

TRAFFORD'S NEW **FREE** BUSINESS TO BUSINESS MAGAZINE

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April / May 2014

Bruntwood campaign supports businesses in Old Trafford

Bruntwood's Head of Regional Sales Sharon Johnson reveals their plans for helping business growth in Old Trafford, plus gives an exclusive insight into one of Manchester's iconic brands.

Funding opportunities for new Trafford businesses

Review a great range of start-up loans available for local businesses keen to grow in the borough.

Putting Trafford Park on the map

Networking in the City launch a new initiative bringing the Trafford Park business community together. Full review inside of the first networking lunch that took part in MediaCityUK.

New business network launched by Trafford's young entrepreneurs

Trafford's next generation of business people ask the borough's business community for their support with 'Infinity' - a brand new business network.

Cresta Court snaps up a great evening

As part of their 40th anniversary celebrations the Cresta Court Hotel hosted a grand opening for their new photography exhibition covering iconic moments in the business and community history of Altrincham.

Sharon Johnson, Bruntwood's Head of Regional Sales outside Trafford House

Inside this issue... **Business News** **Bruntwood** **Trafford Park** **Blogging**
Auto Enrolment **Tax** **Banking** **Press Releases** **Wellbeing** **Property**
Diary Dates **Places to Meet** **Business Services...**

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Electric vehicle charging station



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editorial

Here at Trafford Business Connect we are on the lookout for both news articles relating to business activity within Trafford, or 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@traffordbusinessconnect.co.uk

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welcome to the latest edition of Trafford Business Connect

and join the fastest growing business to business forum in Trafford. Trafford Business Connect is a brand new business to business bi-monthly magazine that is unique. It is the only B2B magazine in circulation that is specific to the borough of Trafford.

What's more - it's completely free.

From Hale to Trafford Park, Trafford Business Connect offers a detailed look at business life throughout Trafford, featuring local news and articles covering a fantastic range of business topics.

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news

Stretford Town Centre Masterplan goes ahead

A bold vision for the transformation of Stretford Town Centre has been unanimously supported and agreed by Trafford Council.

The Masterplan is a timed framework representing a significant step forward in securing Stretford's sustainable economic future over the next 10 to 15 years.

During a public consultation period the community made a number of key comments and suggestions, and in the light of this the Council made a number of modifications to the plan. These included greater flexibility to the proposed future uses of Stretford Public Hall, Stretford Library remaining in its current location and identification of the vacant office units on Edge Lane to be developed for new retail and leisure uses. Also updated were the introduction of new food and drink outlets along the Bridgewater Canal and inclusion of the existing retail and leisure units at the Barton Road/Kingsway junction within the area boundary.

The Masterplan also identified ten priority development sites which offer opportunities for new growth. In addition provision was made for a framework for addressing the public realm, including highways and pedestrian spaces which currently affect the area in a negative way.

Additional work will now be carried out to identify what is needed to make Stretford a more attractive, welcoming and successful town centre. Further public consultation sessions will be held as individual areas within the masterplan progress.

Helen Jones, Corporate Director of Economic Growth and Prosperity and Interim Corporate Director for the Environment, Transport and Operations said. *"It is clear from the public consultation that local people are passionate about the future of Stretford Town Centre. The Masterplan will transform the town centre over the next 10-15 years into a vibrant, attractive and strong area which local people can be proud of and enjoy."*

Trafford Business Expo launched by innov8

innov8 Conference Services launches Trafford Business Expo in response to strong corporate demand

The organisers of the newly launched Trafford Business Expo will run the event at Lancashire County Cricket Club on the 1st July 2014 from 10.00am to 4.00pm, with the aim of attracting over 300 visitors and over 60 different exhibitors. Trafford Business Connect are proud to sponsor this event.

The Stockport Business Expo which is also owned and managed by innov8, was recently commended as a huge success for not only selling out all exhibition stands but also increasing its visitor audience by around 20% year on year.

innov8's Director James Caldwell,

discussed the reasoning for behind launching a Trafford event in July:

"The Stockport show was such a phenomenal success, the feedback from both exhibitors and visitors was overwhelmingly positive," explained James.

"We've had a large number of companies across Greater Manchester asking us to organise more events as they feel it's a fantastic way to participate in meeting and networking with new clients and suppliers."

"We have explored the advantages of such events with a number of parties across the North West and felt that Trafford in Greater Manchester is a fantastic business location with a thriving economy where we believed the Trafford Business Expo could add real value."

Anyone wishing to attend the Trafford Business Expo should visit the website www.trafford-business-expo.co.uk to register.

Bridging Finance expands to London

THE North West's leading short term lender, Bridging Finance Limited, is expanding its offering by opening a London office.

The firm is cementing its credentials with a new base in the capital, to complement its head office in Manchester. Property finance expert, Phil Mabb, has been appointed to head up the London outfit as corporate development manager.

Phil joins Bridging Finance having had more than 14 years of experience providing finance solutions for property professionals. He has an extensive knowledge of the London property market, specialising in alternative funding for development and refurbishment projects and schemes.

Chris Baguley, managing director of Bridging Finance, said: *"The London economy is booming and developers and professionals*

want to work with a lender who moves quickly, provides flexible funding solutions and has access to significant funds. We are the perfect fit for these individuals and businesses, so having a London office will mean we are at hand to assist on deals and quick transactions."

"Phil is a great addition to the team, his extensive knowledge of property finance in London makes him ideal to spearhead our growth in the capital."

Commenting on his new role, Phil said: *"Although the economy is showing signs of recovery the banks are still restrictive on lending requirements. We can provide the London business community with reliable, professional and fast short term funding."*

Bridging Finance increased its volume of lending in January 2014 by 250% in comparison to January 2013.

"Bridging Finance is not just for property deals" added Phil, "we offer support to the professional services industry too, deliver funding to pay corporate tax, VAT bills or the costs of stock and equipment. We can support any business deal or transaction."

In 2013 Bridging Finance's parent company, Jerrold Holdings, announced it had increased its funding capacity by more than £200 million. This investment will support Bridging Finance's growth over the next 12 months.

The new Bridging Finance office is located on 68 Lombard Street in the heart of the City of London financial district. The company supplies bridging loans for residential, commercial, semi commercial and land purchases or for capital raising against existing property. It works with the professional sector and their clients to offer



Managing Director
Chris Baguley

flexible 12 month terms with no minimum period.

For more information on Bridging Finance Limited visit: www.bridgingfinance.co.uk or call 0161 333 1955.

£15m Start Up Now fund to create 5,000 jobs in the North West

Start Up Now will see £15 million allocated to new start ups across the North West over the next two years, creating around 3,000 new businesses and over 5,000 new jobs in the region.

Launched on 2nd December 2013, Start Up Now is a new complete package for start ups in Greater Manchester and the wider region, offering a suite of support, loans and services to entrepreneurs, all driven through unique bank referral arrangements.

This is a new development of the partnership between Business Finance Solutions (BFS) and the NatWest focusing on start-up businesses, and will refer North West businesses seeking loans from NatWest to Start Up Now if the bank is unable to provide all the funding they need. NatWest predicts that they will refer over £10m of start up business to BFS via the new programme, with successful applicants receiving loans of up

to £10k, a mentor, business advice and workshops, global offers from partners including PayPal and Regis and the full start up business package from NatWest including £1,000 of free start up benefits. Through this BFS initiative NatWest is the first major clearing bank in the country signed up to work with Start Up Loans as a formal referral partner.

Start Up Now, the North West arm of the national £150m Start Up Loans programme, was launched at Manchester's Midland Hotel by business leaders and partners including Chairman of Small Businesses at NatWest Peter Ibbetson; Chief Executive of Greater Manchester Growth Company Mark Hughes; Business Finance Solutions Director Paul Breen and EY Partner Simon Allport. The event also showcased a number of the Start Up Loans businesses that have received funding in the past year.

Peter Ibbetson said: "NatWest's

partnership with BFS has been a great success and we want to continue to support small businesses throughout Greater Manchester and the North West. Our partnership has exceeded expectations resulting in NatWest providing 50% of all funding referrals to BFS who have provided more than £1million funding in the last 12 months resulting from our referrals which would not otherwise have been available to local businesses.

"Start Up Now demonstrates the strength of our relationship as well as showing the wider business community that we will continue to support local businesses as they develop."

Paul Breen of BFS said: "This partnership between Start Up Now and NatWest means that we are creating thousands of businesses and jobs that simply would not otherwise exist. The banks have been criticised for not giving enough help to small business but from today, rather than

turning away a potentially great business, NatWest advisors in banks across the North West are now able to refer them on directly to our Start Up Now team and if successful both the bank and BFS can work together to help the entrepreneur succeed.

"This is an effective and highly efficient way of bringing together the public and private sectors and is exactly what we need to be doing to support our entrepreneurs and to benefit and grow the North West economy for the future."

Over 700 BFS Start Up Loan recipients in the North West are now running their own businesses, creating employment and economic opportunities across Greater Manchester, Lancashire, Merseyside, Cheshire and Cumbria.

Email info@start-up-now.co.uk or visit www.start-up-now.co.uk to learn more about Start Up Now and register.

Sale's newest meeting venue unites business and community

The LifeCentre celebrated it's first birthday last month with an aptly named "We Are One" comedy dinner. Attending were representatives from businesses, the public sector and community organisations across Trafford.

Celebrity comedy magician John Archer was on hand to marvel more than 200 guests with his magic and mind-reading. He also proved to be an excellent compere overseeing the charity auction and squeezing out extra bids with brilliant banter.

Music was showcased by the young ensembles from Trafford Music Service, who provided a wonderful soundtrack throughout the evening.

Sale resident, National Nurse of the Year and recent M&S Leading Lady - Helen Allen - was one of the organisers. She said "We were absolutely delighted to have welcomed to the LifeCentre such a range of people from all parts of local business and the community. Having raised over £6,500 for great local causes is just the icing on the cake".

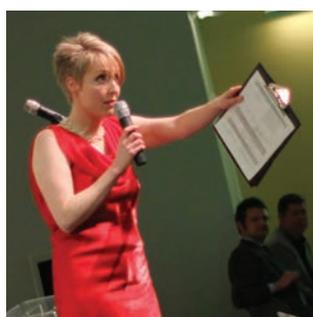
The LifeCentre opened last year as a new conference and meetings venue for South Manchester, with the construction costs almost completely funded by local residents belonging to two local churches as a community venture.

Local Trafford Councillor Jonathan Coupe, Executive Member for

Safe and Strong Communities commented: "It was wonderful to celebrate the first anniversary of the Life Centre. "I found it heartening to see so many local businesses come along on the night to support this fantastic venue, helping local charities with their generous auction

bids. The event ran smoothly from start to finish and I would like to thank all the hard work from the Life Centre staff for making this possible."

For further information about the LifeCentre, please visit www.lifecentremcr.com or contact Andy Chard on 0161 850 0770



Photos courtesy of Giles Gough (Dask Films)

news

Chamber of Commerce's new year lunch looks forward to a positive 2014



Graham Brady MP, Councillor Dylan Butt, Mayor of Trafford, and Trafford Business Connect's Paul Mirage indulge in a little light reading.

The Altrincham & Sale's Chamber of Commerce held its New Year Lunch at The Bowdon Rooms on 7 February. Their guests were Graham Brady, MP for Altrincham and Sale West, Councillor Dylan Butt, Mayor of Trafford, and a full house of 45 members.

Sue Aldridge, the Chamber's president took the opportunity to remind everyone of the Chamber's strengths: it is 105 years old; there are over 200 members; and it has strong links to other local business groups.

After a fine Bowdon Rooms lunch, Graham Brady MP, the Chamber's Vice-Patron, gave us his views on matters close to his heart. On HS2, he was doubtful about its vast use of scarce funds. However, it could be good for local businesses and, if the compensation was right, house owners need not feel poorly treated. Nonetheless, Graham felt the devil was in the detail and has already asked the Transport Secretary several questions.

He then emphasised that like many other towns, Altrincham was now competing with the growth of online purchasing. This will lead to a different high-street shape, size and purpose, where residential and other uses have a greater importance.

On a positive note, Graham was

delighted to say that for first time for several years, the economy is looking up... with three "buts". There is still a heavy London bias; national spending still exceeds income and the global pressures have not gone away. So it will be tight for a while yet.

The Mayor of Trafford, Councillor Dylan Butt added his thoughts. He felt the Chamber brings together a broad, and growing range of members who clearly see the benefits of business networking. Councillor Butt knows Trafford has a reputation for attracting enterprising businesses and it offers the skills and support that help them grow. A great example is the new Trafford Business Connect magazine which is providing a colourful focus on promoting local businesses.

Growth accelerator

A partnership between leading private sector business growth experts, Grant Thornton, Pera, Oxford Innovation and Winning Pitch and backed by Government, Growth Accelerator is designed to get your business to where you want it to be - faster.

A number of Trafford based businesses have already accessed support via the Growth Accelerator scheme, which offers subsidised

Trafford's latest Apprenticeship Fair a resounding success

Over 320 young people and their parents flocked to Sale Waterside Arts Centre last Thursday 13 February for Trafford Council's latest Connexions Apprenticeships Fair.

The fair was part of the Council's commitment to support school and college leavers, and unemployed young people. During the day over 25 Greater Manchester businesses and training providers were available to chat with those attending and to help them find out more about the 200+ different apprenticeships available.

There was also the chance to get professional career advice and guidance and many of the young people took the opportunity to register with the National Apprenticeship Service. Registering means that they will now receive notice of all upcoming apprenticeship opportunities - meaning it is likely more of them will join over 1500 Trafford young people already benefiting from apprenticeships.

During the day attendees were asked to complete an evaluation survey, which provided some extremely positive results. These included:

- 97% agreed or strongly agreed that there was a good range of apprenticeship opportunities available.
- 94% agreed or strongly agreed that as a result of attending they have applied or will apply

for opportunities seen on the day. This could see up to 222 young people securing a paid apprenticeship as a direct result of the event.

- 96% of young people felt the fair met their needs and expectations.

17 year-old attendee Joseph Buckley said: "I have certainly found the fair to be very useful and beneficial because of the friendly atmosphere created by the staff. I have been able to pick up lots of valuable information about vacancies."

Chief Executive of Salford and Trafford Engineering Group STEGTA, Ian Parker, declared the event: "A resounding success, we were inundated with interested learners."

Executive Councillor Mike Cornes said: "The Council is determined to play its part and support our local young people - this Apprenticeships Fair is another example of how we do this. It is encouraging to see so many taking advantage of the opportunities the fair gave them to get advice and find out more about the varying apprenticeships out there."

Any 13 -19 year-olds who weren't able to get to the fair can contact Trafford's Connexions Service for professional career advice.

They can either visit www.connexions-trafford.gov.uk or call 0161 911 8600.

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develop a confident leadership team, the service works alongside you to identify the critical steps you need to take to achieve your next phase of growth, rapidly and sustainably.

For more information visit www.growthaccelerator.com or contact Tony Ward, Growth Manager at a.ward@winning-pitch.co.uk or telephone 07738 355 729.

Bruntwood launches new 'ultra-fast' co-working space for Manchester start-ups

Bruntwood, the family-owned commercial property company has revealed its latest evolution in workspace design with the launch of a new co-working suite at 127 Portland Street in Manchester, called 'Together'.

The new co-working concept is designed to cater for freelance and start-up businesses looking for a presence in the heart of Manchester, with fixed prices and ultra-fast Internet connectivity.

Bruntwood plans to bring together four Victorian warehouse buildings at the junction of Portland Street and Oxford Street, starting with the creation of the co-working space at 127 Portland Street.

Ian Wilson, Property Marketing Manager for Bruntwood comments:

"The idea is to build on the community of creative and like-minded businesses who already reside here. We're creating a new space where freelancers, start-ups, or small businesses can collaborate and work together with all-inclusive prices and great Internet connectivity. We've had a lot of demand for this type of space in Manchester.

"We're looking to redesign a number of spaces within the four buildings of 113, 117 and 127 Portland Street and 61 Oxford Street which we collectively know as 'West Village', to see how we can add value and amenity for our customers and better reflect how creative-minded businesses work."

Working closely with Metronet



(UK), Bruntwood's ISP Partner, the co-working space will provide customers with ultra-fast connectivity with speeds of up to 100MB as standard - the fastest connection in a co-working space in Manchester city centre.

Desks can be secured for £175+VAT per month on an all-inclusive basis. This monthly fee includes ultra-fast Internet, service charge, access to meeting spaces, bike racks, lockers and a daily cleaning service as well as unlimited tea and coffee.

Bruntwood has been working with Atul Bansal from The Sheila Bird Group to consult on the design of the 2,200 sq ft space and commented: "Typically we've seen when developers attempt

to create co-working spaces, they end up feeling quite 'forced' and quite 'corporate' but Bruntwood understand that building a business community is an organic process and it takes time.

"These kinds of businesses don't want a Grade A polished space - they want a desk, fixed prices, some wall space, great Internet connectivity and ideally a window to open - that's it.

"We've purposely left the walls of the space quite bare, so as Bruntwood welcome more ambitious small and young businesses to the building over the coming months, we'd like them to leave their mark and influence the look and feel of the space."

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news

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Ben Fitton,
Jon Fowler,
Zenab Butt



New business network for Trafford's young entrepreneurs looks for support

A brand new business network branded 'Infinity' has been set up in Trafford. MD Liam Symonds explains: "At Infinity, we work to help young people to reach the goals they desire in life. This is our mission, and it reflects in every action we take and every decision we make.

"We are growing our network, consisting of both professionals and students to help give students more access to mentorships, contacts, events and opportunities that will help them to reach their goal.

"As a result we are campaigning for

more entrepreneurs and people in industry to get involved in a number of ways. Whether it is delivering talks/workshops to our student members, attending our events, sitting on our advisory board, investments or simply just becoming a member of our network.

"We are urging professionals who would like to grow their contact base, find new talent or simply give back to the younger generation to contact us on:

contact.infinitygroup@gmail.com
@InfinityGroupSo

New European SME Instrument 2014-2020 launched

The European Commission has announced a new initiative in support of SMEs.

The SME Instrument, part of the Horizon 2020 programme, will offer grants, mentoring support and loans to SMEs that want to implement high-risk and high-potential innovation ideas (technological and non technological).

The initiative is aimed at innovation driven SMEs and will support projects with a European dimension that lead

to radical changes in how business is done, helping them to access new markets and increasing their growth and return on investment.

The SME instrument consists of three separate phases and a coaching and mentoring service for beneficiaries:

Phase 1 – Grants for up to EUR50K for preparation and feasibility studies;

Phase 2 – Grants of up to EUR2.5m for project development,

demonstration, testing, prototyping, piloting, etc;

Phase 3 – Mixture of grant and loan for commercialisation and taking to market.

Participants can apply to phase 1 with a view to applying to phase 2 at a later date, or directly to phase 2. IT will be run as an open call with no deadlines.

Successful beneficiaries will be offered coaching and mentoring

support during phase 1 and phase 2. This service will be accessible via the Enterprise Europe Network and delivered by a dedicated coach through consultation and signposting to the beneficiaries.

If you are interested, or if you would like to know more about the SME Instrument, contact Maria Gonzalez or Fiona Castela at the Enterprise Europe Network:

maria.gonzalez@
neweconomymanchester.com

From pigeons to paintings



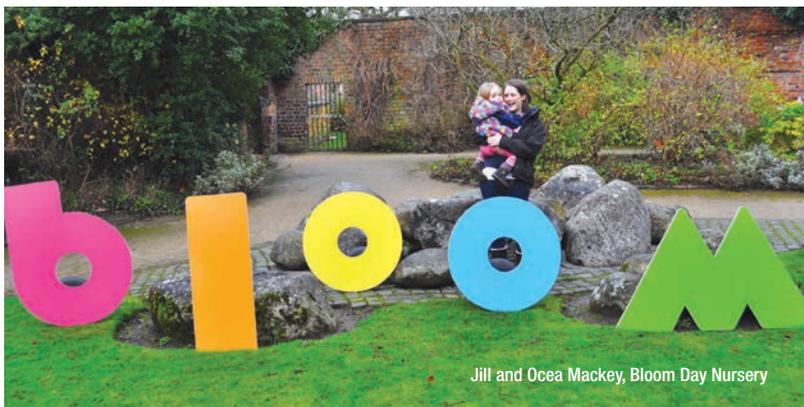
Barbara Hallwood (left) with Bill and Wendy of Clark Art

Members of theProfileClub recently enjoyed a presentation from Bill Clark of Clark Art Ltd in Hale. Bill told how his career had taken him from the Ministry of Agriculture to setting up a company which became a world leader in the marketing of bird deterrent systems. After selling this business he started buying paintings by L.S. Lowry. He is now the owner of the North's leading art gallery and a specialist in L.S. Lowry.

TheProfileClub was established in 2011 by Hale based PR and Events company, Marketing Profile. Barbara Hallwood, Managing Director explains, "theProfileClub

was set up as a request of some of our high profile clients. An exclusive club aimed specifically at top executives. Members enjoy a range of bespoke business opportunities together with a number of member benefits. We were absolutely delighted that Bill could address the members."

Bill Clark added, "As a fellow member, it was a pleasure to speak at this event and to highlight the opportunities available in 'Art as an Investment.' Art can bring a real pleasure in ownership and provide a great return on your money. Buyers must however buy the right art. I am looking forward to welcoming members to the Gallery in March."



Jill and Ocea Mackey, Bloom Day Nursery

Trafford Council plays host to Chinese delegation

On 10 January Trafford Council played host to a business delegation from Shenyang in Northwest China looking to invest in the borough.

The delegation consisted of senior investors in the Kickworldwide project, led by Mr Zhao Shuyuan of the Shenyang Hengda Sports Business Development Company Limited, which has a strong reputation for creating life changing opportunities for young people through football, worldwide.

The purpose of the visit was to continue discussions with the Council over establishing a Kickworldwide training and sport development facility at Manor Farm in Timperley.

The facility would not only provide a base for aspiring Chinese footballers from Shenyang, it would also be an important asset for the borough as a whole since it would be open to local residents, especially those looking for a career in sport.

The Kickworldwide facility would also further boost Trafford's position as a base of football excellence with global reach.

The Chinese investors are also looking to establish a UK base in Trafford to launch a new electric car brand for the UK and European

markets. This could represent a significant investment into the borough in an emerging and growing sector of the global car market.

Executive lead for Economic Growth and Prosperity, Councillor Michael Hyman said: "This visit has been a fantastic opportunity for Trafford to build business to business links with China and represents important inward investment opportunities.

"It also builds on the important legacy of football in Trafford and would benefit local people through the creation of jobs and the potential to offer career opportunities for young people interested in sport."

Steve Bellis, Director of Kickworldwide said "We are delighted to have been able to facilitate the visit by this senior Chinese delegation. We are working with Trafford Council and our Chinese partners to deliver a range of benefits to the Borough including new opportunities for its young people and inward investment through sport.

"Mr Zhao and his colleagues were extremely impressed during their tour of Trafford and are keen to work with the Leader and executive officers at the Council for mutual benefit"

New Old Trafford Nursery creates 35 jobs

A new day nursery set to open in March will create 35 new jobs and help take the strain off working parents with a whole host of handy services.

Bloom is the brainchild of Manchester mum Jill Mackey (35) who packed in a successful career as a pharmacist to turn her dream of creating "the best and most sought after day nursery in the whole of Greater Manchester" into a reality.

Her mission began when she returned to work after having her first child four years ago and became disillusioned with the choice of nurseries and facilities available in the commuter belt south of the city.

She started searching for the ideal building to house her vision of the perfect day nursery and 12 months ago found her dream building – two Victorian houses with 7,000 sq ft floor area just five minutes outside the city centre.

"I loved the building and could see its potential immediately even though it had been converted into a police administration building along the way!" says Jill.

As soon as planning permission was granted, it was all systems go and the past six months has seen the building completely gutted, refurbished and transformed.

"As well as new flooring throughout, we've replaced no less than 78 windows. We've also designed and built a dedicated sensory room and outdoor play area which includes a mud kitchen, nature trail and veggie patch.

"It really has gone from a dream into a reality."

Bloom Day Nursery, which is on Talbot Road, Old Trafford, opened its doors for business in March and already has a waiting list of parents keen to secure a place for their children.

Jill, who finished her job as a pharmacist two months ago to work full-time at Bloom, undertook lots of market research before planning the nursery:

"Working parents clearly appreciate extended hours which is why we'll be open from 7am to 7pm. Safety is also paramount so we've installed state-of-the-art biometric and external CCTV security systems. We've also got great parking facilities and will encourage parents to come in for a cup of tea or coffee when they're dropping off or collecting their child.

"Above all else, parents want a warm, loving environment where their precious child will be cared for, well fed and given the attention they need to develop into happy, sociable individuals who will confidently make the transition into school life. This is what Bloom is all about."

Jill will work full-time at the nursery which is equipped to care for 90 babies, toddlers and pre-schoolers.

"It's been an absolute whirlwind but I've loved every minute of it. I know I could never go back to counting pills in my white coat again!"

For extra information or to book a visit, contact Jill Mackey on 0161 873 7432.

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news

FSB's 40th anniversary set to generate £1.2m for Manchester economy

The Federation of Small Businesses (FSB) Annual National Conference is set to generate £1.2 million for the Manchester economy. The three day conference will visit the city at the end of March.

The FSB's 40th Anniversary Conference will be held at Manchester Central and will celebrate the part the UK's 4.9 million businesses are playing in boosting the recovery. Hosted again this year by financial journalist and broadcaster Naga Munchetty, the conference will see a cross-party line-up of political speakers.

Ed Miliband, leader of the Labour party will address delegates in the Labour heartland, on what a future Labour government would do for small firms. Economist and Chief Executive of pro.manchester Dr John Ashcroft and young entrepreneur Jacob Hill will also share their thoughts on the needs of small firms.

The ever-popular surgery session will give FSB members the chance to raise their concerns with Small Business Minister, Matthew Hancock MP and Shadow Small Business Minister, Toby Perkins MP. And small

business owners will also have the chance to fire questions at local MPs on a Question Time style panel.

John Allan, National Chairman, Federation of Small Businesses, said:

"I'm delighted that we're celebrating our 40th anniversary in Manchester – just a few miles away from where the founding members started the organisation. We've come a long way in the past 40 years and I'm pleased to see a motivating range of speakers."

"The economic environment is improving and confidence is growing among our members. Not only will

the conference have a cross party line up of speakers, but there are also interesting seminar sessions set up to give attendees help and advice on running their business."

Paul Simpson, Managing Director for Visit Manchester, said:

"As a city built on innovation and savvy entrepreneurship we are thrilled that the Federation of Small Businesses has chosen Manchester. The last time the FSB came here for its annual conference was in 2006 and we look forward to welcoming them back next month."



Securing the successful regeneration of Altrincham Town Centre is a key priority for Trafford Council. To help achieve this, the Council is launching a public consultation on its draft Altrincham Strategy, a coherent 10-year framework to help realise the transformation of the town centre and support future formal planning guidance for the town. The consultation will run until Sunday 13 April 2014 and everyone is being encouraged to have their say.

The draft Strategy draws together a number of separate pieces of work completed in relation to Altrincham over recent years, and establishes a comprehensive vision for the revitalisation of the town centre.

The ambition is to create one of the country's best market towns, making Altrincham a 'Modern Market Town'.

The proposed vision for Altrincham Town Centre is as follows:

'Altrincham will be a unique, attractive and vibrant Modern

Trafford residents urged to 'have their say' on Altrincham Strategy

Market Town and an integral part of people's everyday lives. It will have its own distinctive identity and be a place people can be proud of. The town centre will be an aspirational place with a wide variety of shops, cafes, bars restaurants, theatres, leisure, cultural and sports facilities alongside a quality residential offer.'

People can take part by:

- Visiting the Council website and completing the online questionnaire
- Picking up a questionnaire from the Altrincham Town Team office at 12/14 Shaw's Road, or Altrincham Library
- Emailing suggestions to altrinchamstrategy@trafford.gov.uk

Councillor Michael Hyman, Executive Member for Economic Growth and Prosperity said: *"The successful implementation of the Altrincham Strategy will help secure the transformation of Altrincham Town Centre. The delivery of*

significant regeneration in the town centre will create a thriving and successful Modern Market Town. The strategy will be delivered through Altrincham Forward, our public private partnership which is working to regenerate the town."

ALTRINCHAM STRATEGY PUBLIC CONSULTATION

Securing the successful regeneration of Altrincham Town Centre is a key priority for the Council, and a draft Altrincham Strategy has been prepared to provide a coherent framework to assist in realising the transformation of the town centre over the next 10 years, which includes supporting future formal planning guidance for the town.

The draft Strategy draws together a number of separate pieces of work completed in relation to Altrincham over recent years and establishes a comprehensive vision for the revitalisation of the town centre.

Funding opportunities across Trafford

TRAFFORD COUNCIL AWARDS TWO TOWN CENTRE LOANS

Two new town centre businesses have started trading with the help of Trafford Council.

Bells Gym on Denmark Street, Altrincham, a boxing-focused and family-friendly gym, opened in December 2013 and is currently preparing for its official launch. Through the town centre loan scheme they have been able to fit out the unit, which now contains a boxing ring and space for a range of fitness classes and boxing training.

Another beneficiary is Luminer, a lighting and chandelier shop on Higher Road, Urmston which opened in January 2014. The funding contributed towards an improved shop front as well as refurbishment and decoration of the showroom.

How the scheme works

Trafford Council is providing interest free loans of between £1,000 and £10,000 to businesses who will occupy a vacant unit in Altrincham, Sale, Stretford or Urmston town centres. The funding is to help business with the financial cost of refurbishment works and fitting out premises as well as some overheads such as rent, rates and utility costs.

Email martin.ledson@trafford.gov.uk or telephone 0161 912 4137 for more information.

START-UP LOANS AVAILABLE

The Start Up Loans Company is a Department for Business Innovation and Skills (BIS) funded initiative that provides start up support for entrepreneurs. It operates through a network of delivery partners across the country, who support entrepreneurs in all industries and sectors. Support

is also provided from corporate partners, who offer business benefits to entrepreneurs.

Anyone who is at least 18 years of age at the time of application can apply for a start up loan. You may have already started your business, but you must not have been trading for longer than a period of 12 months.

The average loan size is £5,700, but the final amount will be determined by your business plan. You are required to pay back the loan within 1-5 years at a fixed rate of interest, which is currently set at 6%.

For further information please visit www.startuploans.co.uk

SOCIAL INCUBATOR NORTH FUND

0% interest loans to social entrepreneurs across the North of England are now available. The fund is open to any social business

looking at creating or building enterprises that offer real community, social and/or environmental benefit.

The fund offers:

- Up to £25k interest free investment loan with links to other investors;
- Access to on-going specialist support and advice;
- Staged step by step support with potential to go as far as you can;
- Up to 80 hours of tailored 1-2-1 business development support; the support grows with the business;
- Peer learning and networking opportunities;
- Access to business space;
- Local support – the network ensures national expertise is delivered to you locally.

For further information visit www.socialincubatornorth.org.uk

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news

InDestinate awarded funding at digital innovation contest



Clive Hall,
InDestinate's
Director of
Digital Media

Manchester-based digital marketing company, InDestinate Ltd, was announced winner of the Smart Mobile Advertising category at IC Tomorrow's Digital Innovation Contest - Advertising, which took place at St Paul's in London on Wednesday 12 February.

InDestinate, along with winners from three other categories in this challenging competition, were selected and awarded funding of up to £25,000 by the Technology Strategy Board's IC Tomorrow

program, to enable them to develop innovative solutions with commercial potential.

The prestigious National contest involved pitches from a total of twelve finalists, each showcasing their capabilities and ideas to a panel of expert judges, including advertising industry professionals, investors and representatives from the challenge partners: Internet Advertising Bureau (IAB), Vizeum, Nesta, and MediaCom with Mars Chocolate UK.

InDestinate will now work closely with challenge partners, Mars Chocolate UK and MediaCom, to develop their latest project, MarsmobileBLE which will be trialed for three months once built.

Clive Hall, Director of Digital Media at InDestinate, commented:

"We are thrilled and very proud to have won this exciting contest against such stiff competition. We are tackling an untapped opportunity in the mobile analytics space with the ultimate objective of establishing a new standard in terms of mobile advertising measurement for FMCG brands."

Start-Up Saturday Webinars set for April

Following the previous successful Start-up Saturdays, HMRC's education team will be running them on a bi-monthly basis. They will include information on topical areas for new businesses. The next event will be on Saturday 12 April when they will be running the webinars below. Use the links to register and you will receive a confirmation email.

Self-Employment and HMRC – what you need to know.

10am to 11am Saturday 12 April

This session concentrates on the information sole traders or partnerships need when they start. It covers Registration, National Insurance, Self-Assessment and Record Keeping.

www3.gotomeeting.com/register/903526510

Company Directors – your responsibilities to HMRC

12pm to 1pm Saturday 12 April

This is aimed at those businesses considering setting up as limited companies. It provides the basics on incorporation and registration with Companies House and HMRC. It also looks at when you need to be an employer, and the timetable for Corporation Tax Online.

www3.gotomeeting.com/register/950956838

Business Expenses for the self-employed

2pm to 3pm Saturday 12 April

Every sole trader or partnership wants to know which day-to-day expenses they are able to claim for tax relief. They also need to start keeping records of these as soon as the business starts. This webinar provides an overview of the most common expenses including motoring costs.

www3.gotomeeting.com/register/937561606

Cash Basis and Simplified Expenses

4pm to 5pm Saturday 12 April

From April 2013 HMRC introduced two new Simpler Income Tax schemes for small businesses. These could affect the way you complete your 2013-2014 Tax Return. Find out what cash basis is, how it works and who can use it. The webinar will also cover simplified expenses and the appropriate records required. It is aimed at Sole Traders and Ordinary Partnerships and is not suitable for directors of limited companies.

www3.gotomeeting.com/register/923865518

Be amazed at what you can buy at the Bowdon Business Fair



Reverend Roger
Preece

The Bowdon Business Fair always offers visitors a wide-ranging evening of products and services to try, to enjoy and to buy. It's back for the 4th time on Wednesday 7 May 2014 from 6.30 - 9pm in Bowdon Parish Centre, (opposite The Griffin, Stamford Road, Bowdon).

Hosted by St Mary's and St Luke's Churches, a wide choice of over 70 local businesses, clubs and societies will be on show. Visitors can: taste fine foods and wine; listen to tax advice and discuss web design; sample sports massage and beauty products; examine clothing jewellery, bespoke furniture, antiques. The list is almost endless...

Entry is always free for exhibitors and visitors alike, and this year will include:

- Delicious food tasting from the fine dining Indian restaurant, Swadesh
- A glass of wine
- Cake tasting
- Special offers and products to buy on the night

- And a grand raffle with over 40 prizes

Over the last few years, out-of-town shopping malls and online shopping have contributed to the decline of local businesses. In parallel, the recession has meant more people have become self-employed.

To counter this, and as part of their support for the local community, St Mary's and St Luke's Churches held the first Business Fair in 2009. It was the brainchild of vicar Roger Preece, a former banker and management consultant, and its success led to an overwhelming demand for more. Here are a selection of comments from some of the 600 visitors to the last event:

"Really great mixture of businesses and a marvellous advert for Bowdon enterprise."

"The Business Fair was simply amazing. It generated such good will from people. One stand told me that it was the best organised, best attended and best spirited fair they'd been to. That summed it up for me - and the centre looked fabulous!"

Roger Preece doesn't expect this year to be any different and made the following points:

Remember the date:
Wednesday 7 May at 6.30pm

Remember the place:
Bowdon Parish Centre,
(opposite The Griffin, Bowdon)
Remember your shopping bags!



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news

UMIP becomes key partner of non-profit global mentorship network

The world's largest not-for-profit global mentorship and education network The Indus Entrepreneurs (TiE) has joined forces with UMIP, the University of Manchester's agent for intellectual property commercialisation.

The pairing will see up to 35 student, spin-out or social enterprises from the University given the opportunity to access the TiE mentorship programme in both local sessions and by remotely connecting to TiE's global network of business experts.

Regional sessions will be held at Founders Dock hub or in Quay House, Spinningfields - a new incubator that offers start-ups a range of support, including office space, technology and coaching from industry experts.

Organisations from UMIP will be invited to attend an on-going calendar of TiE events, seminars and workshops and will enjoy connections with the entire network, offering the opportunity for collaborations, the validation of business models and funding links.

Participating enterprises will also

gain access to Founders Dock and will be able to utilise hot-desking, state-of-the-art technology and amenities like printers and web conferencing.

The collaboration will also entail:

- TiE mentors and speakers attending and presenting at UMIP events.
- Related workshops at UMI3 (the University of Manchester Innovation Company).
- Student groups working alongside TiE mentors.
- Collaborations of press, communications and media from the two organisations.

The relationship between the two organisations was driven by University of Manchester alumnus Vikas Shah, managing director of the Swiscot Group and Vice-President and Board Member for TiE's branch in the north of the UK. He said: "Being a University of Manchester alumnus I was keen to develop links between the University and TiE. We are in an innovation economy, where

the future global business success stories will be those driven by technology, intellectual property and science. UMIP and The University of Manchester are globally respected in this regard, and we are proud to be partnered with them."

Tony Walker, Director of Enterprise and Business Development at UMIP, also welcomed the partnership, stating: "This partnership enables us to provide both our student and academic entrepreneurs with access to successful business mentors on a global scale. Access to such a successful TiE resource will be invaluable in helping them gain a greater understanding of their particular market characteristics and developing additional resource capability."

TiE

The Indus Entrepreneurs (TiE) is the world's largest not-for-profit organisation dedicated to supporting and fostering entrepreneurship. The organisation has members in 60 chapters, across 17 countries. The North West chapter of TiE is one of the world's

most active; headquartered at Spinningfields (Manchester) and covering the whole of the north of England. For more information, visit: www.tieuknorth.org

UMIP

The University of Manchester Intellectual Property is The University of Manchester's agent for intellectual property commercialisation and is a division of The University of Manchester I³ Ltd (www.umi3.com) - the University's Innovation Company.

UMIP is wholly owned by The University of Manchester which has over a 20 year history of IP commercialisation.

UMIP's role is to bring as much of the University's ground-breaking inventions and software, as is relevant, into the commercial world. This is done principally by attracting entrepreneurs, investors and corporate venture partners to their campus and Innovation Centre (www.unic.co.uk) and then, through engagement with their academic colleagues, licensing or spinning out companies.

Go for Growth networking in Manchester



Simon Arora,
CEO of B&M Retail

On Thursday 6 March, Simon Arora gave a keynote speech at 'Go for Growth', a special networking evening in collaboration with Brown

Shipley and TiE UK North.

A member of The British Asian Trust UK Advisory Council and retail entrepreneur, Simon was the key speaker at the special networking event held at the Private Bank, Brown Shipley Offices in Manchester, in collaboration with TiE UK North.

Simon Arora is CEO of B&M Retail, now one of the country's largest retailers. Simon and his brother Bobby acquired B&M in 2004, when the chain had just 21 stores and was a loss-making business. Since then, the brothers' commercial acumen has helped the chain grow to over 370 stores and £1 billion+ annual revenues.

Given his strong Indian identity, Simon is actively involved with The

British Asian Trust, and spoke about his rise in the world of retail and his pride at being a second generation Indian. Simon spoke at length about how the business' remarkable growth story has its origins in South Asia and a future in Europe. He also spoke about his support for The British Asian Trust and why he feels it is so important to give back to his country of origin through the Trust.

He commented: "It was a pleasure to speak about my journey as an entrepreneur. But my one take away for all guests was the message that you should never forget where you come from. I am proud of being Indian and The British Asian Trust has allowed me to give back to my country of origin, channelling my success as a retailer back into South Asia."

Ashok Kallumpram, a member of The British Asian Trust's Regional Chapter North was also on hand to talk about the work of the Trust that was established by HRH The Prince of Wales in 2007, and has helped to transform the lives of over 1 million people living in South Asia. The charity acts as a 'social fund' to support high impact charities within the areas of education, livelihoods and health.

Tariq Marfani, from TiE UK North also spoke about the importance of mentorship and developing the potential of the new generation of entrepreneurs. Kevin Doran, Chief Investment Officer at Brown Shipley, spoke about the state of savings and investments in light of the recession and the impact this has had on savers in the UK.

Employer sector skills groups

Employer Ownership of Skills is a government initiative which gives employers the funding to support investment into training their workforce. In Greater Manchester, the Chamber of Commerce has been appointed the Employer Engagement body for delivering this, and they have set up Employer Sector Skills groups in key sectors across the region.

Employer Sector Skills groups can be found in the following areas: Construction; Creative Technology and Infrastructure; Engineering, Financial and Professional Services; Health and Social Care; Hospitality; Housing; Legal Sector; Low Carbon; Logistics; Sales and Marketing or Textiles.

If you would like to join a Sector Skills Group or find out more about training for your workforce, please contact info@gmchamber.co.uk or call 0845 602 9469.

Think Money moves to Trafford Park



Think Money Group, which has more than 200,000 customers serviced over four key businesses - debt advice and solutions, retail banking, insurance broking and loan and mortgage broking, has recently moved into new purpose built headquarters on Mosley Road,

Trafford Park, to accommodate its growing workforce.

The company was previously based across a number of sites in Salford Quays, so the move enabled all of the staff to be brought together on one purpose built site including a training centre, staff restaurant, breakout areas, gym and landscape gardens.

With staff numbers currently at around 1,000, the move to Trafford instantly places Think Money Group as the largest single employer in Trafford Park. However, the company has significant growth plans and the new site is designed to accommodate more than 2,000 people, which Think Money hopes to fill over the coming years.

Ian Williams, Director of Communications at Think Money Group said: "Our long-awaited move to our new home in Trafford Park gives us the chance to bring all our people back into one site whilst providing us with the space and facilities we need to grow."

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news

TNT Post sign the Partington Pledge



L-R Councillor Michael Hyman (Trafford Council), Keith Smith (Assistant Director, The Big Life Group), Alan Wearden (DWP)

TNT Post, the second largest private postal service in the country, recently signed the Partington Pledge at Trafford Town Hall.

The Pledge is an initiative to match-up young unemployed residents from Partington with local employment opportunities.

The initiative is being led by Trafford Council and the Department for Work and Pensions with support from Your Housing Group and Trafford College.

Representatives from TNT Post, Gary Robinson, Director of End to End, Josie Miller and Chris

Hutchinson attended the signing with Councillor Matthew Colledge, Leader of Trafford Council. They were also joined by Julie Evans, Advisory Team Manager from the Department for Work and Pensions (DWP).

Since the launch on 30 April 2013, 19 local businesses have signed up to support it, and 34 young people and four Partington residents over the age of 24 have secured employment through the Partington Pledge.

Commenting on its success, Matthew Colledge, Leader of

the Council said. *"The Partington Pledge continues to go from strength to strength. Together with partners like TNT Post, jobseekers in Partington are getting the support and advice they need to get back into sustained employment."*

TNT Post has recently expanded into Manchester, with new delivery units opening in Flixton and Stretford in late 2013, and the company is passionate about providing employment opportunities for local residents.

The relationship between TNT Post and the Council started when representatives from TNT Post attended the 'Big Hit' employability event in October last year. The event offered a week-long programme of confidence building, employability skills and motivational work aimed at young people who had been out of work for over a year and was organised by Trafford College, Lancashire County Cricket Club, DWP and Trafford Council. This culminated in a jobs fair with local employers and resulted in young people from Partington gaining employment with TNT Post.

TNT Post also took part in an employer led event at Trafford Town Hall with a group of young unemployed people from Partington, this too resulted in more young people finding work.

For more information on the Partington Pledge, email: PartingtonPledge@outlook.com or call the Council's Business Growth Team on 0161 912 4176.

The Partington Pledge is an innovative new scheme that has been designed by Trafford Council and the Department for Work and Pensions (DWP) to get young people in to work in Partington.

The scheme involves businesses from the Partington and Carrington area offering employment support to local young unemployed people.

A number of local businesses have recently signed up to the pledge.

Wolfgang Puschits, Project Director at Alstom said *"We're delighted to be involved with this admirable initiative. Getting young people into work is key to the future success of this area."*

A successful jobs fair was also held last summer at Partington Community Centre, attended by 15 local employers and training providers and over 50 young jobseekers.

The scheme is ongoing and any business wanting to support it or find out more information can contact the Economic Growth Team on 0161 912 4176 or email business@trafford.gov.uk

Blackstone Solicitors win Team of the Year Litigation

Blackstone Solicitors have just been named 'Team of the Year Litigation' at the Manchester Legal Awards 2014.

Held at the Midland Hotel in Manchester, over 500 guests gathered for this annual event which was hosted by Fran Eccles-Bech and Eamonn O'Neal. Competition was fierce as entries included many of the top law firms in the North West.

Set up in 2010 by Emma Nawaz,

Blackstone Solicitors in Hale has grown and flourished. An innovative law firm specialising in dispute resolution, Emma now has a team of experienced litigators that enjoy a reputation for tenacity, attention to detail and with a real determination to win every case.

Recently Blackstone Solicitors were in the national news when they issued proceedings against three high street banks over

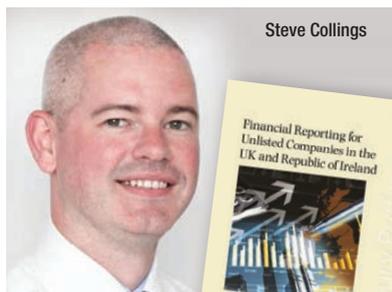
threats to close bank accounts of some Iranian clients. As a result of this Emma was invited to speak on BBC Persia television. The case continues...

Commenting on becoming the Team of the Year Litigation, Emma said, *"We are absolutely delighted to receive this award and it means so much to us all. I am so proud of the team that we have built and the success that we have achieved for our clients."*



Emma Nawaz

Collings contributes to overhaul of accounts rules in UK and ROI



Steve Collings

Sale based accountancy practice Leavitt Walmsley Associates (LWA)'s Technical Director and renowned author, Steve Collings, published his seventh title this week.

Co-authored, and published by Bloomsbury Professional, the book entitled 'Financial Reporting for Unlisted Companies in the UK and Republic of Ireland' deals with the biggest overhaul of accounting rules in the last 40 years.

Recently awarded the accolade of Outstanding Contribution to the Accountancy Profession at the Association of International Accountants (AIA) annual Founders Lecture & Awards 2013, Steve has gone from strength to strength with his book writing.

'Financial Reporting for Unlisted Companies in the UK and Republic of Ireland' is aimed at practitioners with small to medium sized businesses as their client base, as well as for accountants in industry and commerce, offering guidance through new accounts rules introduced by the Financial

Reporting Council in 2013. Whilst many of these businesses (which make up a large part of LWA's client base) will be preparing their financial statements under the current accounting rules known as 'Generally Accepted Accounting Practice' (GAAP), these will be withdrawn when the new UK GAAP takes effect on 1 January 2015.

The book focuses on explaining the key areas of change with clear guidance on how the new standards should be implemented covering the topics of Financial Statements; Accounting for Assets; Accounting for Liabilities; Accounting for Revenue and Equity; Consolidations; Financial Instruments; Disclosures.

Supported by extensive examples, sample policy wordings and the use of sample disclosures in each chapter, the title is unique in that it focuses specifically on the areas of financial reporting that companies will most likely need to implement.

Readers will benefit from Steve's vast experience not only in the application of the rules as part of the high standards of service to LWA's clients, but in training senior practitioners in the field all over the country. This latest title has also been co-authored by Paul Gee, who as well as writing, lectures extensively on financial reporting issues throughout the UK and Scotland, an extra-curricular activity also shared by Steve Collings. This is the first

title Steve has had published by Bloomsbury, and it will be the first of four titles that Steve publishes in 2014. Steve comments: "The changes to UK accountancy are the biggest in its history and

LWA are already well-prepared to make sure our clients' transition over to the new standards will be as smooth as possible."

He concludes "I've thoroughly enjoyed working alongside Paul Gee and Bloomsbury to get this title written and released. I truly believe it will prove to be an extremely useful guide for accountants in practices as well as SME in-house accounts departments."



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news



College sets example for Apprenticeships

itself employed Apprentices and current staff who have completed Apprenticeship programmes.

With the introduction of the College's Apprenticeship Recruitment Service 'Trafford First', the College is providing the young people of Greater Manchester with even more opportunities to take advantage of this increasingly popular career route.

Katrina O'Brien (20) from Old Trafford is currently a Business Administration Apprentice and is one of the latest Apprentices to be taken on by the College. Her role for Trafford First helps to match learners with suitable employers so they can begin their Apprenticeship journey.

Katrina commented, "My Apprenticeship is great, the College is really helping me develop my skills and experience whilst letting me get on with the job independently. I decided to do an Apprenticeship as I wanted to further my skills and had tried other college courses

previously but they just weren't for me, I prefer learning practically. Plus on an Apprenticeship you get to earn money whilst learning and gaining skills at the same time which is amazing."

Samantha Sargeant (24) and Paul Banks (25) are at the other side of their Apprenticeship journey to Katrina having both completed Business Administration Apprenticeships and successfully secured employment with Trafford College.

Samantha who along with Katrina works for Trafford First started her Apprenticeship six years ago and now works as an Apprenticeship Recruitment Coordinator where she gets to see all the fantastic Apprenticeship opportunities available for young people. Her Apprenticeship journey has even included completing a Foundation Degree which further assisted her in securing the role at Trafford College.

Paul who now works for the College's

MIS (Management Information Systems) Team as Contracts and Projects Administrator has been at the College for over seven years, having started his Apprenticeship there back in 2007.

Paul was attracted to the prospect of this practical study route as it meant he could work and earn without having to take lots of time out to attend College.

Paul commented, "The College is great! The quality of training and support is excellent, all of the staff are really supportive and they really get behind you. I didn't have any previous skills or training in the area, but the College helped me get the skills and qualifications to progress into my current career."

For more information about apprenticeship vacancies or the 'Trafford First' Recruitment Service, please contact **0161 886 7461** or email Trafford.first@trafford.ac.uk

Trafford College is once again showing how supporting local talent and taking on Apprentices can enhance business. The Ofsted rated 'outstanding' college has a long standing reputation of delivering exceptional Apprenticeship programmes to companies across the North West, and has

Local Businesses support launch of 'New take' on Richard III



L-R Diane Modahl, Paul Mirage (Trafford Business Connect), Councillor Dylan Butt (Mayor of Trafford), Nigel Green and Barbara Hallwood from Marketing Profile

Lifelong historian Nigel Green from Bowdon recently launched the first of a two book series. The Kings Dogge is set in the 15th century and throws new light on to the character of King Richard III.

Over 200 guests gathered at the Mercure Hotel in Bowdon for the Official launch.

Among the guests was the Lord Lieutenant of Manchester, the Mayor of Trafford, Olympic athlete Diane Modahl, Graham Brady MP, BBC presenter Becky Want and Felicity Goodey.

Nigel commented, "This period of history has been at the fore, with the excavation of Richard III and the recent historical drama, *The White Queen*.

"This novel highlights Richard III

as probably the most notorious English King. I feel that readers will be intrigued by my findings."

Councillor Dylan Butt, Mayor of Trafford, commented: "An interesting perspective on a controversial King. Nigel Green delves into the characters around Richard III. He delivers a very interesting story, taking the reader on a compelling journey through a period of great turmoil and intrigue."

Nigel Green was previously CEO of PZ Cussons.

Since retiring he has devoted himself to a charity called 'Make It Happen In Sierra Leone' as well as to his writing. The book is available through www.troubador.co.uk



Altrincham IFA is set to swim the channel

David Randall of DJ Financial Solutions, based in Altrincham, is currently training hard for an attempt to swim the English Channel later this year.

What's more surprising is that David is 60 years old!

Only 19 people over the age of 60 have successfully completed a channel swim, and David is aiming to be number 20.

Not just content with achieving a lifelong ambition, David has earmarked three worthwhile charities to give him focus on his rigorous

training schedule - The Alex Hulme Foundation, Stockdales and The Samaritans. With the help of Trafford Metro Swimming Club, Sale Leisure Centre and Sale and Timperley Business Club, he is hoping to raise monies for these three very deserving charities in excess of £10,000.

For more information about David's forthcoming attempt on the Channel, plus details on how to contribute to these three worthwhile causes, please call **0844 499 1508** or email info@djfinancial.co.uk.

High speed broadband to be extended in Trafford

BT announced in December that high-speed fibre broadband will be extended to a further 39,000 homes and businesses in Greater Manchester by the end of March 2016, following a £15 million partnership project between eight local authorities. Councils in Stockport, Bolton, Wigan, Bury, Tameside, Oldham, Trafford and Rochdale are working with BT to supply superfast broadband to town centres and key business districts.

As part of the partnership, BT is contributing £4.6 million towards the overall cost of deployment in 'non-commercial' areas, and the eight councils are investing £2.5 million. The European Regional

Development Fund (ERDF) is contributing nearly £5 million, with a further £3 million coming from the Government's Broadband Delivery UK (BDUK) fund.

Helen Jones Corporate Director Economic Growth and Prosperity said: "This is fantastic news for Trafford. The extension of high speed broadband will bring enormous benefits to residents and will enhance Trafford's position as one of the best locations for business in Greater Manchester. Greatly improved infrastructure will not only support the growth of our existing businesses, but will also help to attract new business and greater job opportunities into the borough."

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news

Debbie Abrahams MP publishes late payment inquiry recommendations



L-R Steve Sutherland (Dortech), Richard Gregg (Regional Chairman, FSB Manchester and North Cheshire), Steve Paul (SDP Screeds), Debbie Abrahams (MP for Oldham East and Saddleworth)

A cross-party parliamentary inquiry, convened and chaired by Debbie Abrahams, MP for Oldham East and Saddleworth, has published 11 recommendations about how to tackle the issue of late payment to small and medium sized businesses.

Debbie said: "A recurring theme in the evidence our panel was given is that, ultimately, the issue is one of leadership.

"Until top CEOs, and their executive board members, make a decision to act ethically in business, and treat our small and medium sized businesses fairly, this problem will persist.

"The public has grown tired of hearing about huge, greed driven, pay packets, pay-offs for failure and tax evasion; but allowing a culture of late payment to persist unchallenged is another board-level decision that directly affects ordinary, hardworking, people across the country.

"Incidentally, shareholders also have a responsibility to hold their executives to account.

"Appearing at the inquiry took courage from our contributors.

The top FTSE companies have been under scrutiny in recent years and those we invited could have chosen to ignore our request to give evidence but they did appear and we are grateful for their candour.

"But special thanks should go to the SME owners who really demonstrated the damaging impact late payment has on our businesses not to mention the emotional impact on the owners and employees themselves.

"I am also grateful to my colleagues from across the political spectrum for their participation on the Inquiry panel and demonstrating that, although we may have different political views, we can work together to find a solution to this persistent problem."

The other members of the MPs' panel were: Mike Crockart, Liberal Democrat MP for Edinburgh West; Alex Cunningham, Labour MP for Stockton North; Caroline Dineage, Conservative MP for Gosport; Rt Hon Michael Meacher, Labour MP for Oldham West and Royton; Toby Perkins, Labour MP for Chesterfield;

and Robin Walker, Conservative MP for Worcester.

Richard Gregg, Regional Chairman, Federation of Small Businesses, said: "This research clearly highlights the ongoing problems faced by small firms when they are paid late. The Be Fair, Pay on Time campaign has done a good job in getting big businesses to sign up to the prompt payment code but there is still more to be done.

"We have said for some time that the Government and local authorities should include terms in contracts for prompt payment to be passed down the supply chain.

"This report provides a good starting point to open up the discussion on what can be done to make sure small firms are paid promptly for the work they have done."

Steve Sutherland, Chairman of Dortech Architectural Systems Limited, who appeared before the inquiry on the SME panel, says:

"The last twelve months have been the worst in my 45 working years.

"I have watched in disbelief as a tough market has driven major companies' boards of directors to turn a blind eye to malpractice within their businesses and the resultant destruction of essential supply chain support, skills and entrepreneurialism on which the UK depends.

"This excellent broad based, balanced research, and investigation now provides the basis and opportunity to bring about the critical first steps of change, if Government and the directors of companies have the courage to embrace and implement the recommendations.

"The recommendations and the spirit of the recommendations could be implemented with minimal cost and legislation and reflect a sensible first step to bringing some ethical common sense back to the market.

"I shudder to think what will happen to the UK construction

industry and build quality if the proposals in this report are not implemented in the undiluted form presented in this report."

Steve Paul, Managing Director of SDP Screeds Limited, who also contributed to the inquiry as a business owner who has suffered from late payments - and who told the MP's that the late payment culture is 'organised crime' - said of the report: "I'm really hopeful that this report will give big business leaders the push they need to change the way the use of late payment to SMEs is considered the norm in ours and other industries.

"It's wrong that SMEs are expected to continue to provide services and complete the work they are contracted to do and then have to wait as the larger, more powerful, companies use every tactic in the book to avoid paying in the agreed time frame.

"Having said that, as a result of the inquiry, I have been having very positive discussions with some of my larger clients and we are talking about how we can address, and avoid, some of the issues raised."

The Specialist Engineering Contractors (SEC) Group, which represents 60,000 firms employing over 300,000 people through 6 trade associations, the largest element (by value) of UK construction, has also come out in support of the inquiry's report.

Professor Rudi Klein, Chief Executive of the SEC Group, said he was very impressed by Debbie Abrahams: "She is clearly committed to addressing this cancer of payment abuse that is currently pushing thousands of firms in the construction industry towards insolvency.

"Small construction firms in her constituency and throughout the UK will take heart from her 'Be Fair - Pay on Time' campaign and the lead she has taken in driving forward this late payment inquiry into the issue."

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news

The Cresta Court's new photographic gallery helps celebrate its 40th anniversary



L-R Keith Morris (Editor Sale & Altrincham Messenger), Sue Aldridge (Chairman of Altrincham & Sale Chamber), David Williams (President of Altrincham Rotary), Mayor of Trafford, Councillor Dylan Butt, Mayoress of Trafford, Scott Macdonald (BEST WESTERN Cresta Court)

The Best Western Cresta Court Hotel opened in 1974, and this year is celebrating its 40th anniversary. Part of these celebrations is a new photographic gallery which was formally opened on 25 February by the Mayor of Trafford, Councillor Dylan Butt, joined by over fifty guests.

Cresta Court's new gallery takes pride of place in the Hotel's newly refurbished reception. It is free to view and highlights iconic moments in the worlds of business, sport, community groups and the lives of everyday people living in Altrincham over the last four decades.

All the photographs come from local people and will be displayed for six months. Paul Hindley, the Hotel's General Manager, explained that they wanted to capture the important moments in local people's lives during the past 40 years, such as weddings, new homes, or new children. Of particular interest will be photographs of special events from Altrincham's history and important architectural features from the town's past.

Many of the fifty guests were from well-known Altrincham businesses and organisations who had all seen the Cresta Court grow over the past 40 years into Altrincham's best known hotel.

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2014 off to a flying start for MAG Property with 10,000 sq ft software letting



Jan-Paul Boos, SVP EMEA from Kewill (Left) discussing the proposal.

Following on from a successful 2013, this year is off to a positive start for MAG Property as multimodal transportation software company Kewill, has taken a 10,000 sq ft office in 4M at Manchester Airport.

With offices worldwide, Kewill is a leading provider of innovative software for supply chain execution, with a comprehensive end-to-end software platform for managing the complexities of transportation, logistics and trade compliance.

Kewill currently supports in excess of 7,500 companies in more than 100 countries with clients including Shop Direct Group, Heineken and Hankyu Hanshin Express in the UK.

John Atkins, Property Director for Manchester Airports Group (MAG), said: "We are delighted to welcome Kewill to Manchester Airport where they are in good company alongside other international firms such as Etihad, Handlesbanken and Sherwin Williams. They are well located within our Airport City north site development, which will see the surrounding area transformed into an International Business Hub within the next 10 years. The letting sees our prime office stock rise to 94% occupancy, showcasing a real opportunity for new businesses attracted to Airport City."

Kewill's decision to take up space

in 4M highlights the growing need for easy international transport options, with its office situated within an enviable location, forming part of the wider Airport City project at Manchester Airport. It is located within walking distance of the airport's passenger terminals, enabling direct access to 200 plus destinations served by over 65 airlines.

Jan-Paul Boos, SVP EMEA from Kewill said: "As a global software provider, we were looking for an internationally accessible location for our new UK office. The new premises on-site at Manchester Airport will make visiting us very easy for employees, customers and partners from the UK and worldwide, as well as providing state-of-the-art office space and meeting and training facilities to meet the needs of our growing business."

Kewill took possession on 1 January 2014 and MAG Property was advised by property agents CBRE and WHR. Tony Howcroft, Associate Director at WHR said: "Manchester Airport is one of the region's best connected business locations, with an unrivalled range of transport links – ranging from an international airport and motorway connections to a national mainline train station and future Metrolink extension. This transport connectivity and the international access was one of the key drivers for Kewill's relocation to Manchester Airport.

"Demand for office space at the airport remains strong within the existing portfolio and MAG Property has successfully completed a number of the larger deals in South Manchester over the past year, which supports their aspirations to develop new build office stock at Airport City."



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focus



“ As our company was expanding, we enquired with a number of property owners to see what office space was available, in which locations and at what costs. We got a number of responses that varied in quality.

Bruntwood however, stood out. Their professionalism and general manner were excellent and we felt valued right from the start.

We agreed on a plan that would give us space to grow into, but also flexible options to move within the Bruntwood portfolio should our growth plans be exceeded.

Since our move, we have been impressed with the service staff on-site, always willing to help, a friendly smile and a professional approach. ”

Martin Cozens,
Managing Director,
Banc Media
Lancastrian
Office Centre



Bruntwood's distinctive brand has been a familiar sight on Trafford's skyline for almost 40 years. The instantly recognised red oval found on many of their properties underpins the longevity of this family run property company, which has been supporting businesses across the borough since 1976.

It's true to say that Bruntwood aren't your typical commercial landlord. In fact, if you mention the 'L' word you will most likely be greeted with concerned frowns followed by a quick chat about their more 'inclusive' business model and their role as your property partner. This starts with the fact they

Bruntwo

develop, let and manage all their properties, which seems to give them a unique opportunity to give each property a specific outward aspect reflecting and supporting their clients' business approach and brand.

Delving a little deeper can result in a few surprises. Afflecks, situated in the heart of Manchester's Northern Quarter, is a good example of how a business culture has been encouraged to flourish under its own unique flavour.

Sharon Johnson,
Bruntwood's Head of Regional Sales



Bruntwood has a range of properties that operate under their own unique style, both in the form of the business approach of the client working there, to the actual physical appearance of the property.

The landlord has long gone, and a culture of partnership and support for not just their clients but their clients' brands, seems to be paying dividends, reflected in remarkable retention rates and a generally positive perception across the borough.

across a range of different business sectors.

"As we develop, let and manage all our own properties, we can seamlessly control the whole experience to make sure it meets your needs and expectations. This strong customer focus underpins everything we do, from selecting and developing the property we invest in, to the sustainable management of our buildings and our involvement in the cities and communities where we operate."

Why would businesses choose you?

"With over 36 years' experience of managing our buildings to the highest operational standards, we

that give the borough a distinct advantage.

"Transport connections provide easy access to the M60, M56 and the M62, in addition to the Metrolink connects at Trafford Bar and Old Trafford, meaning you can be in the city centre in just five minutes.

"Also, out of town locations can be considerably cheaper than city centre offices. Being located in out-of-town locations means you're closer to residential suburbs so you have a large talent pool on your doorstep if you require higher volumes of staff for your business.

"As well as the larger occupiers we also find a lot of SMEs are attracted to Old Trafford. They tend to move into the area to

a more attractive location purely down to the hassle involved, so we make the whole process as easy as possible and we'll guide you every step of the way. Covering all your options, space planning and design, plus help with your moving costs.

"As well as leased offices in a range of sizes we also have available space within our 'small suites scheme' at Trafford House which is aimed at start-ups and small size businesses.

"The 'Move for free' incentive works across a whole range of spaces we have in our four locations in Old Trafford. For super-fast high-speed Internet connections you can also take advantage of our partnership with Metronet (UK), a pioneering North West Internet Service Provider, to deliver 'super-connected' office

Good gets business moving in Old Trafford

Trafford Business Connect caught up with Sharon Johnson, head of regional sales, for a chat at Trafford Plaza, one of Bruntwood's four iconic Old Trafford properties currently featured in their new 'Move for free' campaign:

How would you describe Bruntwood as a business?

"Bruntwood is a family-owned and run property company that specialises in creating spaces that help businesses to succeed. We work with all sizes and types of companies from start-ups and SMEs to international market leaders and everything in between.

"With over 110 properties across four UK city regions of Manchester, Liverpool, Leeds and Birmingham, we provide office space, serviced and virtual offices, meeting rooms and retail premises to companies

understand how to keep your work space performing at its best. With our dedicated customer service teams and in-house facilities management, you'll find that we react quickly and efficiently to any problems that arise.

"Also, as a values-driven organisation, we recruit our people based on their attitude, enthusiasm and commitment, because we know that good relationships are the foundation of a good business. We apply our values to every aspect of how we behave as a company, both in our day-to-day operations and in making an active contribution to the cities where we operate."

So why are companies attracted to your properties in Old Trafford?

"There are several key factors

start or grow their business taking advantage of cheaper rents, less capital expenditure and schemes like the government-backed 'Small Business Rates Relief' incentives."

Describe how you can help businesses with your new marketing campaign?

"We've just introduced our 'Move for free' incentive which is a scheme intended to help businesses move into Trafford and find a work space that is tailor-made for them. We're offering really flexible leases, so if you need to expand sooner than you thought that's fine - your lease is with Bruntwood, not the building, so you can easily move to a larger space or another location in our portfolio of buildings.

"Often we find that people don't move to a more suitable office or

space, meaning Bruntwood customers in Old Trafford can now expect connection speeds up to 1Gb per second as standard and even up to 100Gb per second in some instances. Taking office space with us in Old Trafford also means you get 24-hour access, high quality open-plan office space, with ample car parking and on-site customer service teams.

"It's all about finding what's right for you and your business."

focus



With the arrival of NiTC, Trafford Park is no longer isolated from business networking



It was fantastic to have the opportunity to showcase our venue to so many different businesses. We feel we established some very beneficial working relationships and look forward to hosting the next event at On the 7th.



*Charlotte Broad,
Events Co-ordinator,
On the 7th*

'Networking in the City' (NiTC) is a new initiative to bring all businesses in Trafford Park closer together. There are over 1,400 companies in the massive business park, offering every kind of product and service, many to the global market. However, many businesses can feel a little isolated from others on the Park and from other Greater Manchester commerce. NiTC aims to put an end to this with its new networking initiative dedicated to bringing together the business community of Trafford Park.

NiTC is sponsored by Metronet (UK), in association with our very own Trafford Business Connect magazine.

In February, NiTC held the first of their four networking lunches for businesses at The Landing in Media City, which proved a great success. The lunch attracted much interest, with more than 60 businesses attending from Greater Manchester and Trafford Park. Over drinks and an excellent lunch, there was much discussion and many new contacts were made, all for the benefit of the region. It was clear that Trafford Park was ready for NiTC.

Metronet (UK) are a natural sponsor for NiTC and the four networking lunches, as they work with many of the leading Trafford Park businesses, including Canmoor, Peel Dome and UK Batteries. Metronet (UK) see the tremendous breadth and depth of businesses in Trafford Park. They know that connecting them together into a more cohesive business community

will release tremendous opportunity for the benefit of everyone on the Business Park.

At the February NiTC lunch, Metronet (UK)'s Head of Property and Construction, Sarah Martin was guest speaker, accompanied by Laura Nevin from their Manchester office. Sarah commented "We were very impressed with the Trafford Park networking lunch and are delighted Metronet (UK) are actively supporting this new initiative. The lunch wasn't the normal business lunch where everyone is there just to sell. Instead, there was a great

on the Park felt exactly the same.

"But no longer - this new event will give over 1,400 businesses a great opportunity to network with some of the leading companies across the Park, Manchester and the whole of the North West. We were very excited and happy with the first lunch and from the buzz of conversation, I know many new contacts were made and old relationships renewed."

Neither was it all business. The NiTC chosen charity is 'Forever Manchester' which was represented

Networking in th

mix of people with obvious enthusiasm for boosting the business of Trafford Park".

Elliott Mueller, CEO of Metronet (UK) said, "Trafford Park is a great place to do business. We supply Internet services and cloud based services to around 40 organisations on the Park and we see every day the extraordinary level of enterprise and industry in the area. We are really pleased to support this NiTC networking initiative and know that it will make such a difference to local businesses."

Steve Kettle, Director at NiTC said, "We have always found our networking clubs have driven business growth. However, we felt Trafford Park's huge potential was being overlooked and our contacts

by Jean Mills, head of the charity's Business Development.

Jean said "Forever Manchester is delighted to be the nominated charity for NiTC. They are a lovely team to work with and attending their events lets us meet a wide range of businesses. We discuss their charitable and corporate social responsibility agenda and how they want to fulfil it. At the inaugural event at On the Seventh at Media City it was good to see some of our existing donors, such as Metronet (UK) and Colemans CTTS. We also had the chance to meet new people in a friendly, environment - it was impossible to leave without many new and interesting contacts".

If you are a business located within Trafford Park, these NiTC



networking events will provide you with many opportunities to build new relationships with fellow business professionals from Trafford Park, Greater Manchester and the North West region.

Whether you want to explore new supply chains, promote your business, or uncover new openings for your products and services, the NiTC events are perfect for you.

They are the venue for like-minded people who not only want their own business to thrive, but take pleasure in helping others do too.

For more information on the venue 'On the 7th', part of the Eclectic Hotel Group, please contact Charlotte Broad on 0161 686 5500.



Steve Kettle
(Networking in the City)



L-R Alexa Cherry
(Assistant Club Manager, On the 7th)
Paul Mirage (Trafford Business Connect),
Charlotte Broad (Events Co-ordinator, On the 7th)



Sarah Martin
(Head of Property and Construction,
Metronet (UK))

Networking in the City arrives in **Trafford Park**



The event was such a success the next Trafford Park Networking for Businesses will be on the 15th May.
BOOK NOW Call Steve Kettle on **07585 002386** or go online to register at www.networkinginthecity.co.uk/event/traffordpark

social media

Bloggging for business

Five reasons your business should be blogging

Bloggging for Business has been a buzz word and a NOW moment for many businesses in 2013/14, but it's worth noting that bloggging is not a new phenomenon.

Prior to Altrincham HQ I was bloggging in 1999 and had individual blogggs read by over half a million readers before many local businesses had even thought about websites.

Recently Hubspot surveyed businesses and 81% of businesses rated their company blogggs as 'useful,' 'important' or 'critical' to their business.

Bloggging is even becoming important to networks such as LinkedIn, where the bloggging platform is being opened to all users as well as thought leaders.

So what is bloggging?

Many readers of this column will probably have some experience of writing newsletters or articles - if it makes it easier to understand simply think of it as an online article that sits on a section of your website or a 'good value' online newsletter which you add to each week on your website.

Now you understand bloggging, here are the 5 reasons you should be bloggging for your business...

1. You create value and by creating value you create trust

In 2014 scarcity of time is something that is incredibly important. Think how much time today you've spent on emails, phone calls, social media, meetings and everything you do to run your business.

The reader should ALWAYS be respected. Therefore that time spent reading your blogg should add value by sharing knowledge, expertise and opinions. By the end of the blogg the reader should feel time is well spent.

People rarely ever buy from somebody who sells to them - but they will buy from somebody who takes time to explain a problem or solve an issue, and a blogg is a way to have a really personal conversation with the world.

Once you create value, you create trust and from that there are many that will buy from you rather than the competition.

2. A well written blogg will generate income in years to come

If you want to look at the ROI on a well written blogg - I generate new business on blogggs I wrote over two years ago and the new blogg I write this week will hopefully do the same over the next few years.

Getting the right mix between something that is NOW that will have a short term desired effect (something that links in with the

World Cup 2014 for instance) and something that will be timeless is a great balancing act in bloggging, but you need to do both.

Ask yourself what are the timeless classic questions that pops up all the time and make sure these are in your bloggging calendar for the next month.

3. Bloggs generate more traffic for your website

The classic mistake many make when paying large sums for a shiny new website is thinking that once the design and build has been signed, sealed and delivered that traffic will flow.

In short - the traffic won't flow if you don't do any promotion of the website or the site remains static.

Social Media will give your blogggs an immediate push and the SEO benefits of bloggging regularly have been well documented.

If you strategically blogg around the right subjects with the right keywords for google, the individual blogggs will show up in search engines and generate extra traffic and extra leads to your website.

4. Bloggging gives you more things to talk about on social media

"I don't have anything to talk about on Social Media" is often what I hear from B2B Businesses.

Let's imagine that immediately after reading this article you go and write your very 1st blogg of

around 500 words.

If you broke that blogg down into 5 or 10 bite size chunks do you think that you would have a lot more to talk about on Social Media?

5. Writing helps with everything else you communicate

Bloggging or writing down your thoughts inspires every single thing you do.

It will inspire business strategy and throw new ideas into the ether.

It will also help with everything else you communicate - be it introduction rounds at networking, your one-to-one conversations at meetings or business presentations.

Bloggging is not just something that remains typed out on a computer screen - it impacts your whole communications and done well it positively makes an impact on the bottom line of your business.



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banking

Taking a view of the banking sector

Having worked in the banking industry for more than 30 years I have seen many changes to the operations and ethos of this sector.

I originally joined Williams & Glyn's when I left school and was thrust into the world of high finance. Those were the days when banks opened at 9.30am and closed at 3.30pm and cash machines only distributed £20 at a time. However, we all survived.

Today is very different, the crash of the financial sector in 2008 highlighted that whilst significant progress had been made in terms of products and services, this all came at a cost.

The Banks had changed their culture from service to sales. Staff were encouraged to cross sell to their customers, which meant they achieved their sales targets and were paid bonuses. However, this culture caused the banks issues as they fell foul of this practice due to potential mis-selling in some but not all cases,

which has resulted in the hedging scandals, the payment protection issues and now the question of how many businesses were unnecessarily placed into administration. Massive contingencies have been made for compensation to both past and current customers as we see investigations progress.

We have seen both Barclays and Lloyds Banks return to profit recently and both have chosen to pay a large proportion of this to their staff as bonus payments.

Antonio Horta-Osorio, the Chief Executive of Lloyds Banking Group, will accept a £1.7m all-share bonus for 2013 as the taxpayer-backed lender reported a pre-tax profit of £415m. The admission came as Lloyds reported its full-year results for 2013, which showed a statutory profit of £415m, compared to a loss in 2012 of £606m.

As well as Mr Horta-Osorio's own bonus, Lloyds confirmed it had put

aside an overall staff bonus pool worth £395m, equating to an average payout to each of the bank's staff of £4,500.

Barclays is not owned by the taxpayer and their boss, Anthony Jenkins, has chosen to give up his bonus of £2.7m, for the second year running.

Lending is still a bone of contention with most individuals and businesses. The Banks are continuing to have a very cautious approach to providing any facilities, be it loan, overdraft, mortgage or working capital. The rise of the alternative route is apparent with crowd funding, business angels and pay day loans becoming very popular. The amount of bad debt on the Bank's balance sheets particularly from property related businesses during the recession has made them wary of offering even secured facilities to established businesses, and therefore virtually discounting any support to start ups.

However, from this chaos we have

seen many new businesses created due to redundancies, and people have invested their money and faith in themselves.

Family offices are also providing seed capital for start ups and people like myself who are ex-bankers are using their expertise to support new and growing businesses to succeed and finding capital from various sources for all manner of projects, large and small.



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testimonials

Getting the right quotes

Testimonials are one of the most powerful marketing tactics, yet almost every one fails to maximise their power. They SHOULD answer the main questions going around in your prospect's mind...

- Has anyone else just like me used you before?
- Did they have the same problems as me?
- Why did they choose you?
- What difference did it make?

But how often do they even come close to providing these answers? Instead of reading an independent endorsement from a trusted source, prospects are often faced with a sugary quote full of platitudes. How many times have you seen these kinds of testimonials?

- "They were great"
- "It was fantastic"
- "The service was superb"

Of course they are better than having no testimonials at all, but they still do not answer the prospect's queries.

Worse still, if your competition uses the same kind of quotes, then these lose their impact immediately and you have to rely on other, often costly, marketing to convince prospects to buy from you.

The reason is that many business owners do not know what to ask, and the customers do not know what to say. Maybe you've had the same challenge. But with these few targeted questions you can overcome those "lost for words" moments and get your customers singing your praises in the right way.

What problem were you experiencing before you contacted us?

It's highly likely that your future prospects have the same challenges and issues as your existing customers. Showing that you understand them demonstrates knowledge and expertise. When you use this information in your testimonials your prospects resonate with what your customers went through. They think

"Yes that's me"

What effect was this having on your business/life?

The answer to this question takes your prospects beyond the actual problem and gets them thinking about the consequences of doing nothing. It brings emotion into play and, as we know, people buy on emotion.

Why did you choose us?

This is a great way to find out your differentiator over your competition, then get your customers to highlight it for future prospects to read.

What impact has our product/services had on your business/life?

We're back to emotion again here. Instead of seeing pure results, this information helps prospects begin to anticipate the real benefits they will enjoy by using you.

Putting it all together

You've now got the framework for an irresistible story in the form of a testimonial. Start with the problem

the customer had and the effect it was having on them. Explain how they searched for an answer and finally found one in your product or service. Then conclude with how much better their business and or life now is as a result of using you.

The resultant testimonial will have readers empathising with the customer, seeing themselves in the story following the same path and leave them anticipating the great results they will get from using you.



Paul Henry

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tax

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Pension Contributions

This is one of the most tax efficient forms of saving as all contributions made personally are paid net of basic rate tax, as the pension provider recovers the basic rate tax from HMRC.

Higher Rate Tax payers have their basic rate band extended by their gross contribution, so beware of the controls in place which limit the high level contributions (£50,000 maximum in 2013/14 reducing to £40,000 in 2014/15). Many of us are unaware that any unused limits from the previous three years can also be considered.

Making a pension contribution can also assist in the High Income Child Benefit Charge (for every £100 of income in excess of £50,000, there will be £1 tax charge on the recoverable child benefit). You can avoid the charge if you make pension contributions that bring your gross income level to £50,000.

Inheritance Tax

Don't waste your annual gift exemptions. We have an annual allowance of £3,000 per donor, and any unused gift from the previous years can be included. For example, a husband and wife wish to gift some money to their children but as no gifts were gifted in the previous tax year, they can both gift £6,000 each with no tax implications.

Marital gifts also play a big part of inheritance tax with a maximum of £5,000 from a parent to a child; from a grandparent to a grandchild a maximum of £2,500 is allowed; and marital gifts from others can be a maximum of £1,000. Small gifts can be included with a maximum of £250 per year per donor. Lifetime gifts known as PET's will be tax free if the donor survives 7 years from the date of gift. Should the donor pass away within that time, there will still be a tax saving.

ISA's

Use your ISA allowance, as all interest earned and dividends received on these are free from both income tax and capital gains tax! The maximum

cash investment allowed is £5,760 for 2013/14 with the overall investment limit including stocks and shares being £11,520.

Capital Gains Tax

Utilise your annual exemption of £10,900 per person on Capital disposals for 2013/14. Jointly owned assets attract an annual exemption of £21,800 for 2013/14.

Charitable Donations

Gift aid contributions are made net and the tax relief reclaimed from HMRC. The gross contribution will extend the basic rate band attracting relief at basic rate. All gift aid contributions attract tax relief for Higher Rate Tax payers.

PPI Reclaims

The interest received on funds gained from making a PPI claim will be taxable so it is advisable to have the tax deducted at source from the interest element. If you file a self assessment tax return then this must be declared on the return, and if you are a Higher Rate Tax payer there may be additional tax to pay on this interest.

Enterprise Investment Scheme (EIS)

Investment into EIS schemes attracts a 'tax reducer' such as the CGT exemption, which may be given on disposal of the shares if held for three years or alternatively, any gain can be deferred if reinvested into other EIS shares. Income Tax Relief is at 30% on new equity investment into qualifying unquoted trading companies.

Venture Capital Trusts (VCT'S)

This is where there is an investment into the shares of unquoted trading companies. The investor will be exempt from any tax on dividends received and on any capital gain arising on disposal of the shares.



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property

I am considering selling my shop and need some advice as to where to start.

There are many factors to consider, especially for a commercial property. The key factors to understand are physical preparation, legal preparation and value.

Should I sell the property as a going concern?

This will vary from property to property and business to business. What you should do is prepare the last three years' accounts and speak with a valuer or agent. Whether or not the business adds any value will depend on a number of factors including profitability, the nature and size of the business, the location, alternative uses for the property and market demand.

That sounds complicated - perhaps I should sell with vacant possession.

Selling with vacant possession means that the business would have to be closed down prior to completion of any sale. There is no reason why a business cannot continue to trade up to the point of the sale completion, but you would need to consider many

factors including removal of stock and, importantly, dealing with any staff.

What legal preparation is required?

Most property in England is now registered at the Land Registry which means there is usually no need for title deeds, etc. However, it is worth reviewing documents in anticipation of a sale to make sure all runs smoothly. It may be the case that the property is not freehold but held on a long lease. The consent of the freeholder may be required for the sale, which may add time and cost.

What else do I need to consider?

Most property will need an Energy Performance Certificate (EPC). If any of the property is held on a lease or licence then appropriate documentation should be provided. If you are permitting somebody to occupy and there is no documentation then you should seek advice quickly from a surveyor as this has potential to disrupt your sale. You should also consider, for example, rights of access permission if relevant.

What about practical preparation?

It is worth making sure that the property is well prepared for sale. This does not necessarily mean undertaking extensive modernisation or refurbishment works. If the property has been used for storage, maybe unsold stock, then this would be a good time to remove it. This will give the buyers a clearer idea of the property they are to purchase. You should also consider dealing with minor repairs which may be off-putting to buyers (not to mention the lender's valuer) such as damage, rain water goods, slipped roof slates, etc.

The aim should be to present the property in a favourable light and to demonstrate flexibility. Although many vendors find it hard to view the process objectively they must consider that the way they occupy a property may not suit everybody. Hopefully it goes without saying that the property should be clean.

It should also be noted that if you are endeavouring to sell a business then you need to present that business in

a favourable light.

At what point should I speak to an agent?

You should speak to a specialist agent as soon as possible in your thought process as they may be able to give you good tips as to how the property should be marketed from the outset. This is particularly important if there is the opportunity to sell the property as a going concern. The agent will also give you tips on matters discussed above such as preparation of the practical aspects and advice on what documentation is required.



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auto enrolment

Your responsibilities as an employer

From October 2012 new legislation came into force stating that all employers must automatically enrol employees into a qualifying workplace pension scheme. This legislation specifically laid down a timetable for the next five years and beyond, setting out minimum standards and actions that all employers must adhere to in order to comply with their new obligations.

The largest employers have already actioned their requirements, as their staging dates have now been passed. However, for the vast majority of UK businesses not already making provision for auto enrolment, time is running out as their staging dates are fast approaching.

Plan ahead

As with any change to your business it is crucial that any scheme be administered efficiently and correctly, especially when dealing with the complexities of auto enrolment. If an employer misses something or mis-communicates any important information to their employees, there are a whole range of penalties that the Pensions Regulator can enforce. In extreme cases of failure to comply with the new pension laws large fines can be imposed and/or up to two year's imprisonment.

Point of contact

This would normally be someone within your payroll section or HR department. The nominated person must register their details with the Pensions Regulator.

Staging dates

There are 1.3 million employers currently in the UK employing approximately 11 million workers. For the purposes of the current legislation a business is assessed on how many employees are present on 5 April 2012. Here is a guide on your relevant staging dates:

No. of Employees	Staging Date
350 – 499	1.1.14
250 – 349	1.2.14
160 – 249	1.4.14
90 – 159	1.5.14
62 – 89	1.7.14
61	1.8.14
60	1.10.14
59	1.11.14
58	1.1.15
54 – 57	1.3.15
50 – 53	1.5.15
49 and below	1.6.15 – 1.4.17

To find out your staging date visit www.thepensionsregulator.gov.uk

Review your pension arrangements

To meet the auto enrolment criteria, a UK scheme must initially meet certain qualifying requirements, not prevent an employer from automatically enrolling, opting in or re-enrolling a worker, and also not require a employee to provide information or make a choice in order to remain a member of the scheme.

To qualify the scheme must meet quality criteria, be an occupational, personal or stakeholder pension scheme and be tax registered.

The quality requirements for personal/stakeholder pension schemes are that there must be an agreement between the scheme provider and the employer – that the employer must make contributions on behalf of the employee of at least 3% of qualifying earnings. There also must be an agreement between the scheme provider and the employee where the employee can be required to make up any difference to 8% of qualifying earnings. All the benefits payable must be 'money purchase' benefits and the employer must be able to deduct any employee contributions from pay.

Assess your workforce

All employees aged between 22 and their statutory retirement age, working in the UK and earning above £9,440 per annum must be automatically enrolled. Other employees can either have a right to opt in (this is where the employer must contribute to their scheme IF they decide to join), or can simply have a right to join the scheme without employer contributions. Further details on which workers fall into which category are available from the Pension Regulator or your scheme advisor.

Communication

It is both essential plus a requirement by law that all employers must communicate the right information to the right employee at the right time. This may be in the form of printed literature, letters, posters, group meetings or face-to-face meetings. Information and/or support is available from your scheme provider or the Pension Regulator.

Enrolment

Once you have informed your employees with the correct information at the correct times, then

it is your responsibility as an employer to automatically enroll qualifying employees by your set staging date. Accurate and ongoing records are also a legal requirement and you must provide certain information about how you've complied with the automatic enrolment duties.

Contributions

There are several different criteria where an employer must contribute to an enrolled employee scheme. There are also a range of sliding contributions from the employer rising from 1% minimum (payable up to October 2017) up to a range of minimum contributions between 3% and 4%.

The next step

Employers can use NEST (National Employment Savings Trust) to comply with the new auto enrolment legislation. This is a scheme set up by government as part of the workplace pension reforms under the Pensions Act 2008. Alternatively, employers can appoint a specialist pension advisor

that could offer far more flexibility on any available schemes. Another advantage is that an advisor would offer crucial face to face advice in setting up and administering an auto enrolment scheme, making the process far more efficient.

Essentially the message is straightforward – act now before its too late!



David Randall

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wellbeing

Ways to help with your work/life balance

There are times when our commitment to a positive work/life balance can be affected and we start to feel stressed, resentful and frustrated with life. Our time may be required to deal with an urgent work situation, staffing levels may be inadequate or we find we are needed to intervene in a domestic matter and we become stressed as we're pulled in many different directions. If this is an occasional or emergency situation we may be able to accommodate it for a while.

However, if this becomes a way of life, goes on for too long or becomes our usual fire-fighting response we may need to look at other options to support a better work/life balance and bring some peace of mind and harmony back into our lives.

Balance in life starts by taking care of you

Looking after yourself nutritionally, stopping for regular, healthy food breaks, water, exercise, fresh air and

fun. When we're stressed and out of balance it can affect our quality of sleep, libido, sense of humour, positive perspective, ability to cope. Start by weighing up what's really important to you, what you need to support your ability to take good care of you and enable you to maintain a healthy balance in the different areas of your life.

Recognise that there may be a need for additional help

Consider paying for cleaning, laundry, gardening to be done by someone else. Delegate tasks or ask for help and even if they're not done to your exacting standards, relax and appreciate the input.

Learn to say 'no' sometimes

It can be tempting to appear ready and willing to do everything that's asked of you, happy to take on more and more work or accept invitations to every function you're invited

to but sometimes it's important to weigh up the pros and cons of these different requests. Small businesses understandably often have a feast or famine mindset. When work requests come in it is often automatic to accept them because of the requirement to earn money and establish good relationships with existing or potentially new customers and clients.

But learning to say 'no' sometimes can help you to use your time and energy in the best possible way, to look after your existing business well, focus on what's right for you, prioritise, give each piece of work, offer or opportunity your full consideration and focus clearly on how it meets your long term goals.

'No' can teach co-workers, family and friends not to rely on you for everything and, if necessary, to become a little more independent in their thinking and more confident in their own abilities. It also teaches them that while at times you may be amenable to their suggestions, go along with their wishes and/or demands, you are also deserving of respect, entitled to have opinions of your own and have a say in any decisions, plans and arrangements.

Do what feels right for you

Are your motives on track or are you over-committing in order to be seen as popular, busy or indispensable? Take some quiet time and check what your gut, your inner voice is saying. Taking on too much or agreeing to do things we don't really want to do may take us out of our comfort zone and encourage us to develop and grow,

but the motivation to maintain that effort comes from the excitement, enthusiasm and positivity we feel in following genuine, heartfelt goals, hopes and dreams.

Work/life balance includes putting yourself in the diary on a regular basis

Planning quiet time, time to read a book, to go for a pleasant walk in the countryside or to the beach. Arrange a spa day where you have to leave your phone behind and are unavailable to be contacted unless there's a real emergency. Make time to enjoy your hobbies and interests.

Decide to finish work each day at a reasonable time

Turn off your work phone and computer. Be strict about it, dedicating time for yourself, your family and friends.

These personal areas deserve to be treated as important, respected and valued by you in order to thrive and enjoy a significance in your life, to enjoy a healthy work/life balance.

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press releases

Press releases will showcase your business to its full potential. Follow these steps to write great ones...

Press releases get your business great publicity - and new customers

Press releases are the great equaliser. A sole trader or SME has the same chance of getting media attention as a large company. Even PR agencies use the lowly press release as the cornerstone of their publicity plans.

Although you may not have that "hold the press!" article, you will still have interesting stories for journals, magazines, and blogs that cover your industry. But until you tell your story, you won't get the publicity or the benefits, such as:

- Boosting your company's visibility. A long-term press release strategy will let customers know who you are, what you do, and why they need you.
- Getting more business. Modern print and online press releases reach millions every day. Many of these will be your prospective customers.
- Keeping investors up to date. Press releases that highlight your successes and advancements are powerful tools for attracting investment.

Five steps to writing a press release that will be published

Many press releases fail because they are written as adverts. They are not. They are written differently, with a strong headline, great hook, brisk style, timeliness, and newsworthiness.

These five steps will help you write a press release, not an advert:

- 1. Know Your Angle** The most crucial step. How will your story get people's attention and leave them wanting to know more? Whilst the scientists at your pharmaceutical company will want to know the chemical properties of a new drug, the public won't. But they will want to read that it cures cancer.
- 2. Know Your Audience** Write the lead paragraph to appeal to your target audience's emotions. For example, football fans will have different interests from young mothers.
- 3. The 5 W's and the H** (Who? What? Where? When? Why? How?) Journalists write this way and will like it if you do. Newsrooms receive hundreds of press releases a day, so this approach stands a better chance of getting through the editor into print.
- 4. Reveal Your Angle Right Away** Which of these sentences grabs your attention? "Space aliens touched down at Trafford Park yesterday..." or "Trafford Park workers were agape yesterday when Joe Smith confirmed that something amazing from the sky had appeared in his car park."

The first is direct and to the point. It reveals "What," "Where" and "When" in just 10 words. The second sentence doesn't even state the newsworthy angle. Grab attention from the very first word - and hang on to it.

5. Watch Your Writing Style Use the active instead of passive voice, as it allows you to say more in fewer words. If a sentence adds no new information, cut it out. And avoid industry jargon - it's a real turn-off for the general public.

There are several other valuable tips for getting through the editorial barrier onto the page and screen. A good copywriter will know and use them.

Getting your press release distributed and published

Once you have written your press release, you need to publish it. A press release distribution service will get the story to key media members and is inexpensive compared with paid advertising.

Avoid free or low cost services - their results are poor. A proper press release distribution will post over well-established newswires

to reach journalists online and in newsrooms across the UK.

However, a single press release rarely yields results. Instead, feed the media a steady diet of well written, timely and newsworthy articles over six months or more. This professional and persistent strategy will start giving you the publicity you want.



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8.30 - 10.00am

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Cost £10

Summer Lunch Friday 27 June

12.00noon - 2.30pm

Venue Belmore Hotel, Brooklands Road,
Sale Cheshire M33 3QN

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Contact Anne Jardine 0161 941 3250

anne@altrinchamchamber.co.uk

Bowdon Business Group

Thursday - 17 April, 15 May 9.00am - 11.00am

Venue Café Seven, Vicarage Lane
Bowdon, Cheshire WA14 3BD

Thursday - 1 May, 5 June 4.00pm - 6.00pm

Venue Bowdon Club, South Downs Road
Bowdon, Cheshire WA14 3DT

Contact David Bellin 0161 883 0308

Bizspace Networking Group

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Business Planning Workshop

Wednesday 30 April

All day 9.20am - 4.50pm

Venue Mercure Bowdon Hotel,
Langham Road, Bowdon WA14 2HT

Cost £150+VAT

Contact Mark Dyble 07931 882 555
mark.dyble@sme-businesssolutions.co.uk

Busy Bee Networking

Most Tuesdays - Professional Women's

Networking 25 March, 1 April, 8 April, 29 April,

6 May, 13 May, 20 May

10.00 - 12.00noon

Venue The Hale Kitchen and Bar, 149 Ashley
Road, Hale, Cheshire WA14 2UW

Cost Guests are welcome free of charge
for one meeting only

Contact 07870 601 168

caroline@busy-bee-networking.co.uk

Busy Bee Chorlton - Marketing Exchange

Expert speakers and group discussions

- Men and Women welcome

Thursdays - 27 March, 3 April, 10 April

10.00 - 12.00noon

Venue 'The Laundrette' 32 Beech Road,
Chorlton M21 9EL

Cost £10 for non-members

Contact 07870 601 168

caroline@busy-bee-networking.co.uk

Carrington Business Park Networking Group

Tuesday 15 April, Wednesday 21 May,

Tuesday 17 June

9.30 - 11.30am

Venue Carrington Business Park,
Carrington, Manchester, M31 4DD

Cost Free

Contact Susan Renshaw 0161 776 4000

infor@cbpl.co.uk

FSB Annual Conference 2014

Thursday 27 March - Friday 28 March

9.00am - 5.30pm

(Networking breakfast Thursday 7.15 - 9.15am)

Venue Mercure Bowdon Hotel,
Langham Road, Bowdon WA14 2HT

Cost Free (Networking breakfast £6)

Contact Simon Edmondson 07766 493 428

fsb@edmondson.eu

Greater Manchester Business Fair 2014

Networking, plus breakfast

Tuesday 3 June

10.30pm - 3.30pm

Venue Salford City Stadium,
1 Stadium Way, Eccles M30 7EY

Cost Free

Contact Kathy Haines 0151 709 8932

Lowry Networking Group

Mondays - 31 March, 28 April, 26 May,

30 June

6.00 - 8.00pm

Venue The Lowry Mill, Lees Street,
Pendlebury M27 6DB

Cost Free

Contact Simon Edmondson 07766 493 428

fsb@edmondson.eu

Networking in the City

Networking, watch Costa Rica vs England

plus meal Tuesday 24 June

12.30 - 6.45pm

Venue Bem Brasil (Deansgate) King Street
West, Manchester M3 2GQ

Cost £30 per seat, £270 per table of 10

Contact Steve Kettle 07585 002386

Professionals in Business

Networking, plus meal Thursday 15 May

12.00noon - 2.00pm

Venue On the 7th, The Landing, Blue Tower,
MediaCityUk, Salford M50 2ST

Cost £25

Contact Steve Kettle 07585 002386

Regus Networking Group

Thursdays - 24 April, 22 May, 19 June

4.30 - 6.30pm

Venue Regus, 3000 Aviator Way,
Manchester M22 5TG

Cost Free

Contact Simon Edmondson 07766 493 428

fsb@edmondson.eu

RRG Ribbon Ball

Share the Love Charity Ball

Live Auction, Raffle and Live Music

Saturday 7 June

Venue Emirates Old Trafford LCCC,
Talbot Road, Old Trafford M16 0PX

Cost £75 per ticket, or £750 for table of ten

Contact Warren Eaton (RRG Group)

0161 728 8286 / 07779 802089

warren.eaton@rrgcontracthire.com

Six ways to build momentum in your business

Wednesday 26 March, Wednesday 23 April

8.00 - 10.30am

Venue The Life Centre, 235 Washway Road,
Sale M33 4BP

Cost £25+VAT

Contact Mark Dyble 07931 882 555

mark.dyble@sme-businesssolutions.co.uk

Spectra HR and Health & Safety Seminar

Mondays - 12 May, 9 June, 7 July

7.30 - 9.00am

Venue Altrincham Town Hall, Market Street,
Altrincham, Cheshire WA14 1PG

Cost Free

Contact 0845 224 7013 info@spectragroup.co.uk

The Business Network Manchester

Monthly Networking - Thursday 27 March

11.45am - 2.00pm

Venue Emirates Old Trafford LCCC,
Talbot Road, Old Trafford M16 0PX

Cost £39.75

Contact Helen Bennett 0870 751 7523

Timperley and Sale 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 Brad McBride 0161 973 8448

Laura Evans 07976 894419

Trafford Business Expo 2014

Tuesday 1 July

10.00am - 4.00pm

Venue The Point, Emirates Old Trafford LCCC,
Talbot Road, Old Trafford M16 0PX

Cost Free

Contact James Caldwell 0844 887 1550

james@innov8-conferences.co.uk

Urmston Networking at the Grill

Second Thursday of every month

10 April, 8 May, 12 June, 10 July

3.00 - 5.00pm

Venue The Grill at 27, 29 Station Road,
Urmston M41 9JG

Cost £5.95

Contact Susan Renshaw 0161 776 4000

infor@cbpl.co.uk

Vibrant Network Manchester Networking, plus breakfast

Tuesday 25 March - every fortnight

9.30 - 11.30am

Venue Chiquitos, Salford Quays,
Capital Quay, Manchester M50 3WL

Cost £15

Contact Rose Cleaver-Emons 07739748978

Women's 20/20

Women's networking - second Wednesday

each month - 9 April, 14 May, 11 June, 9 July

12.15 - 2.30pm

Venue Mercure Bowdon Hotel,
Langham Road, Bowdon WA14 2HT

Cost £15 for non-members

Contact Julie Gray enquiries@2020network.co.uk

SHARE THE LOVE



THE RRG RIBBON BALL

Saturday 7th June 2014

Lancashire Country Cricket Club

We are delighted to invite you to our annual charity ball - Share the Love - on Saturday 7th June 2014 at the Lancashire Cricket Club.

This year we will be raising money for our three chosen breast cancer charities:

- **Genesis** is the only charity in the UK entirely dedicated to the prevention of breast cancer.
- **Breast Cancer Care** helps every person diagnosed with breast cancer to get the best treatment, information and support.
- **Paddlers for Life** offer help and support with getting back into the real world after breast cancer treatment has been completed.

There will be a whole host of fabulous entertainment, hosted by Key 103's Darren Proctor, including a Live Auction, Raffle and live music.

Tickets are now available to purchase at a cost of £75 each, or £700 for a table of 10. The cost of your ticket includes a drinks reception, a three course meal and an evening of great entertainment.

I look forward to seeing you at what promises to be a great evening for - three fantastic causes.





RRG supporting Genesis, Breast Cancer Care & Paddlers for Life











For tickets or further information contact Warren Eaton (RRG Group)
0161 728 8286 / 07779 802089 warren.eaton@rrgcontracthire.com

places to meet

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

Bowdon Rooms

The Cinnamon Club

Address The Firs, Bowdon,
 Altrincham WA14 2TQ
 Contact 0161 926 8992
 Facilities Conference Room, Boardroom,
 Live Music Venue

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
 Facilities Coffee, Snacks

Costa Coffee

Address 33-35 George Street,
 Stamford Quarter,
 Altrincham WA14 1RN
 Contact 0161 929 0382
 Facilities Coffee, Snacks

Costa Coffee

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

Costa Coffee

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

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

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

On The 7th

The Landing

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

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 Altrincham WA14 1EP
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 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

St Anthony's Centre

Address Eleventh Street, Trafford Park,
 Manchester M17 1JF
 Contact 0161 848 9173
 Facilities Conference Rooms

The Life Centre

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



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To enquire about membership contact Paul at the Chamber on; **07708 987518** or call **0161 941 3250**
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paul@altrinchamchamber.co.uk
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