester BID, have been hard at work setting up the brand new Altrincham BID Company.

Representatives from a range of business sectors across the town have come together to form an interim BID Board supported by two interim Advisory Groups, which will develop projects within the specific areas of Marketing & Events and Business & Finance. Over the coming five years, Altrincham BID will have a fund of approximately £1.4million to spend on improving Altrincham for businesses, investors, workers, visitors and residents.

Much of the initial work to set up the company has now been completed, with the appropriate legal and financial structures in place and premises secured.

The new BID Company will be based at 17 The Downs, in offices above estate agency Jameson &

Partners, and will initially have one full-time member of staff, plus part-time support.

Martin Duff, Chair of the Interim BID Board and owner of Randalls Jewellery said: "The beauty of the BID is that it will be run by people who experience Altrincham on a daily basis and understand not just the town's challenges, but also its huge potential.

"We have a genuine vested interest in driving improvement in the town and as owners and employees of Altrincham-based businesses we are extremely excited to have the opportunity to start work on initiatives that will have a tangible benefit in Altrincham."

Charlotte Atkinson, Chair of the Marketing & Events Advisory Group and Boots Store Manager commented: "Marketing and events is one of the areas where the BID will have real impact in raising Altrincham's profile both locally and regionally, and increasing footfall to the town centre.

"We have a committed group of people who are full of great ideas about how to achieve this, and our first job will be to identify priority projects for year one that will attract more visitors, and give them reasons to keep coming back to Altrincham."

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Theo Paphitis helps Many Hands Campaign get off to a flying start



Hugh Ferris and Theo Paphitis



L-R Laura Wolfe (Managing Director of Wolfe), Theo Paphitis, Frank McKenna (Chief Executive of Downtown in Business) and Maurice Watkins CBE (Charity Chairman)



Royal Manchester Children's Hospital Charity (RMCH Charity) got this year's Many Hands Campaign off to a flying start with over 40 companies attending last night's launch event at Manchester's King Street Townhouse, hosted by BBC presenter, Hugh Ferris.

The campaign, which first launched in 2008, encourages North West businesses to support the charity by signing up to a fundraising target of £1,000 each over the next three months. The Charity has this year set a fundraising target of £50,000 from the campaign which will raise funds towards the charity's Helipad Appeal.

Renowned businessman and long-term supporter of RMCH Charity, Theo Paphitis, is spearheading the fundraising campaign for the fourth time. The retail magnate and entrepreneur made a guest appearance at the launch event, taking part in a Q&A session.

In the event finale, Theo will again be in attendance to form part of a four-man judging panel to assess

all entries, awarding the business which presents the most innovative fundraising idea. This year, Theo will be joined by judges Maurice Watkins CBE, Charity Chairman, Managing Director of Wolfe, Laura Wolfe and Chief Executive of Downtown in Business, Frank McKenna.

Commenting on the launch, Theo said: "Many Hands is an excellent initiative which affords many small and medium-sized businesses the opportunity to make a tangible contribution to their local hospital charity."

"A small business can easily deem its fundraising potential as too slight to be worthwhile but this campaign highlights the reality that by joining together we can make a big difference to a most worthwhile cause. I had a great time at the launch and look forward to seeing each business's innovative fundraising ideas."

Businesses at the launch event heard from Dr Peter-Marc Fortune, Consultant Paediatric Intensivist and Associate Clinical Head at Royal Manchester Children's Hospital who spoke about just how vital the charity's Helipad Appeal is. Peter-Marc stressed the importance of saving time when dealing with critically ill patients. Comparing the Helipad to a time machine, he said that quite simply, by saving

time transferring a patient the more chance there is of their survival.

Maurice Watkins CBE, Chairman of CMFT's Charitable Fundraising Board, commented: "We are very grateful to Theo for his continuing involvement in this fundraising campaign and for helping to kick-start our campaign at the launch."

"His profile and very many accomplishments in the business world make him ideally placed to inspire other business owners to engage actively with their local community and we are very confident that his support will help us to achieve this year's £50,000 fundraising target."

Monies raised by this year's campaign will go towards the charity Helipad Appeal at Central Manchester University Hospitals NHS Foundation Trust (CMFT).

The Appeal will enable the creation of a brand-new 24-hour access primary helicopter landing

site, the first of its kind in central Manchester. Currently, Royal Manchester Children's Hospital, along with the Trust's other hospitals, relies upon a secondary landing site in a nearby park, an arrangement which means that patients initially transported by air ambulance must then be transferred the final mile of their journey by land ambulance.

The onsite helipad will allow the Trust to save many more lives and will increase the chances of a full or improved level of recovery in a great many seriously ill or injured patients.

The charity is still encouraging companies to get on-board and to sign up to the Many Hands Campaign.

For more information about Many Hands and for details on how to sign up visit: www.rmchcharity.org.uk/events/many-hands-2016

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Together wins Best Finance Provider

Commercial CEO
Marc Goldberg

Specialist lender Together has scooped the award for Best Service from a Bridging Finance Provider at the prestigious Business Moneyfacts Awards.

Part of the Moneyfacts Group, the coveted awards are totally independent and are presented annually to recognise excellence

across the range of financial services.

Collecting the award at the ceremony, commercial CEO Marc Goldberg commented: "Service is what we pride ourselves on at Together, so I'm genuinely delighted to receive this award."

"We've seen strong demand for our bridging products in the past 12 months, with our total funding for bridging loans up 75 per cent on the previous year, and our service is a key factor in this growth."

"We take an individual approach to each lending decision and can deliver funding quickly, with a recent example being a bridging loan for £470k that was completed in just 15 hours."

"This award belongs to all our hardworking staff, a truly dedicated team of finance experts who work closely with our partners to meet deadlines that are often extremely tight, and we're thrilled to

pro-manchester Head of Development joins Forever Manchester Board of Directors

Forever Manchester, the charity that funds and supports thousands of community projects across Greater Manchester, announced recently that Sam Booth, Head of Development at pro-manchester (and also recently promoted to deputy CEO), has joined their Board of Directors to help drive both fundraising and awareness for the charity.

Sam has been an ambassador at Forever Manchester for over 3 years and has already raised thousands for the charity utilising her contacts and influence at pro-manchester, as well as taking part in various fund raising activities.

When asked about the new role Sam said: "Without doubt Manchester for me is all about the people, I'm extremely passionate about the community and believe it's important for businesses to give back to those who are in need."

"I'm delighted to be a part of the Forever Manchester family and aim to raise awareness about the



Sam Booth

good work they do and how we make a difference to the local area"

Nick Massey, Chief Executive commented "We're delighted that Sam is joining the team, I'm sure she'll be a great addition to the board. Her passion and enthusiasm is genuinely inspiring and her long term support of Forever Manchester has been outstanding".

To find out more about Forever Manchester or if you or your business would like to get involved simply visit www.forevermanchester.com

Service award from a Bridging

receive recognition from our peers in acknowledgement of this."

Together was also commended for Best Service from a Commercial Mortgage Provider, further highlighting the excellent service which is a core element of the lender's success.

Together has enjoyed phenomenal growth in recent years, with a current loan book standing at in excess of £1.6 billion and new lending for the 12 months to December 2015 at £878 million.

Together upsizes securitisation to £1 billion

In other news Together have announced the upsizing of its Charles Street securitisation programme by £325m, bringing the total facility to £1bn, with the maturity extended to 2021.

The increased funding reaffirms the financial strength of the business and the continuation of Together's ambitious

growth strategy across both its retail and commercial divisions.

The investment grade programme "Charles Street Conduit Asset Backed Securitisation 1 Limited" has been in place since 2007, supported by RBS, Lloyds Bank, Natixis and HSBC, with Barclays also now joining the programme and committing £100m in this new transaction.

The increasing support of the leading banks is testament to the commercial success of Together.

Gary Beckett, Together's chief financial officer said: "The upsizing of our Charles Street securitisation marks a major milestone in bringing the programme to £1bn, which will enable us to meet the increasing demand for finance across our markets."

"Along with enhanced terms and

an extension of maturity by an additional two years to 2021, the revolving programme provides a long term flexible facility to support our strategic growth plans.

"In addition to our continued diversification of funding, we continue our substantial investment in strengthening our leadership team, developing our IT infrastructure and extending our distribution channels, together creating a solid platform for profitable and sustainable growth."

Together has enjoyed phenomenal growth in recent years, consolidating its different brands in September of last year to set itself apart as an industry leader in the specialist finance sector, lending to residential customers, property investors, professional landlords and SMEs.

In the 12 months to December 2015 annual new lending stood

at £878m, with strong demand across all Together's products, including short-term finance, which increased by 65 per cent in 2015. As at December 2015 loan balances exceeded £1.6bn.

The Charles Street securitisation programme, rated Aa2 by Moody's and AA by DBRS, sits alongside Together's £255m Lakeside securitisation, which was introduced last year, and also the group's capital markets bond issuance of £300m.



£2m Investment Opportunity

Trafford Housing Trust are ready to invest £2 million a year in Trafford to tackle poverty – and we need your views on how best to do it!



The Trust are looking to businesses and their employees to get involved and have their say on the how social investments should be made in Trafford.

We are also looking to develop partnerships and initiatives with business, charities and voluntary organisations to maximise social impact across the borough.

The money invested through this partnership approach will have a direct impact on communities, in turn benefiting business and the wider Trafford community.

To get involved, please go to

www.traffordhousingtrust.co.uk/communityinvestment

It is really important we hear from a broad range of Trafford employees and residents - please spread the word amongst your networks.

Call us now to find out how your business or organisation can get involved:

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TRAFFORD HOUSING TRUST

news

LifeCentre invites local businesses to networking open day

The LifeCentre, situated on Washway Road in between Sale and Altrincham, has now been open for three years. The end of March saw the venue invite local businesses to a special open day, welcoming the local business community to see exactly what the venue offers, as well as the opportunity to network with each other.

The event started with a welcome reception featuring singer songwriter Timo Hack, and the visitors enjoyed home-made canapés and a glass of Prosecco. LifeCentre staff then gave guided tours round the building showing the range of 10 different conference and meeting rooms that cater for up to 400 people, plus all the other facilities including Café 56 and the bespoke catering options available for a wide variety of events and conference support.

Centre Director Sean Sankey also gave a presentation to the local

businesses: "We have now been open three years, and from a standing start of no customers and zero turnover, we have enjoyed a steady growth welcoming 1,500 conference bookings, from over 150 different organisations, who have hired rooms and put on a huge variety of events, conferences and seminars. We're currently enjoying a turnover of about £250,000 per year, which goes directly into keeping the LifeCentre as a central hub of both the business and wider local community.

"It took great vision and enthusiasm to achieve this, and particular acknowledgment needs to go to the church leadership in fundraising and commissioning the building initially.

"We see the key to our growth and success as investing in and looking after people, both the great people that work here, plus our customers and everyone who visits from the wider community."

Andy Chard, LifeCentre Manager, commented: "The LifeCentre has always been about people. A group of ambitious people turned the vision for a fantastic conference and community building into reality, and it's still about people now with thousands of visitors every month.

"At our Business Open Day we wanted to both say thank you to everyone that has used the LifeCentre in our first three years, plus explain how by investing in our local community, they invest back in us. Today was a great opportunity to make new friends and tell some stories about what we do."

Sean Sankey,
LifeCentre
Director



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IP EXPO back in Manchester



The IP EXPO Manchester is returning to Manchester in May for a second year, driving digital transformation in the North.

Following a successful first year supporting Northern business transformation, IP EXPO Manchester 2016 is open for registration.

The EXPO is part of the UK and Europe's number one enterprise IT event series, and is free-to-attend. Taking place on 18-19 May, again at Manchester Central, it brings together a broad range of technologies across the entire IT spectrum that enable enterprises to

embrace digital transformation and reap the business benefits.

The event caters to IT directors, sysadmins, engineers and business owners from across the Midlands and North of England, bringing together experts and professionals from across the industry who want to drive digital transformation for their businesses, enable mobility, collaboration, employee engagement, and a goal of future-proofing their IT.

New for 2016, the EXPO will encompass six events under one roof, covering all key aspects of enterprise technology, including Cloud and Infrastructure, Cyber Security, Data Centre, Data Analytics, DevOps and Unified Communications.

Key themes within these sub-events will be the focus of seminars and panel discussions, including; the adoption of secure cloud

platforms and transition from legacy infrastructures, support for workforce flexibility and global collaboration, data protection and security, and adoption of emerging tech practices, including DevOps and analytics.

This year's speaker line-up includes Mandy Waite, developer advocate for Google Cloud Platform; Ian Massingham, technical evangelist at Amazon Web Services; and VMWare's chief technologist Duncan Epping, with the opening keynote yet to be revealed.

Bradley Maule-ffinch, IP EXPO Manchester's director of strategy, commented: "The huge success of IP EXPO Manchester 2015 was no surprise, if you take into account the continuous rise of the Northern Powerhouse and the excitement around how technology is transforming the enterprise.

"There are new cyber security threats every day which need to be

protected against and incredible, game-changing new technologies which are constantly evolving. If understood and deployed properly, these technologies can revolutionise businesses of all types. IP EXPO Manchester brings together these technologies, world class experts and all the key vendors in one place and we are delighted to come back to Manchester again."

The inaugural event in 2015 saw over 3,400 attendees through its doors, 73 speakers hosting free-to-attend seminars covering all aspects of IT, and 72 exhibitors in total.

2016's event will focus more on emerging technologies and supporting business transformation through these platforms.

For further information and to register for free, please visit: www.ipexpomanchester.com





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With six top IT events under ONE roof, 100+ exhibitors and 100+ free to attend seminar sessions. IP EXPO Manchester is the must-attend IT event of the year for CIO's, heads of IT, security specialists, heads of insight and tech experts.

The event showcases brand new exclusive content and senior level insights from across the industry, as well as unveiling the latest developments in IT.

IP EXPO Manchester now incorporates 6 events under one roof including: Cloud and Infrastructure, Cyber Security, Data Centre, Data Analytics, DevOps and Unified Communications.

ARRIVE WITH CHALLENGES, LEAVE WITH SOLUTIONS!

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interview



Recently GM Business Connect were pleased to be invited to UKFast's HQ in the heart of Hulme to meet with Founder and CEO Lawrence Jones MBE.

Never one for doing things by halves, Lawrence has grown his start-up technology business from humble beginnings 16 years ago in a spare bedroom to a £250 million business.

UKFast is a Manchester-based hosting provider, started in 1999 by Lawrence and his business partner and wife Gail. Currently, the business is the UK's largest privately owned provider of dedicated servers, cloud hosting and colocation services.

It's fair to say the success of the business has been a reflection on the entrepreneurial spirit stamped very firmly by Lawrence, particularly in the renowned staff

engagement culture and emphasis on customer service exhibited.

We started proceedings by chatting about the recent installation of an ice rink and snow machine in the car park – an investment for staff, family and friends that the business has had a lot of recent positive publicity over.

Is investing in fun an essential part of your relationship

with your staff?

"Some things may cost a little more money than other things, but most of what we do is about being creative. It doesn't cost you any extra money to paint a wall a vivid colour, and rather than just putting your logo up, why not have an inspirational quote? When you do this you suddenly get a more energised environment. We started this a few years back, and we found that getting an enjoyable reaction off people made us want to do more of it."





Success

This seems to be an inward-facing brand that has now become outward facing, especially in recent publicity about the business?

"We're always focused on our clients and on our team. We've never spent huge amounts on marketing. It's always been about retaining our clients, and that's how we've grown. We have a simple philosophy."

Can we ask about your business beginnings? What inspired you to create a digital business in the first place?

"I've always been fascinated by computers and technology. I used to play piano for a living, and from there I built the first digital studio in Manchester. It was so ahead of its time, a lot of musicians wouldn't record in it at first."

"Eventually, I sold this business to Granada, then, after a year, I took some time out in New York. This was the late '90's, and the internet was taking off there, where here it simply wasn't at that time. So, in 1999 I returned to Manchester with a clear idea of an internet-based business. I knew it had to be a recurring-revenue model, because it was safe and something I felt comfortable with. The thinking behind this was that I was renting grand pianos out as part of my business with Granada. The pianos always generated a regular income

in spite of musicians using them or not. Because of this I came up with Britain's worst idea, which was a website for artists. So I thought 'let's create 'TheGallery.com'. Registering the domain was difficult enough. Trying to host it though was so difficult that I decided to dedicate the rest of my business career to provide Britain with an amazing hosting service, and that was the beginning of UKFast."

Did the dotcom bubble burst of 2000 have an effect on your business?

"We were so small we didn't even notice it. You can imagine two people in an office trying so hard to win our first customer. I was sales, Gail was account management, and we shared the support roles. We were working almost round the clock to keep a very small business going."

You are based in Manchester and have opened offices in Glasgow. Where else would you consider opening and why?

"I'm looking for a building in London. It's important to be down there to win public sector and government business. The government set out a mandate that a certain proportion of public sector work must go to SMEs,

and I think that we need to make sure this business goes to British companies. There are too many big International integrators getting government work, and the money is then washed out of the country. Plus, these large International businesses aren't paying the same level of tax that we are paying."

Have you got support at government level to achieve this?

"Huge support. We've been nudged constantly. We're on a big voyage of discovery at the moment. I've recruited a team to develop our public sector relationships. Their mandate is to develop our options in this area, and as such we have just recently been put on G-Cloud with 39 service areas that we can offer. I would see this as a big area for us to expand into."

What kind of issues do you see with the current lack of digital infrastructure across the whole of the UK?

"I think as a country we have adopted the internet better than anywhere else in the world. We currently do more online shopping than America and the rest of Europe. So, imagine what we can do when we improve things."

We've made speed the very heart of what we do. It's in our name, our DNA, and the faster your website performs, the more likely people will do business with you. We are taking that very seriously."

"To build an internet environment involves huge amounts of money, and for businesses to invest sometimes it's easier to stand back and let the shareholders take the money. With us though it's always been about investing for the future. So we're profitable, but everything gets ploughed back in. We've just spent £22 million on data centres, and we've raised a further £40 million to be invested into new infrastructure and new acquisitions."

Tell us a bit about yourself Lawrence. We know you are strong on mentoring. Can you tell us more?

"A chap called Chris Percival comes immediately to mind. He is a young entrepreneur currently running a business called Jigsaw Medical, who do wonderful work in the medical sector. It's important to team up with like-minded individuals. I see my job to keep people like Chris inspired. I don't think there is



Article continues on next page

interview

☞ Hosting for success



a definitive great entrepreneur. We've all got our good points, we've all got our flaws. I think it's about finding your own feet.

"I do think that people like Chris are the one's to watch. They will also, in my view, contribute massively to the British economy compared to many entrepreneurial businesses that have gone before."

How many staff do you have currently, and how many of them are Apprentices?

"We've currently got 280 staff, out of which there are 40 Apprentices. I want to put many more in. Apprentices are amazing. They come into the business far more engaged than graduates. In my view, if you go to university and learn great things, I feel sometimes you are not learning that information fast enough. It seems that Apprentices are easier to teach at a much faster rate than graduates.

"We've also done something quite unusual. We've employed a couple of ex-teachers from the public sector to look after learning and development within UKFast. They are taking care of our progression and our journey, making sure we have Certifications for Customer Services, Technical Skills, for example. Everyone has access to this. You feel like you're developing. It doesn't matter how old you are – you feel brilliant in the achievement.

"So, having our own teachers in place help when we bring in schoolkids from across Greater Manchester to show them our business as part of their learning

process. Bringing in up to 30,000 children mean we can now shape the ICT courses, we work closely with the Dean Trust, we built the Raspberry Pi Café, and by working closely with so many schools by offering work days and code clubs mean we can bring services to them as well. Those same children though are now applying to work with us. They understand that our brand stands for progression, creativity and productivity."

How do you see your current role in the business?

"I don't have to do as much because of the fantastic people we've put in place. I leave it to the team who run it themselves. The clients say what they need, we listen to the client, and the team then build what they need for the clients. My job is to make sure that people are heard, people are valued, and I keep people engaged and excited. We also

have other businesses growing and developing – a recruitment business, new business technology magazine, a building company, event organisation. We tend to place each activity in a separate compartment, and when great people want to move and develop, we can offer them a variety of different challenges without losing them."

What are your future business goals?

"I would think to keep inspiring and helping people. We can't grow as an economy unless we all start buying British. We can start by putting Manchester back on the map. During the industrial revolution this city was at the centre of the industrial world. We are right smack bang in the centre of the country, so we will win the internet race. We can distribute information fast and furiously to every house and every business

in the UK, and by being central, we can reach any point quicker than anyone else. This is part of the reason we have so many digital entrepreneurs growing so quickly in this city, and I don't think London's caught up yet. It will take a while for big business to cotton on to what's happening, but they will. I'm on a mission to help Britain from the centre of Manchester outwards."

Final question is what advice do you have for someone wanting to start their own business?

"Do it now. Don't wait. However, I don't think starting your own business is all it's cracked up to be. You have to be a bit bananas. Nowadays, it's easier to start, but harder to run. You can find something to sell and build a website, but, I think nowadays you can actually earn more money, and have a great lifestyle, by finding a brilliant business to go and work with.

"It's a lifelong vocation. It's not a job, it means you'll work 24 hours a day, you can't switch off. You will sacrifice time with your family. Even now, although I'll never miss a panto or nativity play, there will still be days when I don't see my family. It's a tough balance. Our clients are so important. So, in terms of proper advice, I'd say get as physically fit as you can, be prepared for knock-backs, save money, and have a view to still be here in 20 year's time. I'm not a big fan of exit plans – people ask me what my exit plan is and I say I'm hoping to go home at 7 o'clock tonight!

"Whatever you do in life you need a plan. It's easy to get blown off course, and you need something to bring back your focus. So I'd say write lists, don't get knocked sideways by people who get negative, have massive belief, and you can accomplish anything you set out to achieve."



focus

Harbour International Freight - at home in Trafford Park

Harbour International Freight dates back to the 1970's. At that time their main activity was Customs Clearance - long before the days of the European Single Market.

With customers asking for more than documentation management, the business expanded into Freight Forwarding, moving containers from the Far East to the UK and Ireland, and were the first in the market offering Overnight palletised services between Manchester and Dublin.

The business enjoyed steady growth, with the last year posting an impressive year on year growth of 20%.

In 2012 the Harbour business was acquired by its long-term Irish partner JMC who introduced Harbour's unique freight services to its 2,000 plus customers. In 2013 Steve Swinburn joined the business

as UK General Manager from worldwide freight services company DSV. Steve has brought a broader vision to the business. By creating services that match customer's exact needs, introducing additional products, online booking, track and trace and consultancy services the business has seen rapid growth.

Harbour has also moved to a large facility within Trafford Park. Steve emphasised how important the Trafford park location has been to their growth. *"It was the world's first planned industrial estate and remains the largest in Europe; it's an instantly recognisable quality address, but most important in our business close to a nationwide transport infrastructure."*

In 2015 Harbour Freight introduced

Domestic UK delivery to its range of services. It now offers Next Day pallet delivery anywhere in the UK.

"Many of our Irish Sea and International customers enquired about better Next Day pallet delivery options. After rigorous appraisal we joined the number one pallet network who can guarantee to deliver the high standards of service our customers are accustomed too."

This recent development has seen staff numbers grow at its Trafford Park location in addition to a substantial expansion in its fleet and facilities. Steve is very optimistic for the future: *"With GDP growth of 2.7% and 4.5% respectively in UK and Ireland, well ahead of the EU norm, customers will continue*



Steve Swinburn, UK General Manager, Harbour International Freight

to grow. At Harbour, by continuing to invest in our business, its technologies and offering a premium customer experience we are well placed to benefit from this growth."

Steve Swinburn and his team can be contacted at steve.swinburn@harbourfreight.co.uk

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Quality Service and Performance you can rely on

interview

Talking to Manchester

Having grown into a successful business over the last 16 years TalkUK Telecom are expanding to Manchester. The business is currently based in Hertfordshire but has customers all over the UK. GM Business Connect caught up with the three Directors of the business, and chatted with Commercial Director Gareth Steel to find out more.

Gareth – why choose Manchester?

"We've been developing our brand over a significant number of years. One crucial element has been a shift from simply providing goods and contracts to offering high quality customer service covering every aspect of business communications. Once we established this as our principal cornerstone, we started to see an uptake of new customers simply through word of mouth. This meant we were seeing customers from all over the UK rather than just in the South, and a good proportion of them were Greater Manchester and Northwest-based.

"We've been looking to expand northwards for a while, and the choice to set up in Manchester has been very easy. There's a tangible feeling for growth here that seems to reflect what's happening with the Northern Powerhouse idea, something that can be felt



TalkUK Telecom's business model is a complete one-stop shop for every aspect of a business's telecoms requirement.

every time we visit our Northern customers. Manchester seems to be the centre of massive business growth, particularly in the service sector."

So, how far on are you with your plans?

"We've just acquired offices at Osprey House in MediaCity. We're currently refurbishing these with a view to feature a display suite containing the products we offer along with state of the art facilities for our staff."

Presumably you're after experienced people?

"It's a mix of both. We're very keen on bringing in the very best of experienced professionals in a variety of roles, however, it's key to our business ethos that all our employees must represent the best when engaging with our customers, and we are also looking for effervescent, fun, eager people who want to be successful, but don't necessarily have a lot of experience. There is a clear pathway to achieving the skills we need through our TalkUK Telecom Academy. This will equip our employees with a confident skillset that when coupled with an outward looking personality will offer fantastic opportunities to grow their role within TalkUK, plus offer our customers the very best service along with bang up to date product knowledge. There are a range of roles available but the absolutely essential requirement is personality over experience.

"Our aim is create a team of hungry individuals with a passion for being successful for themselves, their team, and the principal way they will achieve this is through first class customer service."

Tell us more about your business development, and how you see yourselves

growing in the telecom marketplace today?

"In the old days it was simply sales, sales, sales - with an emphasis on growing the business. Everything was separate, businesses just wanted the cheapest mobile contracts, landline deals, etc. Now, however, there is an attitude to retain business through account management. You can only do this through growing the service offering, by being 100% on top of new innovations and products, and ensuring our customers can easily pick and choose those services that will help them grow their own business.

"We offer a level of customer service that is second to none. We provide a complete, bespoke, customer experience that is completely independent. This ensures we're free to choose from across the whole marketplace the best providers for our individual customer needs. Companies have got enough to think about in growing their own businesses, and we offer the complete peace of mind that their entire business communications are taken care of 24/7.

"Choice is so important as part of our service offering.

We are currently looking at services like One Net, which gives customers the ability to never miss a call, whether they are outside or inside the office. Keeping up with innovations is crucial. We can also look at every aspect of a business's telephony and offer a structured solution using many different services and options. These can be covered under a regular single detailed statement so a business can easily manage their communications spend.

"There is also the peace of mind that if there are any issues, such as loss of a mobile phone for example, we are available round the clock to sort any problems. In the case of a lost or damaged phone we can arrange for a replacement handset plus sim the very next day. Downtime for any business is costly and damaging, and that is something we are acutely aware of for our customers.

"The difference is that when we started TalkUK it was all about offering the best value mobile phone contracts. Now its about providing businesses with a fully inclusive communications solution that is service-led and at the same time independent, flexible and innovative."



Gareth Steel,
Commercial Director,
TalkUK Telecom

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At TalkUK Telecom we understand the way business trends and economies play a major role in the way which companies look at telecommunications. We have been able to focus on solving complex business communication challenges with innovations like IP networking, mobile One net solutions and having the scale ability to reduce costs.

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advisor today, call
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LANDLINE

We understand how important telecommunications is to the life of your business and that a partnership with us should give you the best possible service, 24 hours a day, 7 days a week.



BROADBAND

Fast, reliable connectivity can massively increase productivity. With increasing reliance on the internet for cloud based and other IT services, it is essential that all businesses have the best quality data solution available.



ONE NET

Create a truly integrated fixed and mobile solution with One Net. What this means is that you need never miss another call, as all your mobiles are extensions of your landline system. Therefore all your users are available on one number for your customers.



CLOUD

We are able to provide you with a complete cloud solution, allowing you and your employees to work from virtually anywhere. As part of this service, we are able to provide you with a wide range of business tools including Office 365, hosted telephony, VoIP, MPLS, and many other data services.

Office 365

Get the value, power, and simplicity of Microsoft Office 365 for small businesses, a set of web-enabled tools that lets you access your email, documents, contacts, and calendars from virtually anywhere, on almost any device. All at a price that small businesses can afford.

review

Helping small businesses through better tech

It's always nice to be invited to share our thoughts about any aspects of business growth, particularly in the small to medium arena, and it was especially nice to be invited to a 7 course private dinner at Michael Caine's stunning restaurant at the Abode Hotel in the heart of Manchester to discuss this.

123-reg were our hosts for the evening, and we enjoyed the company of Emyr Williams, owner of Bytestart – an information site that has helped over 7 million small businesses since 2004, and Susie Hughes, owner of Shout99 – the UK's foremost site for information and support for small businesses and freelancers in the UK. Also present were Alan Chan and Him Shun Yip, both from fast-moving Manchester company Genesis

Infinity – typical of the successful new business startups that are found all over Greater Manchester. Our hosts for the evening were Dorota Gibiino, Head of Marketing for 123-reg, Robert Ackland, Group Director of Product Development for 123-reg and Mary Paslawski from PR Consultants Axicom.

It turns out that 123-reg are currently pushing an agenda of inclusivity with the small and medium business sector to actively encourage more take-up of technology, and in a recent alignment with Microsoft they are expanding their position as the UK's largest domain registrar to create a much more rounded offer for their new and existing client base. This is fairly sizeable at over 800,000 customers, and feedback

is crucial to get the offer right. As far as GM Business Connect's views sit with this, we are very happy to see technology help at an affordable level for many small and micro businesses, and in taking the time to travel round the country provisioning events like this, 123-reg seem to be doing their homework in actively seeing what's required to make their expansion credible for the small business community.

As well as a series of dinners with small business content providers, media representatives and representatives of businesses themselves, 123-reg have recently commissioned a survey from YouGov going into much more detail about the take-up of technology across the small and medium business sector. This

seems to underline the issues faced by small businesses in revealing that small and micro business owners want to be more productive but severely lack the awareness of how technology can help them achieve this goal.

In an online study of 1057 decision makers of businesses with 1 or 2 employees, the survey found that when it comes to online awareness, small business owners understand the importance of a website and the benefits it can bring to business growth, proven by the fact that 64% of respondents set up their website more than three years ago. However, SMBs fall down when it comes to linking their day-to-day processes and their online presence, showing a failure to use technology to help save them time.

An overwhelming 63% of small business owners would like to increase their company's productivity but only a third (33%) of these had a plan in place to do so. A key reason for this low percentage seems to be out of a majority (82%) of SMBs using Microsoft Office products many were unaware of how to get the most time saving and therefore productivity increasing benefits from these tools.

In the survey, Nick Leech, digital director, 123-reg commented: "UK micro and small business owners are huge multi-taskers – managing all of the company's tasks from completing the work, generating new sales and managing accounts and pay roll. UK SMBs have already demonstrated they're digitally savvy by embracing websites and social media in their millions. Now, they need to think about how they can save time by embracing

in the North West...

54% of businesses have grown significantly in the last two years.

27% of business say they spend too much time on admin, with 6% of respondents saying it takes them between 21 and 40 hours a week.

37% want to increase their business' productivity and have a plan to do so, while 29% would like to increase productivity but don't have a plan to do so.



flourish awareness

technology further so they can focus on the tasks that add the most value to their bottom line. For example, they can save time on travel to customers by investing in high quality video conferencing, as well as on smaller tasks such as using digital signatures on formal contracts to avoid printing and scanning, setting emails to be delivered once a day instead of interrupting work flows, and working collaboratively on documents with partners to avoid lengthy meetings.

"The need to save time is crucial, not only to grow your own business but for the UK economy. We've calculated, based on recent UK Government business estimates, that by giving five hours per week back to SMBs, an additional £23bn of revenue can be generated. In the past two years, almost half (46%) of UK businesses have grown, but this figure shows that there's so much room for additional expansion. Technology can be seen as a challenge – but the new tools on the market are easy to use for those without a technical background – any business owner can set them up and start managing their business and home lives more efficiently. By embracing additional tools they will be able to reduce time spent on unproductive admin tasks and focus on the activities that really drive business growth, such as producing excellent work or networking for new leads."

Beyond a lack of awareness of technology, businesses listed several additional barriers to increasing productivity including spending

too much time on admin (28%), managing communications with customers (17%) travelling to meetings (11%), managing complex IT issues (85%) and tax/National Insurance (9%). Family commitments and a lack of time made up the vast majority of additional reasons given. To this end, almost a fifth (17%) of business owners reported that growth has been affected negatively by a lack of time and 31% said they could make more money if they were more productive.

One change that SMBs can make to gain more time is related to the fact that many small business owners surveyed who use Microsoft Office, 65% said they were using older versions and therefore not capitalising on some of the time-saving benefits available from

using the latest technology. Glenn Woolaghan, small business director at Microsoft UK commented: "The survey demonstrates that whilst small businesses are hungry for growth, they don't always fully understand how technology can assist in their ambitions. With the help of partners such as 123-reg, small businesses can unlock the benefits of Microsoft Office 365, enabling them to think big and grow fast. With functions such as regular updates, additional OneDrive cloud storage and ongoing support, small business owners will be able to bridge the technology gap to gain productivity benefits."

Discussing these points was certainly something that brought home the fact that technology

knowledge and support is crucial in maintaining the ability to streamline any business, and the correct form of knowledge and support has got to be identified and actioned at an early stage for a business to be successful. It's heartening to know that as many businesses start from a 'good idea' and become reality through usually just one entrepreneur creating everything single-handedly, there are options supported by companies like 123-reg that can get a business up and running digitally, leaving the hard work of making it successful a little easier to accomplish.

across the UK...

59% of SMBs waste up to ten hours a week on administration tasks, taking time from activity that could increase revenue and growth.

65% of SMBs admitted to using outdated Microsoft Office technology, decreasing productivity by not taking advantage of latest benefits.

Giving SMBs back 2 hours each week could boost the UK economy by almost £9 billion.



review

Future proofing your business through digital technology

In one of the latest pro-manchester hot topic events we found ourselves invited to a breakfast presentation by Graham Fern, Technical Director from Axon IT, in the Grade II listed offices of Gateley Plc, situated at Ship Canal House on King Street in central Manchester.

After networking over breakfast, we all settled down to be welcomed by Jonathan Moakes, Partner at Gateley, who introduced Graham and his presentation 'Future proofing your business through digital technology': "I'd like to start by observing you all consume technology in your life. I'm showing a photo of a crowd scene from 2005 from outside the Vatican. Here's the same shot from 2013." The first was simply of the crowd, in the second shot, everyone was holding up a tablet or phone recording what was happening. "So, this demonstrates that technology has a powerful effect on our personal lives, and we will quite happily innovate and change the way we behave in a very short space of time.

"I'm here to talk about business. The question is how will technology affect us. How can we use it to enable a business to innovate, become smarter, and therefore more efficient and ultimately more profitable."

We then looked at a video from Microsoft showing real-time applications of their latest VR headset. "This technology is disruptive. Not in a negative way, particularly in reference to customers or end users. However, they are often difficult for companies to recognise or acknowledge. Even if a disruptive technology or innovation is recognised, most businesses often ignore it, deny it or discount its impact because it threatens their existing technological expertise and understanding.

"So, when technology drives forward, it adds disruption and opportunity in order to change things, and it's about driving innovation which in turn will drive growth.

"Let's talk about future proofing. Is there any such thing as future



proofing? Things change quick. Look at the two photos from outside the Vatican.

"It is a process about anticipation though. There are some simple steps that every business can do – like finding out who to ask about the technology. Technology today is far removed from the idea of pockets full of screwdrivers. From a business perspective your adoption of technology, especially the 'cloud', in turn drives or allows innovation, and asks the question 'What can I do with that technology?'"

Graham then went into more detail about the scope of the cloud, how solid the network of servers are hosted by many of the world's leading IT businesses, including Microsoft. The message coming across was that investing in the cloud, as opposed to the standard reliance on office-based server technology, was safe, effective, and also when extended to make use of the many available cloud-based technologies, innovative.

He also observed: "9 out of 10 smartphone owners spend 20% of their time away from their primary workplace. That will be everyone here apart from Jonathan! By working in the cloud we can use any device, on any platform, anywhere to work. I can easily run this whole presentation from my smartphone."

We then had a look in more detail of many of the applications, tools, and technologies that are currently available for business in the cloud and their potential impact on the very

many different aspects of running a modern business.

To finish off, Graham presented us with a statement from HM government on their 2013 Information Economy Strategy: "To reap the economic and social benefits of the digital economy the UK needs a strong flow of future talent, a skilled workforce, and a digitally literate population. We need people who can use applications and apply technology as well as people who can invent and develop the technology and applications of the future. We want the UK to be a Global leader, excelling in cutting edge technologies like Big Data, Cloud Computing and Cyber Security."



The Vatican 2005



The Vatican 2013



Jonathan Moakes, Partner, Gateley Plc

Graham Fern,
Technical Director, Axon IT

pro-manchester is a corporate membership organisation representing the 240,000 employed in the financial and professional service community in and around Greater Manchester.

Boasting more than 300 corporate member firms, pro-manchester engages with over 5,000 individuals. For more details call **0161 833 0964** or email:

admin@pro-manchester.co.uk

focus

It's **GOLD** for

Trafford Park based ExcluSec Security Solutions were celebrating in March as they were awarded the Investors in People Gold accreditation. The achievement, which now puts ExcluSec in the top 4% of 14,000 companies in 75

countries that have the certification, builds on the NSI Guarding Gold accreditation that the company were awarded last year.

Investors in People have set the standard for better people management and defines what it takes to manage, support and lead people to achieve sustainable and successful results. Companies who apply for this accreditation are graded on bronze, silver and

ExcluSec Security Solutions

gold, with 126 evidence requirements needed to achieve gold.

"We were all delighted with the recent Investors in People Gold accreditation" said Managing Director James Bancroft. "We have worked hard over the last eighteen months to achieve our Gold accreditations and we are proud that we now have this one to add to our NSI Guarding Gold award that we achieved last year".

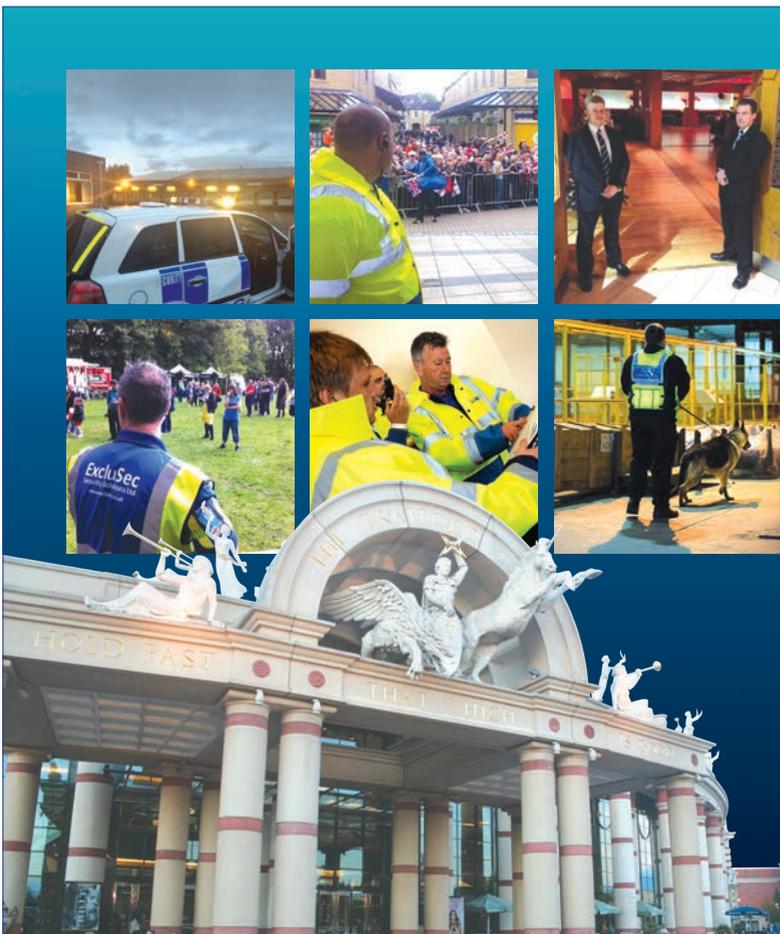
That particular accreditation has opened up numerous opportunities for the company, with the NSI Guarding Gold achievement holding the greatest perceived value across the industry by the police and fire services.

The company were recently awarded the manned guarding contract with

Guardian News & Media (Guardian Newspapers) for their Print Centre located in Trafford Park, providing around the clock security cover for the site - a significant win for the company and one that James takes a great amount of pride in.

"The Guardian Print Centre contract win was a significant one - the NSI Guarding Gold accreditation certainly helped us achieve this. We are one of only a few security companies in Manchester that have NSI Guarding Gold for manned guarding and we are very proud of this achievement".

For information about ExcluSec Security Solutions - visit their website www.exclusec.co.uk or e-mail operations@exclusec.co.uk



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preview

Don't miss

The Trafford Business Expo 2016

www.trafford-business-expo.co.uk

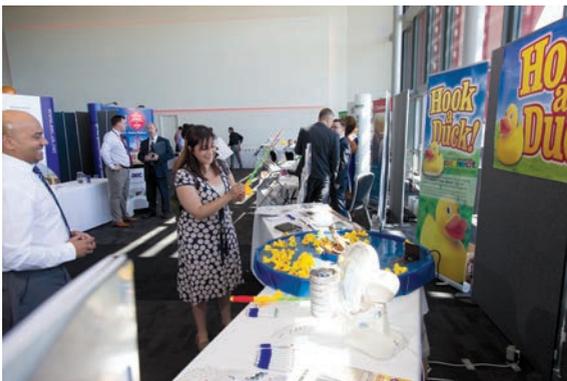


Back for a third year running, GM Business Connect are once again pleased to be media sponsors for Trafford's seminal business expo.

Tuesday 7 June will offer an opportunity to join hundreds of businesses at one of Greater Manchester's largest business exhibitions. Interest is keen, and we're expecting an exhibition floor

packed with a variety of companies looking to create new networks and promote their products and services.

Also offering value to an already busy event will be a series of seminar and workshop speakers (which are currently being finalised). If the quality of speakers are the same as previous years then we should expect to enjoy a truly excellent day.



There are many advantages most businesses will get from not just exhibiting at the Expo but simply by visiting. Attending is one of the most efficient and effective forms of building business contacts with like minded people. Hundreds of visitors attend the exhibition with an open business mind and are there for the very same reason as everyone else. To network, source new services, suppliers or products which will overall improve their business.

There will be almost 70 exhibitors on the day, which will add considerably to the variety of businesses available to network and interact with. The Expo has been designed with the visitors in mind to create a dynamic event to discuss business opportunities. The aim is to provide no more than two types of the same company from each industry, to ensure there is a wide range of businesses exhibiting. This maximises the chances of those crucial conversations with a company of interest to you taking place.

As mentioned there will be a massive opportunity to gain a range of industry knowledge from specialised speakers. An exciting line up of industry experts are due to be announced. These will let you gain actionable business advice from experienced professionals who are hosting the seminars. The sessions will be tailored to share knowledge and inspire you with tips to relate and implement in your business.



Trafford 2016

**Tuesday
June 7
10am - 4pm
The Point
Emirates
Old Trafford**

GM Business Connect caught up with Liz Sinclair from Expo organisers innov8 Conference Services to hear her thoughts on the event:

"One of the best parts of working on events from the very start is seeing them grow and become more and more successful as the years go on, and The Trafford Business Expo 2016 will be no exception to that. Each year we are hitting a new record of visitor numbers and sell out a packed exhibition floor

with more stands each time. Now as the Trafford Business Expo 2016 enters it's third year, we will have a larger exhibition floor, more visitors to network with and a more diverse selection of workshops and seminars available throughout the day.

"I've said it before and I will say



Article continues on next page

challenge 4 Change

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preview

The Trafford Business Expo 2016



it again - exhibiting at a business exhibition is one of the most effective forms of marketing out there and it is a fantastic way of putting your brand in front of 100's of decision makers. We also appreciate your time out of the office is precious whether you are visiting or exhibiting, so we like to make your day easier to maximise your productivity at the exhibition. With free catering throughout the day and free first come first served parking, means there is more time to focus on business and networking opportunities.

"This year we are delighted to have Leemic on board as headline

sponsors. Leemic are suppliers of multifunctional photocopy and print systems and have supported innov8's exhibitions from the outset. They have always had a large presence at our exhibitions, either showcasing their latest equipment on the show floor including 3D printers, or providing a print facility to be utilised by delegates and exhibitors."

Nick Pendlebury, Director of Leemic explained: "Having attended previous exhibitions both as a visitor and an exhibitor I am delighted we have the opportunity to sponsor Trafford Business Expo. The business Exhibition embraces

the very philosophy adopted by Leemic; local companies supporting local commerce. We are delighted to be associated with innov8 who provide exceptional value for money in a professional manor. We look forward to showcasing our portfolio of award winning print systems."

Liz added: "This two year agreement will see Leemic as the main sponsor of the networking area on the exhibition floor, and you can find them demonstrating their latest technology throughout the day."

"The exhibition floor is selling out quickly but we do have some stands available so get in touch to reserve your place."

Exhibiting at The Trafford Business Expo will benefit your business

Exhibiting at the correct event can be the most powerful marketing tool available to any organisation. Below are 6 valuable reasons why exhibiting at The Trafford Business Expo will put your business ahead of the crowd.

Engage with 100's of directors, managers and decision makers

The majority of visitors who attend the Trafford Business are the key decision makers of the companies. These are the crucial people you want to notice your business, so use the exhibition to your advantage.

Increase exposure - it is a whole day of networking opportunities

The nature of business these days is not always 'what you know' but 'who you know'. Networking is fundamental in building new

networks with likeminded people. The more people you speak to, the more people will find out about your business. You may even come across something which will improve your business that you have never considered before.

Capture high quality leads

Visitors come to exhibitions with an open mind, ready to discuss business. If you speak face to face with a visitor your business has a higher chance of being at the top of their list if they require your service. Every conversation is a potential new customer, partner or provider.

Touch base with existing customers

It's always great to put a face to a name, voice or nowadays, an email address. It is an ideal opportunity to showcase new products and services to your current customers and they may be interested in upgrading. It also is a chance to gain valuable feedback on your business, products and services from the people who know your work. So, invite your customers and suppliers to the event. Let them know you are exhibiting there and that they can in turn network with a host of other businesses while at the same time get out of the office and meet with you face to face.

Get ahead of your competitors

Exhibiting is the perfect opportunity to stand out from your competitor. You can also gain market research and find out exactly what your customers are looking for. Having face to face conversations with people in a mutual environment sets you ahead of your competitors who have missed out on that conversation opportunity.

Make sure your stand is memorable

The organisers offer a 'Best Stand Award' each year and will be looking for the stands which are interactive and fun with engaging elements to promote your business and services to the visitors.

It is proven that the stands which are creative, interactive and enhance the attendee experience, attract the visitor's attention resulting in a higher return on investment for your business.

2015 Seminar speakers



Dan Nolan, theEword



Andy Preston,
International Sales Speaker



Sharon Robson,
StaR Procurement

How are you **PROMOTING** your business this year?



The Trafford Business Expo

Tuesday 7 June 2016

10am - 4pm

The Point, Emirates Old Trafford, Talbot Road,
Old Trafford, Manchester M16 0PX



Following the incredible success of the past two years, the Trafford Business Expo is back at The Point on 7 June for an even bigger and better third year!

The event is free for all visitors to attend, and includes almost 70 exhibitors, free workshops throughout the day, free seminars from industry-leading experts, free catering at intervals throughout the day, plus a free giveaway bag.

Organised by innov8 Conference Services, stands are selling fast, but there are places available.

To find out more about exhibiting or to book your free delegate place visit:

www.trafford-business-expo.co.uk

or call: **Liz Sinclair** on **0844 887 1550**

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Are you exhibiting? The June/July Edition of GM Business Connect Magazine will be in every visitor's free bag of giveaways on the day of the Expo, plus available all across the event. The magazine is offering discounted rates on advertising for all Exhibitors. For more information contact **Paul Mirage** on **07708 987518** or paul@businessconnectpublishing.co.uk

review

100 Club returns to Sale



Friday 4 March saw the welcome return of the business networking lunch to SaleFC Rugby Club. Originally targeted with the aim of attracting 100 local business people to a Friday afternoon networking luncheon, the event surpassed itself yet again with almost 140 attendees gathered to support notable charity the Alex Hulme Foundation.

The event followed a tried and tested formula of open networking over drinks before everyone took to their table for a warm welcome from Brad McBride of Cartridge World, Sale, who welcomed everyone on behalf of SaleFC Rugby Club.

After a welcome from Trafford Mayor Councillor John Holden, news was

announced of a link-up with Rugby League Championship side Swinton Lions. In the historic agreement, the Lions, who are celebrating their 150th anniversary season, will play all their home games at Sale FC's Heywood Road to at least the end of the 2016 season and probably beyond whilst their new ground project is pursued.

After the historic news was announced, the mic was passed to Dave Hulme who spoke about the fantastic and touching work done in honour of his son Alex, by the Alex Hulme Foundation. We also got to hear from Dr Suzanne Turner, the UK's only Paediatric Lymphoma Researcher who explained the work

of the Foundation in more detail.

John Warburton from JWC PR, who was our host for the afternoon, then invited everyone to a fantastic buffet lunch supplied by the club, and after settling down again we enjoyed a great warm-up from John showing just why he has enjoyed a successful career on the stand-up circuit.

The main speaker for the event was then introduced. Jamie Peacock MBE gave us a wonderful insight into his top-tier rugby career, and then went on to present the raffle prizes and conduct a number of auctions for some fantastic prizes. These were donated by local businesses, which included two return Dubai flights from All About Flights, a VIP wine tasting evening for four people from Marc Hough of Cork of the North, Sale's new Wine Bar on Northenden road, two Sale Sharks Platinum tickets donated by James Hourihan of Fityque and a signed rugby ball from Jamie.

Also auctioned were a pair of Wayne Rooney boots donated by Wayne to Ashton on Mersey school for the Foundation. Alex's brother Matt took to the mic to explain about how the boots were donated.

The total raised on the day came to a very respectable £3,881.47, and Dave and Nicola Hulme from the Foundation commented: "We are overwhelmed with the support we received from this event. We were delighted that so many local businesses attended, some who are existing supporters of the Foundation, but also many who we met for the first time. It was fantastic to see so many new faces



Jamie Peacock MBE



Dave Hulme and son Matt



Dr Suzanne Turner



John Warburton from JWC PR

and to be able to share the aims and achievements of the Foundation with them. We are so grateful and appreciative of the generosity and kindness of the individuals and organisations who attended, and acknowledge that this platform is vital to the ongoing fundraising and awareness of the Foundation, as well as providing a vehicle for local business to get together in a relaxed atmosphere and promote their products and services to the local business community.

A special mention must go to Brad McBride, MD of Cartridge World and Mike Jefferson, Chief Executive of Sale Rugby Club, for all their hard work in the organisation of the event and to the many people who helped during the day to make the 100 Club Networking Event the success it was. We look forward to many more such occasions in the near future."



Matt Hulme with the famous boots



review

An economic outlook, plus what makes an entrepreneur?

The K-Club are a unique network of business leaders and entrepreneurs that meet for a regular breakfast event at Salford City Stadium. Thursday 4 February was the first 2016 get together, and the packed room saw testament to the fact that this event was as popular as ever on the networking circuit.

Following the tried and tested formula of networking followed by a great cooked breakfast, the first of two speakers took to the lectern.

Mark Berrisford-Smith, Head of Economics at HSBC UK Commercial Banking, gave us his insight into the current local, National and International economic outlook: "We live in a world where financial markets are terribly volatile, however, to most of us the economy is doing rather nicely. We hear of a slowdown in China. You would not want to be a major producer of oil at the moment, however, what does this mean for the rest of us? Good news! Why are we worrying about stock markets when we can fill our cars for £20 less each time."

Mark then went into detail about the positive aspects of world economics, and particularly looked at the economies of the US, UK and Germany, citing that with growth currently between 2 and 2.5%, and unemployment at about 5%, these

economies were functioning well. "With inflation at close to zero and earnings and growth over 2% the ordinary person is doing well, and so long as that sustains, which will be all of this year, and probably most of next year as well, ordinary people will have extra money to spend, consumer confidence will rise, further fuelling sustained growth."

Mark then went on to look at the possibilities around the Europe vote in June. He looked at the arguments for, against, and with a view that whatever is decided in June: "We don't need to be fearful whatever way the vote goes. We are the 5th largest economy in the world, and compared to when we joined the common market in the 1970's from a position of relative weakness, our economy is so much stronger. When we make our final decision it will from a position of strength."

Next to speak was Jim Davies OBE, Co-founder of DWF, talking about his career working as both a lawyer and businessman for over 45 years. Jim was managing partner of law firm DWF which he co-founded in 1977, and which has grown significantly into a national practice of 12 offices employing over 2,500 people. Jim introduced his subject by quoting a famous American Chef – Yotam Ottolenghi – on what he



L-R Brian Wood, Partner - Corinthian Tax LLP, Fred Stone, K-Club Founder, Jim Davies OBE, Co-founder of DWF, Mark Berrisford-Smith, Head of Economics at HSBC UK Commercial Banking and Matthew Townsend, CEO of Ultimate Creative Communications.

thought describes an entrepreneur: "Someone who has courage in their convictions, as well as the wisdom to listen when the details don't go always according to plan, and then changing as a result. You need to hold the big picture while at the same time tweaking and tweaking the details until they're right. It's like having the energy of both the long distance runner and the sprinter. No pressure then. I don't think there is just one way to become a great entrepreneur, however, I have always worked to three guiding principles. One – Be willing to change. Building a business can be an incredible opportunity for self-improvement. You can be truly self-aware and open to feedback though. Two – Always ask why? That means you can't shy away from challenging conventional wisdom in order to find the best answers. And three – This has been so important throughout my own career – Don't be afraid to fail. Things are always going to go wrong. And once you accept this, it is so much easier to move forward."

Jim then went on to describe his own journey: "In 1977, myself and business partner Guy Wallis decided

to start our own law firm. Very soon, we had a break. I am a great believer in fate, and this break was the perfect example of that. I particularly like the way fate impacts on strategy. My view is that events often occur in life presenting opportunities that are simply not part of your strategy or plan, nevertheless, you need to grasp those opportunities as quickly as you can. Well, we were set up for only two weeks when two people walked through the door asking about setting up off-licence businesses. We had no idea what an off-licence application required but we tasked ourselves to find out. This wasn't part of our original plan. There we were, having filled out the forms, off on a journey! We didn't know that those two businessmen were to become two of the biggest independent off-licence chains in the UK!

"Suddenly, we were the legal firm that everyone went to regarding off-licences. We had Casinos, Supermarkets, and suddenly a massively expanding business. If you see opportunity, grab it. Fate is inevitable, but you need to be fleet of foot."



For further information please contact **Amanda Manson, Communications Director** on **07754 069 829**
amanda.manson@k-club.co.uk
www.k-club.co.uk

review

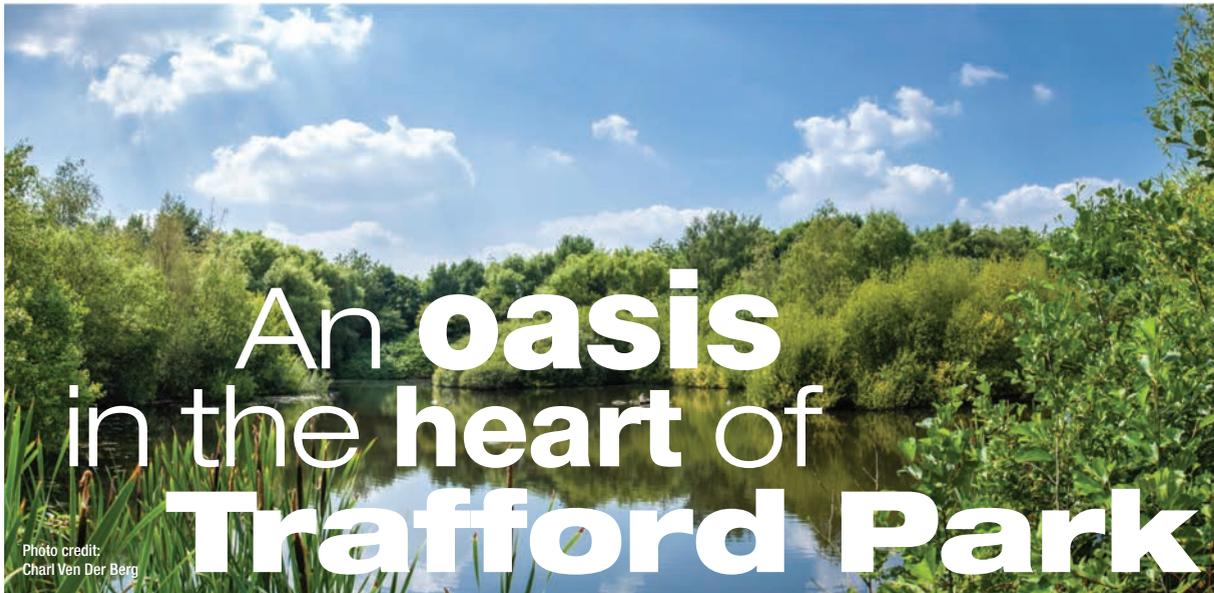


Photo credit:
Charl Ven Der Berg

Trafford Council along with the Greater Manchester Chamber kicked off a thoroughly wintry February morning recently with their fourth Trafford Park Business Network event. Over 60 people representing businesses in Trafford Park attended the event at the Imperial War Museum North.

The Trafford Park Business Network is a networking group open to businesses based just in the Trafford Park area. It has been developed in response to local businesses who have identified that they could be doing much more business within the Park, if only they had a more effective way of meeting neighbouring businesses and developing lasting relationships.

Trafford Park is the world's first planned industrial estate and remains one of the largest business parks in Europe. It is home to over 1,300 businesses and 35,000 employees, from a wide range of business sectors including manufacturing, logistics, retail, leisure, digital and creative, office, and professional.

The businesses were welcomed by Chris Fletcher, Chair of Trafford

Economic Partnership and Director of Policy & Communications for GM Chamber of Commerce.

After his welcome, Councillor Sean Anstee, Leader of Trafford Council, Groundwork MSSTT and Transport and Travel Research, gave us a summary of the current and future business landscape as a result of devolution. Sean gave us a brief view of the opportunities presented to business as a result of devolution, and also what that meant in terms of developing Manchester's role as the centre of the Northern Powerhouse.

Next to speak was Mike Ormerod, Executive Director and Deborah Murray, Operations & Development Director, both from Groundwork MSSTT. They introduced the charitable trust and explained in more detail its remit as an environmental regeneration charity working across Manchester, Salford, Stockport, Tameside and Trafford (MSSTT).

It turns out that Groundwork has been in existence for the past 30 years, and although the trust operates from its Timber Wharf office in Castlefield, Manchester, it also runs programmes from Trafford Ecology

Park – a local natural reserve in the centre of Europe's largest industrial estate. This local nature reserve is a Site of Biological Importance and home to nationally protected species including crested newts and bee orchids.

Up next to address the audience was Roseline Walker from Transport and Travel Research Limited. Roseline drew our attention to the new ECO Stars scheme which encourages and helps operators of HGVs, buses, coaches, vans and taxis to run fleets in the most efficient and green way.

The scheme provides recognition for best operational practices, and guidance for making improvements, of which the ultimate aim is to reduce fuel consumption which naturally leads to fewer vehicle emissions, and has the added benefit of saving the operators money.

In addition to the speakers, businesses also got the chance to give a 60 second pitch, to encourage inter-trading and seek help from other businesses on specific issues.

Attendees also had the chance to speak to key business support partners, such as Business Growth

Hub, GM Chamber of Commerce, Beever & Struthers, Trafford College, Groundwork, and Sale Sharks.

This provided an opportunity to learn more about available business support and funding opportunities, and projects of particular relevance to Trafford Park businesses including the roll out of the Eco Stars scheme.

Chris Fletcher added:

"The continued interest from Trafford Park businesses in this event has been fantastic. The primary objective is to help those businesses to develop better local supply chain links within the Park, and we can only do this if we maintain that focus."

Members of Trafford Economic Partnership are currently planning the agenda for the next Trafford Park Business Network event, scheduled to take place in summer 2015.

For further information, and to register your interest in attending the next event contact

business@trafford.gov.uk

Chris Fletcher, Chair of Trafford Economic Partnership and Director of Policy & Communications for GM Chamber of Commerce



Sean Anstee, Leader of Trafford Council



Mike Ormerod, Executive Director, Groundwork MSSTT



Deborah Murray, Operations & Development Director, Groundwork MSSTT



Roseline Walker, Transport and Travel Research Limited



apprenticeships

Salford City College launches 'Apprentice Champions' Group



Salford City College's new group of Apprentice Champions



Allan Milne, Head of Work Based Learning at Salford City College, and Roy Cavanagh MBE, Training & Education Executive at Seddon

MBE, who is a Training & Education Executive at family-run construction company Seddon. The born-and-bred Salfordian has over 40 years' experience in training and development, and was awarded an MBE for his service and commitment to improving the lives of others through skills development.

In an address to his fellow Apprentice Champions at Monday's meeting, Mr Cavanagh said: "We're all here because we are passionate about training, and the work done at Salford City College. It is my hope that between us we can promote the value that apprentices bring to a company across a wide range of industries."

Allan Milne, Head of Work Based Learning at Salford City College, said: "When we had our last Ofsted inspection in 2009 we only had 10 apprentices at the College. When Ofsted returned last November, we had over 800 apprentices on our books, and an amazing 82%

apprenticeship pass rate.

"In order to meet the Government's target of 3 million apprenticeship starts by 2020, we are aiming to reach 1,000 apprentices at the College over the next six months, so we have really got our work cut out. We are delighted to have a fantastic group of professionals as our Apprentice Champions, who have all shown fabulous commitment to Apprenticeships and are very well placed to help us make a difference moving forward."

The Apprentice Champions hail from a range of companies including Salford Royal NHS Foundation Trust and Morson Group, and will keep in contact with each other on a regular basis by email and hold meetings twice a year at the College.



Salford City College kicked off National Apprenticeship Week celebrations on Monday morning with its first ever 'Apprentice Champions' meeting. The aim of the group, which is made up of various employers across the North West, is to promote Apprenticeships and the success stories they bring to other companies across the region.

Debbie Ward, Director of Work Based Learning at Salford City College, explained: "The creation of the Apprentice Champions group comes at a time of great change in the sector. Firstly, Apprenticeship frameworks are due to be replaced by Apprenticeship standards,

which will significantly change the funding currently offered.

"In addition, the Apprenticeship Levy will be introduced next year, and the Government's new Digital Apprenticeship Service will be rolled out from October, which will control the procurement and relationship between employers and learning providers.

"These factors mean that employers will have a much greater voice in the delivery of Apprenticeships, and this is why Salford City College is choosing to work even more closely with its Apprenticeship partners."

The chair of the Apprentice Champions group is Roy Cavanagh



social media

Time management tips for Social Media

There is no denying Social Media is ESSENTIAL for businesses, but it's reported that 80% of businesses who spend large amounts of time using Social Media for their business don't win a significant amount of or any business from their activity.

Over the past few years we've seen various sensationalistic headlines about how you can manage your Social Media in under 10 minutes a day - the truth is those claims don't stack up in reality.

However you can manage your Social Media in about 4 hours a week which means around 30 minutes a day

Here are some Time Management Tips for Social Media to keep your time low and your results high.

1. Discover your 'Why'?

Dabbling is the enemy of any business decision and until you discover your WHY - the very reason

you are using social media - it's obvious you will spend unnecessary time delivering an unstructured seemingly random marketing message.

So why are you using social media? Usually the answer is something vague like "I've been told I should be on it, but I don't really like it" or "My web designer set it up for me and told me to use it"

Try writing down very specific goals such as:

- I want to increase my monthly retained clients by 1 extra client each month for the next 3 months.
- Weekend trade we are full to capacity - but I wish to increase weekday trade by 30% a day.
- I want to use Social Media to push this underused, but highly profitable service by 1 new client a week.

Once you have your why, it helps

focus on the sort of marketing messages you will be delivering, the content you will need for that and the sort of followers you want to attract as a result.

Suddenly by doing this, you spend a lot less time dabbling and lot more time delivering.

2. Plan ahead

Although it may be delivered to look spontaneous - our clients marketing campaigns are planned in detail at least 2 or 3 months ahead down to the specifics of the week and day.

Having a plan for your social media a few months ahead so you don't waste time day to day is absolutely essential, and allows you to plan for the minutia of your marketing message.

Social Media is often about breaking down your message into bite size chunks and looking in advance at all those special dates you can tie in with.

Planning in advance also allows you to look at your business marketing holistically and see where you may need to use printed material to enhance your social media marketing.

3. Schedule SOME of your updates

Around 30% of our Social Media updates are scheduled in advance, whether it be at the beginning of the week or the beginning of a day.

That means we get the key messages out there, while being "live" and "responsive" enough to engage and post 70% of our updates in real time.

There's a debate as to whether scheduled updates are authentic, but in a world where 5 minutes is precious, using tools such as Hootsuite, Buffer, Tweetdeck, Postplanner, etc is an essential business tool so you can deliver a message while still focusing on other areas of your business.

Scheduling also allows you to keep a consistent message rather than the machine gun approach of sending too many tweets in a very short

period of time when you log in.

4. Don't be a slave to social media

Social Media can be one big time suck. How many times have you logged in at 8pm to check what's happening on twitter/facebook and found yourself still there 3 hours later?

Set yourself a time limit for Social Media as you would do any other business task and stick to it. Social Media for business is completely different than Social Media for friends and family, and should be treated as such.

If you set yourself a 10 minute time limit 3 times a day - you will make the most productive use of that time rather than always being online.

You can manage your Social Media in 30 mins a day - don't waste unnecessary time on twitter hours each night.

5. Monitor each week's highs and lows

Spend 30 minutes at the end of each week analysing the past 7 days' updates and see which platforms/messages worked and which ones fell on deaf ears.

Social Media is an important marketing tool for business and if you'd spent 4 hours a week working on a traditional marketing campaign you'd be monitoring the results of that. Why not Social Media?

When monitoring always go back to the why? - and look at the previous 4 points to check you're still on the right path.



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Altrincham & Sale
Chamber
of Commerce



Alex McCann

Altrincham HQ

www.altrinchamhq.co.uk

digital marketing

Navigating the Mobile Maze

Simple strategies to adapt, refine and win the battle for branding and market share in the exploding mobile marketplace

'The internet is dead, long live mobile.'

For the first time Google reports that mobile searches now outnumber desktop searches. This is echoed in internet usage with smartphones accounting for the majority of internet traffic.

It is easy to understand when you consider that 68% of consumers check their mobiles within 15 minutes of waking up, 87% of consumers have their phone by their side permanently, and check their phones a staggering 177 times per day.

New mobile needs, new mobile strategy.

Over 60% of websites are not even mobile enabled let alone mobile optimised. This is a major problem as the mobile user will allow just 4 seconds before moving on if a site performs poorly on their phone.

Companies which offer full mobile optimised sites are already seeing huge gains over competitors and this will continue to grow.

Mobile users tend also to be more proactive in their searches and browsing habits instead of just idly surfing.

Google has noticed this rising trend and has identified 'micro moments'. This is where the searcher or user is displaying clear lines of intent with phrases such as 'I want' or 'I need'

'Micro Moments' should redefine our marketing approach.

Mobile users are far more concerned with speed in their internet activity. They are much more defined in their searching, browsing and consumption of information. By tailoring our content, message and adverts directly to address this we can dramatically outsmart the competition and at the same time reduce ad spend and see vastly improved ROI.

Some key facts:

- 51% of mobile users discovered a new company through search.
- 40% of shoppers will only wait 4 seconds for page load before moving

to a competitor when on a retail or travel site.

- 29% of mobile users will immediately switch to another app if they are dissatisfied with performance or content.
- 73% of searchers said consistent quality information and content was a major factor when selecting a brand.
- 61% of mobile users will be more likely to buy from companies who customise mobile information to their location.
- 33% of mobile users have purchased from a competitor not their normal outlet because the information was available immediately they needed it.

These are ground breaking insights and by utilising 3 key strategies to tailor your marketing it is relatively simple to capitalise on these trends.

The three keys.

Be front and centre with information.

What does your market want? Is it reference information, reviews, demonstrations, videos, articles or plain direction?

How are you addressing this?

Ensure your site carries the relevant information; make it easily accessible, produce content in various formats (Including video) and have it appear seamlessly on mobile platforms.

Be Useful and to the Point.

Our current age is all about speed. Give your consumers what they want exactly when they want it. Trim the filler and verbosity and cater for pin point messages delivered in minimum time.

For prospects who 'need to know or learn', offer bite sized information that is easily understandable and digestible to build brand. Consider 60 second explainer videos as part of this strategy.

For those who 'want to go or experience', show them you are nearby and ready to help.

For everyone who 'needs to do or experience', create mini guides and even branded videos which are informative and easy to follow.

For customers 'who want to buy',

give them easy navigation, one click purchase buttons in your store, on your app or through their phone.

Be Quick.

Customers want their needs fulfilled NOW. Reduce any barriers to fast customer completion and make instant gratification as painless as possible.

Have your site mobile optimised not just enabled. Check and make sure everything loads at lightning speed. Add click to call buttons for immediate contact, one click payment buttons and one click upsell buttons for instant sales, also include drop down menus to reduce load speed and typing.

Take Control NOW.

2016 is going to be a spectacular

year for those who capitalise on the upward mobile trend. Implementation of a full market approach with relevant, optimised content coupled with multiple channel syndication with mobile optimisation in mind will yield outstanding results for years to come.



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wellbeing

Wake up well and start your day **feeling great**

How we awaken in the morning can impact on the rest of the day.

If we wake up feeling jaded, in need of more sleep or stressed and overwhelmed at the prospect of the coming day, it may well be time to reflect on our habits and the way we manage our lives. Let's look at some ways to better support yourself and your quality of life.

Commit to getting more sleep.

90% of adults say that they don't get enough sleep. They work longer and longer hours, sometimes right through until bedtime when they fall into bed, exhausted and hoping to drift off into a deep, refreshing night-long sleep. It's hardly surprising that their minds are racing or that they have restless sleep and disturbing dreams.

Instead, try to treat sleep as an important part of your commitment to good health, and plan to sleep well.

Aim to switch off your technology and wind down for an hour before bed, try to go to bed a little earlier, ensure that your bedroom feels calm and tidy, maybe have a relaxing shower or bath before bed. Introduce some positive steps to take control of your life and notice how your quality of sleep improves. Appreciate how much more positive you feel when you awaken in the morning.

Plan for the coming day by using lists, so that when you wake-up you feel prepared, clear-headed and

ready for the day ahead.

Sometimes it's worth taking thirty minutes on a Sunday evening to plan an overview of the coming week so that you can focus and be more in control of your time. Granted, new, unexpected things have a habit of cropping up, but if you are clear about your major commitments it gives you more flexibility and the ability to manoeuvre whenever necessary.

Prepare the night before for a positive start to each day. Put your clothes out and make your packed lunch so that it's ready to go. Set your radio alarm to a pleasant station, one that's not too jarring as you wake up.

Early morning light can be an issue for some people. It's possible to buy bedside lamps that gradually introduce you to the light as they slowly become brighter. Then get up to an energising shower using lively citrus fragrances so that you wake up well, with a spring in your step.

Some people like to start the day with exercise, but if you're not one of those people who relish a bike ride to the office or an early morning visit to the gym, it's still possible to enjoy a fifteen/twenty-minute stretch routine or a little early morning yoga.

Many people enjoy gentle exercise as a positive way to start the day, allowing them to feel calmer, more relaxed and grounded before they leave their home.

Spending a little time outside in the fresh air can be a valuable way to incorporate meditation or deep breathing as well as introducing a little 'me time' into a busy life.

Good food can provide a satisfying way to wake up well, but not everyone likes to take breakfast. Some people prefer to grab a coffee on the way to the office.

A healthier, more beneficial way to begin the day is to get up a few minutes earlier and allow time to make yourself a nutritious juice, full of fresh fruit and vegetables. You can drink it as you get ready, knowing that you're giving your body a positive start. You're also incorporating several of your 'five a day' before you even leave your home.

Commit to regular breaks throughout the day. The thought of working relentlessly from morning till night is enough to exhaust anyone, and indeed there may be times when this is necessary.

During normal times though, ensure that you take breaks from your workstation, have a drink, a piece of fruit or a walk outside. Relish how much more productive and positive you are on your return to work.

If you are overloaded, with too much to do, it may well be time to trust your support network and allow them to help. Ask for input, learn to delegate or even occasionally say 'no'. It may be that others have no

idea how much pressure you're under or how overwhelmed you are.

Maintaining regular communications with colleagues, friends and family allows you to establish a great support team where you all encourage, advise and care for each other.

How you wake up can spread ripples throughout your life. It influences how you interact with others and that in turn affects their mood and the quality of their day. So it's important to do your best to ensure that you've taken positive steps to manage your life.

Then each day you can wake up well and start your day as you mean to go on, feeling as great as possible.



Susan Leigh MNCH (ACC)

Susan runs Altrincham based **Lifestyle Therapy** offering a tailor made combination of counselling and hypnotherapy on a one-to-one or group basis.

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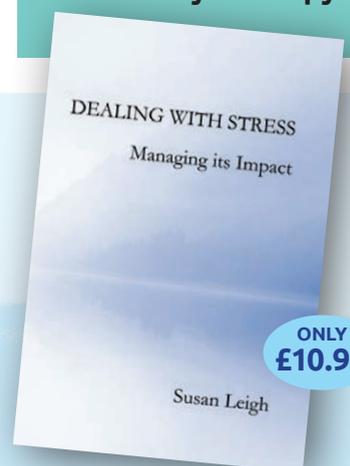
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ISBN: 9781910275092

For more information please call **0161 928 7880** or visit **www.lifestyletherapy.net**



diary dates

4 Networking

City Centre - Fridays Fortnightly
- 15 Apr, 29 Apr, 13 May... 12noon - 2.00pm
Venue Red Hot World Buffet,
48 Deansgate,
Manchester M3 2EG
Cost £15
Contact Jon Mason 01942 765308

Cheadle - Fridays Fortnightly
- 15 Apr, 29 Apr, 13 May... 8.00am - 10.00am
Venue De Vere Hotel Cheadle,
Cheadle Royal Business Park,
Cheadle SK8 3FS
Cost £13
Contact Ian Lavin 07731 837936

Didsbury - Thursdays Fortnightly
- 21 Apr, 5 May, 19 May... 8.00am - 10.00am
Venue Grosvenor Casino Didsbury,
Wilmslow Road, Didsbury M20 5PG
Cost £13
Contact Jim Frayne 07773 967757

Stockport - Fridays Fortnightly
- 22 Apr, 6 May, 20 May... 8.00am - 10.00am
Venue Bamford Arms, Buxton Road,
Stockport SK2 6NB
Cost £13
Contact Rachael Chiverton 07756 772950

Sale - Tuesdays Fortnightly
- 19 Apr, 3 May, 17 May... 8.00am - 10.00am
Venue Sale Golf Club, Sale Lodge,
Golf Road, Sale M33 2XU
Cost £13
Contact Gary Dwyer 07909 090238
www.4networking.biz

Altrincham & Sale Chamber of Commerce
Breakfast Matters - Networking and breakfast
Thursdays 5 May, 9 Jun 8.30 - 10.00am
Venue Cresta Court Hotel, Church Street,
Altrincham WA14 4DP
Cost £10
Contact Anne Jardine 0161 941 3250
anne@altrinchamchamber.co.uk

Bowdon Business Club
Weekly every Friday
- early networking includes full breakfast
6.45am - 8.30am
Venue Mercure Bowdon Hotel,
Langham Road, Bowdon WA14 2HT
Cost £10
Contact Members@BowdonBusinessClub.co.uk

Business Banter
Business Networking, First Weds Monthly,
2 Course Dinner, welcome drink
6.30pm - 8.30pm
Venue The Botanist, 15 London Rd,
Alderley Edge, Cheshire SK9 7JT
Cost £26.94
Contact Debra Carroll
07814 131721
businessbanter@talktalk.net

Business over Breakfast
Networking - Fridays fortnightly
22 Apr, 6 May, 20 May... 7.00 - 9.00am
Venue Neighbourhood, The Avenue North,
Spinningfields, Manchester M3 3BZ
Cost £15
Contact Tracy Heatley 07812 076946

Carrington Business Park
Networking
Mondays 16 May, 13 Jun, 11 July
9.30am - 11.30am
Venue Carrington Business Park,
Carrington, Manchester, M31 4DD
Cost Free
Contact Martin Wade 0161 776 4000
m.wade@cbpl.co.uk

Cheshire Business Expo 2016
14 September 2016 10.00am - 4.00pm
Venue The Hallmark Hotel Manchester
Airport, Stanley Road, Handforth
Wilmslow, Cheshire SK9 3LD
Cost Free (pre-registration required)
Contact James Caldwell 0844 887 1550
james@innov8-conferences.co.uk

Dynamic Networking

Free Business Networking
Sale - 3rd Tuesday monthly - 19 Apr, 17 May,
21 Jun 5.30pm - 7.30pm
Venue The Boathouse, Sale Water Park,
Rifle Road, Sale M33 2LX

Stockport - 2nd Tuesday monthly -
12 Apr, 10 May 6.00pm - 8.00pm
Venue The Old Rectory, 48 Churchgate,
Stockport SK1 1YG

Wilmslow - 1st Wednesday monthly -
4 May, 1 Jun, 6 Jul 5.30pm - 7.30pm
Venue Hallmark Hotel, Stanley Drive,
Wilmslow SK9 3LD
Contact Natalie Lewis
natalie@dynamicnetworking.biz
www.dynamicnetworking.biz

Federation of Small Businesses

Bring a buddy networking
1st Monday - 9 May, 6 Jun, 4 Jul
6.00pm - 8.00pm
Venue Orega Serviced Offices, Blue Tower,
MediaCity M50 2ST
Cost Free

3rd Monday - 18 Apr, 23 May, 20 Jun, 18 Jul
6.00pm - 8.00pm
Venue Stretford Hall, Chester Rd M32 0LG
Cost Free

FSB Public and Private Sector Procurement
Workshop - Buffet lunch included
9.00am - 4.30pm
Venue Stockport Business & Innovation
Centre, Broadstone Mill,
Broadstone Road, Stockport SK5 7DL
Cost Free for members
Contact Simon Edmondson 07766 493 428
Simon.Edmondson@fsb.org.uk

First Friday Club
Networking - 1 Apr, 6 May, 3 Jun
1.00pm - 3.00pm
Venue Pall Mall Medical, 61-67 King Street,
Manchester M2 4PD
Cost £15
Contact Stephen Iacovou 07872 463690
stephen.iacovou@cottonsfp.com

Forward Ladies
Women's Networking Power Business
Breakfast Club - 1st Wednesday Monthly
4 May, 8 Jun, 6 Jul 9.30am - 11.00am
Venue Albert Schloss, 27 Peter Street,
Manchester M2 5QR
Cost £12
Contact 0845 6434 940
enquiries@forwardladies.com

Greater Manchester Chamber of Commerce
Action for Business Manchester
15 Jun 7.30am - 9.30am
Venue National Football Museum,
Urbis Building, Cathedral Street,
Manchester M4 3BG
Cost £15 (members free)

Action for Business Rochdale
10 Jun 12noon - 2.00pm
Venue Norton Grange, Manchester Road,
Rochdale OL11 2XZ
Cost £15 (members free)

Action for Business Salford
24 Jun 12noon - 2.00pm
Venue On the 7th, The Landing, Blue Tower
MediaCityUK, Salford M50 2ST
Cost £15 (members free)

Action for Business Oldham
19 Apr 7.30am - 9.30am
Venue Oldham Event Centre
SPORTSDIRECT.COM Park
Furtherwood Road, Oldham
OL1 2PA
Cost £15 (members free)

Action for Business Trafford
5 May 12noon - 2.00pm
Venue Emirates Old Trafford
Talbot Road, Old Trafford M16 0PX
Cost £15 (members free)

Annual Dinner 2016
19 May 7.00pm - 1.00am
Venue The Victoria Warehouse Hotel,
Trafford Wharf Road, Old Trafford
M17 1AB
Cost £150+VAT (Members £110+VAT)

Stockport Breakfast Club
14 Apr, 9 Jun 7.15 - 9.00am
Venue Alma Lodge Hotel, 149 Buxton Road
Stockport SK2 6EL
Cost £30+VAT (Members £15+VAT)
Contact events@gmchamber.co.uk
0161 393 4343

Handbags & Briefcases

Women's networking
AGM & The Sounding Board
20 Apr 12.15 pm - 3.00pm
Venue Bowdon Parish Centre,
Stamford Road WA14 2TR
Cost £5.00
Contact Jenny Matthews 07984 872325
info@handbagsandbriefcases.co.uk

IP Expo Manchester 2016

Greater Manchester Business Expo
18-19 May 2016 10.00am - 4.00pm
Venue Manchester Central Convention
Complex Ltd., Petersfield
M2 3GX
Cost Free (pre-registration required)
Contact www.ipexpomanchester.com

K-Club Manchester

Entrepreneur's networking breakfast
21 Apr, 7 Jul 7.30am - 10.00am
Venue AJ Bell Stadium, Barton-Upon-Irwell,
Salford M30 7EY
Cost £30.00
Contact Amanda Manson 07754 069829
amanda.manson@k-club.co.uk

M62 Connections

PAYG Networking
Wednesdays Fortnightly
20 Apr, 4 May, 18 May... 9.30am - 11.30am
Venue The Coach House, Wilderspool
Wood, Trafford Centre M17 8WW
Cost £10

27 Apr, 11 May, 25 May... 8.30am - 10.30am
Venue The Peace Centre, Warrington
WA5 1HQ
Cost £10

Thursdays Fortnightly
14 Apr, 28 Apr, 12 May... 9.30am - 11.30am
Venue The Sandbrook, Sandbrook Way,
Rochdale, OL11 1RY
Cost £10

Contact Bill Dove 07932 044 743
www.m62connections.co.uk

North West Business Expo 2016

24 Nov 9.30am - 3.00pm
Venue Etihad Stadium, MCFC M11 3FF
Cost Free (pre-registration required)
Contact Alec Jones-hall 0161 207 2087
www.northwestexpo.co.uk

On the 7th Networking

Evening Networking
27 April 5.00pm - 7.00pm
Venue On the 7th, The Landing, Blue Tower
MediaCityUK, Salford M50 2ST
Cost £10
Contact Alisha 0161 686 5500
hello@onthe7th.co.uk

Planning & Alignment Workshop

Full-day planning workshop - Lunch, refreshments & planning materials provided
27 Apr, 7 Sept 10.00am - 4.00pm
Venue The LifeCentre, 235 Washway Road,
Sale M33 4BP
Cost £145+VAT
Contact Mark Dyble 07565 948 943
www.markdyble.eventbrite.co.uk

Rotary Club Altrincham

Networking, Dinner - Every Monday 7.00pm
Venue Cresta Court Hotel, Church Street,
Altrincham WA14 4DP
Cost £12
Contact Ken Garrity 0161 929 0142
kengarrity@hotmail.com

Rotary Club Sale

Networking, Dinner - Every Tuesday 7.00pm
Venue The Belmore, Brooklands Road,
Sale M33 3QN
Contact Peter Munday 0161 969 1391
Mari Griffin 0161 962 6078

The Business Network Manchester

Business Lunch 28 Apr, May 26
10.00am - 2.00pm
Venue The Lowry Hotel, 50 Dearnans Place,
Chapel Wharf, Manchester M3 5LH

Business Lunch 23 Jun
10.00am - 2.00pm
Venue The Mere Golf Resort and Spa,
Chester Road, Mere, Knutsford,
Cheshire WA16 6LJ
Cost £39.95
Contact Helen Bennett 0870 751 7523
helen@business-network.co.uk

The Office Next Door

Business Networking at Regus - Last Thursday every month
28 Apr, 26 May, 30 Jun
8.30am - 10.15am
Venue Regus Manchester Business Park,
3000 Aviator Way, Manchester M22 5TG
Cost Free for guests
12noon - 2.00pm
Venue Regus Cheadle Royal,
5300 Lakeside, Cheadle SK8 3GP
Cost Free for guests
4.00pm - 6.00pm
Venue Regus Manchester, Peter House,
Oxford St, Manchester M1 5AN
Cost Free for guests
chris@theindependentratingscompany.co.uk

Trafford Business Club

Weekly Networking every Friday
- early networking includes breakfast
6.30 - 8.30am
Venue Bean and Brush Café, The Old Sorting
Office, 12 Hayfield Walk, Sale M33 7XW
Cost £5 for guests
Contact Jon Cheetham 07971 575977
Laura Evans 07976 894419

Trafford Business Expo 2016

7 June 2016 10.00am - 4.00pm
Venue The Point, Emirates Old Trafford
Talbot Road, Old Trafford M16 0PX
Cost Free (pre-registration required)
Contact Liz Sinclair 0844 887 1550
liz@innov8-conferences.co.uk

Women's 20/20

Women's networking
- second Wednesday each month
- 11 May, 15 Jun, 13 Jul 12.15 - 2.30pm
Venue Mercure Bowdon Hotel,
Langham Road, Bowdon WA14 2HT
Cost £20 for non-members
Contact Julie Gray
enquiries@2020network.co.uk

Don't forget your Business Cards!

Please note If you plan to visit any of the above events please ensure all details are correct in advance. Whilst every effort has been made to confirm accuracy some details may be subject to change.

places to meet

Albert Square Chop House

Address Memorial Hall, 14 Albert Square, Manchester M2 5PF
Contact 0161 834 1866
Facilities Function Room, Restaurant, Pub

Bean and Brush Art Café

Address 12 Hayfield Walk, Sale M33 7XW
Contact 0161 973 2140
Facilities Café, Food, Drink

Bizspace Atlantic Business Centre

Address Atlantic Street, Altrincham WA14 5NQ
Contact 0161 926 3600
Facilities Conference Rooms, Café

Bizspace Empress Business Centre

Address 380 Chester Road, Manchester M16 9EA
Contact 0161 877 5579
Facilities Meeting Rooms, Offices

BosscO Business Design Store

Address 13 Stonepail Road, Gatley SK8 4EZ
Contact 0161 282 0011
Facilities Tea/Coffee, Web Design, Print, Business Support

Bowdon Rooms The Cinnamon Club

Address The Firs, Bowdon, Altrincham WA14 2TQ
Contact 0161 282 0011
Facilities Conferences, Boardroom, Live Music

Café Gourmand

Address 221 Ashley Road, Hale WA15 9SZ
Contact 0161 929 6050
Facilities Coffee and Patisserie Shop

Carrington Business Park

Address Carrington Lane, Carrington, Manchester M31 4DD
Contact 0161 776 4000
Facilities Café, Conference Rooms

Costa Coffee

Address 75 School Road, Sale M33 7YF
Contact 0161 973 2259

Address 33-35 George Street, Altrincham WA14 1RN
Contact 0161 929 0382

Address Century House, Ashley Road, Hale WA15 9SF
Contact 0161 926 9913

Address Golden Way, Urmston, Manchester M41 0NA
Contact 0161 926 7707

Facilities Coffee, Snacks

Cresta Court Hotel

Address Church Street, Altrincham WA14 4DP
Contact 0161 927 7272
Facilities Snack, Rest, Hotel, Free Parking

DeVere Venues

Address Cheadle House, Cheadle Royal Business Park, Cheadle SK8 3FS
Contact 0161 492 100
Facilities Conference, Leisure, Restaurant

Eaton Place Business Park

Address 114 Washway Road, Sale M33 7RF
Contact 0161 905 1424
Facilities Meeting Rooms, Offices

Elliot House

Address 151 Deansgate, Manchester M3 3WD
Contact 0161 393 4352
Facilities Meeting Rooms, Private Dining

Emirates Old Trafford

Home of LCCC - Event Space
Address Talbot Road, Manchester M16 0PX
Contact 0161 282 4020
Facilities Conference, Meeting Rooms, Leisure

Friends' Meeting House

Address 6 Mount Street, Manchester M2 5NS
Contact 0161 834 5797
Facilities Meeting Rooms, Conference Venue

Gastronomy

Address 191 Ashley Road, Hale WA15 9SQ
Contact 0161 928 7870
Facilities Deli, Coffee Shop

McGregors

Address 29 Stamford New Road, Altrincham WA14 1EB
Contact 0161 928 1487
Facilities Natural Organic Food Served

Manchester Airport Marriott Hotel

Address Hale Road, Hale Barns, Cheshire WA15 8XW
Contact 0161 904 0301
Facilities Leisure Club, Spa, Conference Centre, Restaurant

Manchester Escalator

Address 233 Deansgate, Manchester M3 4EN
Contact 07711 556913
Facilities Coffee, Food, Meeting Room

Mercure Bowdon Hotel

Address Langham Road, Bowdon WA14 2HT
Contact 0161 928 7121
Facilities Hotel and Leisure, Free Parking

Mersey Farm

Address Carrington Lane, Ashton On Mersey, Sale M33 5BL
Contact 0161 962 8113
Facilities Restaurant, Hotel, Free Parking

Midland Hotel

Address 16 Peter St, Manchester M60 2DS
Contact 0161 236 3333
Facilities Function Rooms, Hotel

Mr Thomas's Chop House

Address 52 Cross Street, Manchester M2 7AR
Contact 0161 832 2245
Facilities Restaurant, Pub

On The 7th The Landing

Address The Blue Tower, MediaCityUK, Salford Quays M50 2ST
Contact 0161 686 5500
Facilities Bar, Restaurant, Conference Room

Red Rooms

Meeting rooms for hire across a range of Bruntwood properties

Address Station House, Stamford New Road, Altrincham WA14 1EP

Booths Hall, Chelford Road, Knutsford WA16 8QZ

Landmark House, Station Road, Cheadle Hulme, Cheshire SK8 7BS

111 Piccadilly, Manchester M1 2HY

Centurion House, 129 Deansgate, Manchester M3 3WR

City Tower, Piccadilly Plaza, Manchester M1 4BT

Lowry House, 17 Marble Street, Manchester, M2 3AW

Manchester One, 53 Portland Street, Manchester, M1 3LD

St James, 61-95 Oxford Street, Manchester, M1 6FQ

Contact 0843 504 4753

Facilities Offices, Meeting Rooms

Regus

Meeting rooms for hire across a range of Regus properties

Address 82 King St, Manchester M2 4WQ

Pall Mall Court, 61-67 King St, Manchester M2 4PD

Peter House, Oxford Street, Manchester M1 5AN

10th Floor, 3 Hardman St, Spinningfields, Manchester M3 3HF

Digital World Centre, 1 Lowry Plaza, Salford Quays M50 3UB

Adamson House, Towers Business Park, Wilmslow Road, Didsbury, Manchester M20 2YY

Holdsworth Mill, Reddish, Stockport SK5 6DA

5300 Lakeside, Cheadle Royal Business Park, Cheadle SK8 3GP

Manchester Business Park, 3000 Aviator Way, Manchester M22 5TG

Hilton Hotel, Manchester Airport, Outwood Lane, Manchester M90 4WP

Contact 0845 300 3585

Facilities Offices, Meeting Rooms

Runway Visitor Park

Address Sunbank Lane, Altrincham WA15 8XQ

Contact 0161 489 3932

Facilities Conference Room, Conference area underneath Concorde, Restaurant, Concorde Experience and Tours, Meeting Rooms

Sam's Chop House

Address Back Pool Fold (off Cross Street), Manchester M2 1HN

Contact 0161 834 3210

Facilities Restaurant, Pub

St Anthony's Centre

Address Eleventh Street, Trafford Park, Manchester M17 1JF

Contact 0161 848 9173

Facilities Conference Rooms

San Carlo Fiorentina

Address Manchester Airport, Marriott Hotel, Hale Road, Hale Barns, Cheshire WA15 8XW

Contact 0161 904 5043

Facilities Bar & Restaurant

The Coffee House

Address Warburton House, 14 Eagle Brow, Lymm WA13 0LJ also at 102 School Road, Sale M33 7XB

Contact 01925 551797

Facilities Coffee, Snacks

The LifeCentre

Address 235 Washway Road, Sale M33 4BP

Contact 0161 850 0770

Facilities Meeting Rooms, Café

The Little Deli Company

Address 42 Stamford Park Road, Hale WA15 9EP

Contact 07921 717548

Facilities Meeting Rooms, Café

The Mere Golf Resort & Spa

Address Chester Road, Mere, Knutsford, Cheshire WA16 6LJ

Contact 01565 830 155

Facilities Meeting Rooms, Conferences

Victoria Warehouse

Event Space and Hotel

Address Trafford Wharf Rd, Stretford, Manchester M17 1AB

Contact 0161 660 7000

Facilities Conference, Leisure, Hotel



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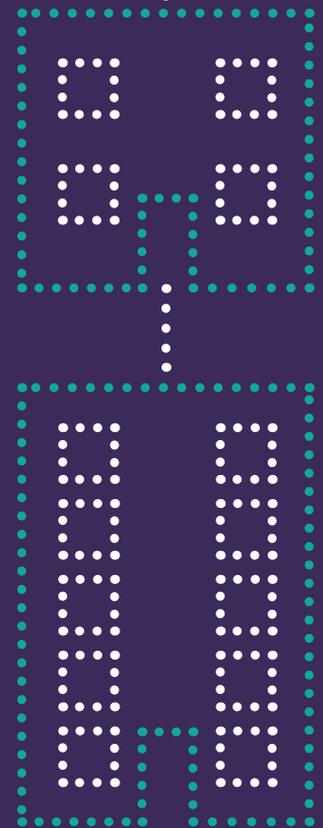
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