

insight

March 19

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Oxbridge calls for Priestley students

FOUR young women from Warrington have secured places at two of the oldest and most prestigious universities in the country.

Kayleigh Allen, Georgia Brown, Yi Chen Hock and Sophie Johnson – who all studied at A-Levels at Priestley College – have received offers from

either Oxford or Cambridge.

For Kayleigh the hope is that reading Geography at Cambridge will be her

passport to seeing the natural world.

“I want to go on to make nature documentaries, which is a competitive area to get into,” said the former Great Sankey High pupil.

“I’ve always wanted to see the world and I hope by making documentaries I can inspire others the way I have been inspired.”

Roughly one in five applicants receive an Oxbridge offer. This year, all of Priestley’s Cambridge applicants were successful.

Georgia, who was a pupil at Cardinal Newman, studied A-Level History, French and English Literature at Priestley. Now she is going to read History and French at Oxford – a course that accepted only 20 people

this year.

“I’m excited about going into more depth with each subject and exploring different areas of History as well as being around people who have the same interests as me,” she said.

Cambridge is the destination for former Bridgewater High School pupil Yi Chen who will be studying Engineering.

She finished her A-Level programme of Music, Electronics, Maths, Chinese, Further Maths, the Extended Project and Physics in 2018, but has taken a year out to work in industry.

“I think the year out has given me time to prepare for university and make sure I am certain about the path I want to take,” she said.



Maritime Volunteer Service set to celebrate 25th anniversary

The Maritime Volunteer Service, whose Head Office is within the International Business Centre on Delta Crescent Warrington celebrates their 25th anniversary on the April 1st.

The service was formed when the Royal Navy Auxiliary Service was disbanded in 1994.

The Service has twenty four Units across England Scotland, Wales and Northern Ireland. They offer training to their members and public water based skills, including the water safety course for young people. They also provide community support. On Good Friday the MVS will be assisting Mediquip4Kids with their Duck Race at Salford Quays.

The MVS HQ Registrar Chris Todd told Colin Daniels “The MVS is very pleased to have the opportunity to base their Head Office here in the IBC. It is our first bricks and mortar home since we left offices in London.”

Nearby to the Head Office at

Fiddler Ferry Boat yard is MVS Curlew the MVS Northern training vessel and she is undergoing a long term maintenance and renovation project. Curlew is a 34’ Nelson launch and she started life as a cutter with the then Customs and Excise Waterguard Branch. She is in need a plenty of TLC but is especially in need of some carpentry skills.

Once back in service she will be the lead vessel for Operation Victor, where the MVS extends a helping hand to those less fortunate than ourselves and offers them training fun and chance to change their lives. If you would like to help change some lives and offer support to Curlew, or just learn more about the MVS please contact Chris Todd via chris.todd@mvs.org.uk or on 07885 448382



Buckley’s Restaurant celebrates prestigious AA College Rosette for second year running

HOSPITALITY & Culinary Arts staff and students at Warrington & Vale Royal College are celebrating after their revered Buckley’s Restaurant was awarded a prestigious AA College Rosette for the second year running.

Buckley’s restaurant, located at the college’s Warrington campus, was visited during November by AA Inspector Mr Euan Davidson to see if it was worthy of retaining the accreditation.

The hard work and dedication of staff and students paid off, with the restaurant maintaining its Highly Commended AA College Rosette – the maximum that can be awarded to a college.

Andrew Macleod, Curriculum Manager for the Service Industries, said: “Retaining an AA College Rosette is an incredible achievement and something we as a department are extremely proud of. It really reflects the hard work, dedication and commitment we continue to put in here at the college to ensure our learners are getting the skills and

knowledge they need to succeed in industry.

“Buckley’s is not just a place for students to come and learn about hospitality and catering – it is a state-of-the-art commercial restaurant, one which they leave as qualified chefs and front-of house professionals.”

The AA College Rosette Scheme aims to recognise students – both front and back of house – who are the future of the hospitality industry. The college accreditation process, provided by People 1st, also recognises colleges offering exceptional hospitality training.

In his report, Mr Davidson declared the food at Buckley’s as the “stand out feature” and highlighted the impressive standards set by the team. He commented: “There may be some flashier college restaurants but few produce food like here.”

Mr Davidson also acknowledged the student’s good attention to detail in table set-up and the relaxed ambience maintained by the staff and students.



From the Chief Executive

Colin Daniels



Travellers – A change In The Law At Last

Police are to get tough new powers to crack down on illegal traveller sites on private land including a potential new criminal offence of trespass.

New legal measures have been unveiled to make it easier for Police Officers to intervene and remove travellers.

The Home Secretary is also considering making it a criminal offence for travellers to trespass on private land when setting up an encampment.

It is currently a civil issue requiring land owners to spend

thousands of pounds seeking a court injunction if they want to remove travellers.

The Home Secretary said "There is wide spread perception that the law does not apply to travellers and that is deeply troubling".

Government counts show there are up to 1,600 unauthorised traveller encampments each summer in England and Wales under the proposed changes to the Criminal Justice and Public Order Act police would be able to act against an illegal camp if there were just two vehicles on

it rather than the current six.

Travellers will also not be allowed to return to a site from which they have been removed for at least a year, an increase from 3 months. Those who breach the act would face up to three months in jail and fines of up to £2000.

Police will also be allowed to remove trespassers from camping on or beside a road and get powers to direct travellers to official sites in neighbouring authorities.

Bumper pay rises

Workers are in for their bigger pay rises this year as the shortage of staff reaches new intensity, according to a survey by the Chartered Institute of Personnel and Development.

Almost three quarters of businesses said they have struggled to recruit the workers they need to fill vacancies up from two thirds a year ago. With employment at a record high and unemployment at historic lows, bosses are paying more in wages and salaries to attract new staff and keep the workers they have already got.

Official data revealed average weekend earnings rose by 3.4pc in the year to November a 10 year high.

The CIPD survey suggests this strong growth will continue.

Vice-Chancellor to retire

The University of Chester Vice Chancellor and a Past President of the Chamber of Commerce Professor Tim Wheeler, Deputy Lieutenant will be retiring at the end of 2019 after more than two decades, having overseen one of the most prolific and progressive periods in the institutions 180 year history.

Prudent financial stewardship has seen the University progress from a turnover of just £14 million with a notional

£20,000 surplus, 21 years ago, to today's figure of a £10.1 million surplus on a turnover of £128.4 million and net assets of £81 million (from just £4 million in 1998).

It has been the writers privilege to be associated with Tim Wheeler and the University for a considerable time both when with Dr Hilary Tucker we negotiated the transfer of the Padgate Complex to Chester and my time as a member of

the University of Chester and his time as President of the Chamber and a member of the Chambers Bank of England Panel.

A keen supporter of the Wire, who can forget at the victory at Wembley to have across the shirts University of Chester.

I wish Tim and his wife Marilyn well for the future.

UK Economy Set To Pick Up in 2019

The UK economy has all the "ingredients" for fiercer growth this year.

The pace of expansion in 2019 might reach 1.5pc out doing last year's performance of 1.4pc growth according to EY Item Club which produced the figures.

However the forecast was heavily predicated on a Brexit deal.

Coming soon - your new look Insight Magazine

FROM April, your Insight magazine will be undergoing a transformation and will return bigger and better with full colour throughout.

As part of the transformation it will become bi-monthly - but don't worry we will still be able to publish your business success stories on a regular basis online via our new website and

social media platforms.

Then we will feature the best in our full colour glossy magazine which provides our members with the opportunity to showcase their success stories online

and in traditional hard copy format.

With full colour availability it is more important than ever to supply us with good quality photographs - and you never know you may get to feature on our front cover.

The magazine will also be available

to view online so you can share your stories on your own social media channels and websites.

So start sending us your business news stories now to info@warrington-chamber.co.uk and make the most of your membership.

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Colin Daniels, Chief Executive

Taking care of your website

Why does my wordpress website need updating?

So, you have a great new company website and it took some time and money to build, not to mention all the effort of getting the text and pictures together to fill it with. Surely that's enough for a business to be doing?

Unfortunately, there are some serious risks associated with launching a website and then doing nothing with it. Neglecting your website diminishes the effectiveness of your investment and could potentially cause your business some serious problems.

The world wide web within which your website operates is a constantly growing and changing environment. Your business and the market in which it operates is also constantly changing.

As your website represents the public face of your company and to do its job effectively it must grow and change to keep up.

Security

All websites are constantly under attack from web robots and hackers. A successful security breach can cause your business and more importantly your customers' businesses serious problems that require significant efforts to rectify (if that's even possible).

Aspire WordPress websites are built using WordPress core software along with additional trusted and

reliable 3rd party software (a WordPress theme and installed plugins). Updates for all these elements are released by the developers on a regular basis. The majority of these updates are bug fixes and security updates, therefore if updates are not implemented quickly and regularly your site is more vulnerable to attack.

In addition, GDPR regulations clearly stipulate that website software must be regularly checked and updated to the latest version to keep it secure and make it more difficult for hackers to find a way in and access your customer's personal data. Not keeping your website software up to date therefore risks being in breach of GDPR.

Speed and performance

In addition to security improvements, software updates are constantly released to improve your website's speed and efficiency, as well as to fix bugs that may be hampering the way your site works.

As speed can be a major factor in search engine ranking, implementing these updates will help your site's search engine ranking position, as well as making the site a speedier and more efficient experience for your customers. If a site takes too long to load, most visitors will stop trying and go elsewhere.

Compatibility

Visitors view your website via a web browser on a device of their choice. As a site owner you have no control over which browser or device is used, so you must cater for every possible combination. When your site is launched it will work on all current major browsers, but the way in which these work changes over time as they are also regularly updated. Where the appearance and functionality of your website may have been perfect when you looked last month, this month a browser may have undergone a major update and your site layout looks wrong as a result!

Implementing software updates means that your site will keep up with browser updates and will continue to work in the way it was intended to when it was launched.

Accuracy and visitor appeal

Your website's job is to represent your business on the web. As your business changes your website content therefore should as well.

If someone visits your site and sees information that is either inaccurate or outdated, your business will appear unprofessional and sloppy, and they may decide to look elsewhere. The opposite is also true, that people are more likely to visit your website on a repeat basis if there is often new content available.



On top of all this, all the major search engines rank websites higher when they're regularly updated.

How do i update my wordpress website?

Launching a great website that effectively represents your business and engages your customers is a great start, but for all the reasons above the work clearly doesn't stop there.

Every Aspire website comes with a WordPress content management training session included to enable you to take control of your own content and keep it regularly updated. We will support you every step of the way, taking care of software updates and adding features as needed.

Contact the Aspire web team now to find out about our range of website maintenance contracts starting from just £20 per month.

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International Trade In One Day – A Practical Guide To Mastering Documentation, Procedures and Payments.

The course will cover the following elements:

Commercial Documents
Transport Documents
Legal & Custom Documents
Incoterms
Export Licensing
Duty, VAT and Intrastate
Certificates of Origin
Marine Insurance
International Payment Risks
Letters of Credit
Cash Against Documents
Avoiding and Handling Bad Debt
Avoiding and Handling Currency Risk

Tuesday 11th June 2019 starting 9.30am and finishing 4.00pm – Location: International Business Centre, Delta Crescent, Westbrook, Warrington, Cheshire, WA5 7WQ.

Please reserve Place(s) at the above event

At a cost of £144 (including VAT) per person – A VAT invoice will be issued.

Name(s) & Position(s) of attendees

Name of Business.....

Address.....

Email Address.....

Further information from Warrington Chamber of Commerce & Industry, International Business Centre, Delta Crescent, Westbrook, Warrington, WA5 7WQ – Telephone: 01925-715150, facsimile: 01925-715159, email: charlene-haslam@warrington-chamber.co.uk



UK's first chemical engineering degree apprenticeships

The University of Chester's Faculty of Science and Engineering and major employers in the region have partnered together to offer the first degree apprenticeship in the UK to be based upon an IChemE accredited chemical engineering degree. The BEng in Chemical Engineering at the University's Thornton Science Park is currently accredited by the Institution of Chemical Engineers (IChemE) – which is working together with the

University of Chester to ensure that the degree is accredited as part of the apprenticeship.

The new Science Industry Process/ Plant Engineer degree apprenticeship has also been designed in consultation with major employers of chemical engineers in the North West. Unilever, the global consumer goods company, was the first employer in the UK to offer the IChemE accredited apprenticeship.

Why image is everything

The past decade has seen the rise of a very image conscious society, where perfection is key. From clothing to grooming, we are now a society that judges and makes quick decisions based on the aesthetic. So surely then it stands to reason that the image we portray professionally needs to be every bit – and perhaps arguably more so – as polished as our personal image.

When we talk about our business image the first thing that springs to mind is probably the more visual elements of branding – logos, colours, what our business cards look like, the uniforms that employees wear. This visual image is of great importance. For example, if we think of Tiffany, the image that comes to mind is the iconic blue box, and if we talk about Apple, Nike or Coca Cola, we can all instantly conjure up the logos that have long been associated with these companies. There are however many other areas that make up our brand image that are so often overlooked.

If you consider your brand as representing your business as a whole, not just in a visual way, then you realise that there are so many other elements that comprise that image. Your brand is what your business stands for. It shows how you want your business to be seen by others, and how it represents the ethos of your company. The fostering of that brand image starts long before someone purchases something from you, visits your website, or happens upon one of your business cards. The image you wish your company to portray starts the very second a potential customer or supplier starts to engage with your business.

With the advent of mobile communications systems, people nowadays often run their businesses using mobile phones, especially people working for themselves, or operating a small business from home. You have a mobile phone, therefore you are contactable at all times – you don't need to pay someone to answer your phone calls, you can do it yourself. Except it's not that straightforward.

Picture any one of these scenarios. A potential new client tries to call you but you're in a meeting with someone and can't answer the call. Or you're in the car with your children, who despite your best exertions will not stop talking long enough for you to answer the call in the professional manner that you would like. You might think it's not a problem, it will go to voicemail and they will leave a message. However research shows that they don't. If a call goes to voicemail, statistics show 80% of potential clients don't leave a message – they hang up. They move down the list of similar companies that they probably found on Google. They want an immediate response so they call another company, whose phones are answered quickly and professionally, and that company wins the business. The brand image that you have just unwittingly portrayed is that of a small company, running their business through a mobile phone, a one man band who hasn't reached the point of employing a receptionist. Chances are they won't get in touch again, so it doesn't matter how great your website is, or how edgy your logo is – you've lost them.

Now let's rewind and play this scenario out differently. A potential new customer finds your business and tries to call. You know today you're in meetings, or that between 3pm-4pm, you have the children with you and can't dedicate the time to answer your calls. So your calls are diverted to your telephone answering service. The call is answered, in your business name, by a professional, experienced receptionist. They politely explain that you are currently in a meeting however you are expected back within the hour, and will be able to return the call then. They take the caller's details, assuring them of a call back within a time frame acceptable to them. The caller hangs up, happy in the knowledge their call will be returned and they get on with their day. You receive a detailed message about the caller, so when you are free and able to devote the time to the customer you can call them back. Same business, same call, two very different outcomes.

The same argument can also be applied to where you base your business. With more people nowadays looking for a more flexible work/life balance, technology means we have a far wider choice of where we physically sit to work. Many small businesses keep their overheads low choosing to work out of a spare bedroom or from the kitchen table and therefore have no need for a permanent office base. But what does that say about your brand, and your business, if your customers were to know that? This doesn't make you any less capable, nor any less qualified or professional. But advertising your business using a home address does affect your image. People will form opinions based purely on that. You're too small a business. You're a one man band. You can't afford an office. All by having 15 Beech Avenue on your business cards rather than a more suitable address. Nowadays not even the smallest of businesses should consider using a gmail or hotmail email address, but they would still use a home address

to site their company.

Virtual business addresses are an incredibly cost effective solution to the problem. You use a professional business centre address, and no one need know that you're not physically based there. And if from time to time you need to meet with a client, then choose a business centre which also has onsite meeting rooms. That way, you can arrange to meet at your business address, adding weight to the professionalism of your company. It looks far better to meet in a centre where your client can be welcomed by a reception team, and shown to a meeting room rather than arranging to meet a client, whom you may never have actually met face to face, at a local Starbucks or similar. And the fact that 99% of the time you happily work from your kitchen can remain a secret between you and your dog!

When people think of business centres, they think of offices. However a professional business centre offers so much more. All of these elements can help you present the brand image that you wish others to see. A telephone answering service means that clients are getting their calls answered first time, every time, leaving you free to deal with the day to day running of your company. A knowledgeable reception team will understand your business, and know exactly what information is required from clients and potential clients, allowing you to return the call armed with the correct details. Some business centres also offer a flexible call answering service, that you can switch on and off as you choose, allowing you to use the service as you require – if for example you are on holiday, or are spending a few days away at a conference. Your clients need never know that you're not just on another call!

A business address is another cost effective way of presenting a professional brand image to your customers. You can simply use it as a registered office address, or have the full mail handing service where correspondence is delivered to the centre, for you to either collect when it suits, or have it forwarded to your home address. Add in a centre which has a choice of meeting rooms, and suddenly, the image of

your business goes from a small one person company operating out of their spare room to a company with a team of receptionists answering calls, a town centre business address and access to onsite, high quality meeting rooms where you can catch up with clients as and when you need to. It's also worth mentioning that if you are meeting people in coffee shops or public places for meetings to think not only about the privacy factor but the risk of cyber crime, as public spaces such as this can be a prime target for hackers. Using managed Wi-Fi in a business environment will not only offer better speeds but will give you and your clients added security.

Many centres also have co-working or shared space that you can use on an as and when required basis. So if school holidays are looming and you know that working from home isn't feasible, or your heating has broken down or you have workmen in, you can simply rent a desk for a day, or a week, and take advantage of the plug and go high speed broadband technology.

Choosing the right Business Centre and services is also key to your image. Ensure you choose one that reflects the image you are trying to project – there are plenty to choose from offering differing solutions. Portal Business Centres offers all of these things and more. With three centres throughout the North West – Warrington, Ellesmere Port and the Wirral – Portal has 90 serviced offices available, up to 350 work stations, ranging from one man to twenty plus. A range of seven meeting rooms across the sites offers space from a three person informal lounge to training rooms accommodating over 30 people. Reception areas are manned from 8.30am until 5.30pm with staff available to meet and greet guests and handle inbound calls. The latest VoIP technology enables calls to be answered by any member of the team across the three sites and the managed leased line fibre broadband and Wi-Fi gives high speed internet access with complete security. Further details on any of the services mentioned here can be found at www.portalbusinesscentres.co.uk or by contacting the sales team on 0345 456 4592.



Radio students get tips from the best in the business

Radio students at the University of Chester have been getting advice and tips from the best in the business.

The Student Radio Association held a regional training day at the University's Warrington Campus, which is home to the University's award winning campus radio station The Cat Radio - www.thecatrado.co.uk

The SRA holds two regional training days a year, as well as a national

conference, at which those who work in the industry give talks and hold workshops.

National radio presenter Darryl Morris spoke to students about interview skills. He said: "You don't just need these kinds of skills to work in radio. Interview skills feed into a lot of what you will do in life.

You need to be able to interact with people."

Darryl currently presents on Talk Radio and BBC Radio Manchester. He's previously worked for The Hits, Key 103 and Rock FM to name a few. Darryl gave tips on what to do and most importantly what not to do!

Presenter, voice over and podcast maker Natalie Silverman spoke to students about her career and the most recent success of her podcast - The Fertility Podcast. She gave tips to those aspiring to work in the industry and advice about launching a new podcast.

Former University of Chester student John Isherwood spoke to the students about what makes a good presenter. He gave tips about

how to be successful and stand out from the rest.

The event was held on the Warrington Campus on what was World Radio Day - Wednesday, February 13.

Radio Production Programme Leader, Michelle Ponting, said: "I get a lot of industry guests in to speak to students I think it's really important for them to hear their advice and wise words. It was great that the SRA asked us to be hosts for such a valuable event."

To find out more about the BA and MA courses in Radio Production at the University of Chester: <https://www1.chester.ac.uk/study/undergraduate/radio-production-combined/201909>



Relationships count as Handelsbanken celebrate 10th anniversary in Warrington

Handelsbanken, the local relationship bank, is celebrating its ten year anniversary of serving personal and business banking customers in Warrington. Since opening its doors in February 2009, the branch has grown rapidly through recommendation and has recently moved from its original location at Centre Park to a new 2,900 sqft office at Wilderspool Business Park.

Handelsbanken has over 800 branches in more than 20 countries. In the UK, where it has established its wholly-owned UK subsidiary, the Bank supports customers and communities in over 200 locations across the country.

Due to its strong focus on long-term relationships and high levels of personal service, the Bank has been rated top for customer satisfaction for the 10th year running in an independent survey of British banks' personal and business customers*.

The Warrington branch's experienced team of over 10 local bankers supports a diverse range of customers across the North and Mid-Cheshire area. Branch Manager, James Barron, puts the success over the last ten years down to a unique combination of customer satisfaction, local decision making, and the Bank's financial strength and stability, adding: "We've been greatly encouraged by the response of local businesses, individuals, and the professional community. There is a clear demand for our traditional values of excellent personal service and sound banking advice, with

long-term customer satisfaction at the very heart of our business model. We are ambitious to continue to grow our business over the next ten years by reaching out to new customers who would value our personal touch service".

Handelsbanken's decentralised approach gives branch teams full power to make decisions locally, meaning customers benefit from genuinely bespoke banking and swift, clear decisions.

Handelsbanken has been named the joint top-scoring commercial bank in Global Finance's ranking of the World's Safest Banks 2018**. This reflects the Bank's long-term focus and prudent, consistent approach to banking throughout all economic conditions.

In August 2018, Handelsbanken was named the most recommended provider for SME banking by the Competition and Markets Authority's Independent Service Quality Survey for business banking. The Bank was ranked top in four of the five categories identified by the survey - with 84% of SME banking customers saying they would be extremely or very likely to recommend Handelsbanken to other SMEs for its overall service quality***.

Handelsbanken was also named Best Private Bank 2018 at the FT and Investors Chronicle Investment & Wealth Management Awards. This is the sixth time it has received the accolade for its customer-led approach to banking and wealth management

Northern Powerhouse Manufacturing and Renewable Energy Trade Mission to Ethiopia
24 - 29 March 2019

Ethiopia is the fourth largest economy in sub-Saharan Africa. It is predicted to be the third largest by 2025.

Delegates will be accompanied by an experienced International Trade Adviser and benefit from the following programme activities:

- Briefing meeting and reception hosted by the British Embassy
- Industry to business meetings
- Meetings with relevant Ministries

During this mission, companies will have a unique opportunity to understand the variety and depth of business opportunities on offer to UK businesses in the Ethiopian Market in sectors including:

- Manufacturing
- Engineering
- Construction
- Food and liquids processing and packaging
- Transport and logistics
- Airport design consultancy and planning
- Renewable energy and power

The visit is aimed at new and existing exporters to Africa, and also coincides with direct flights now operating from Manchester Airport by Ethiopian Airlines.

REGISTER YOUR INTEREST

The Northern Powerhouse has a GVA of £329.4 billion. In 2017 alone, businesses based in the region exported £58 billion worth of goods to every corner of the globe, yet there remains massive potential for future international growth. The region also has high speed rail links, excellent transport, highly skilled workforces and world class research, with six Northern universities ranked in the top 20 for research excellence nationally.

In partnership with:



Sharples Group announces appointment of Sales Director

Warrington based Sharples Group have announced the appointment of Steve Lowndes as Sales Director.

Initially appointed to lead a team in the newly established Liverpool Waterfront office, Steve's role has now been extended to cover all group sales including the Warrington Hub.

Making the announcement Joint MD David Griffiths said, "Steve's vast experience gives us exactly the cutting edge we need to take our business to the next level. Continued growth requires innovative and disruptive behaviour in a volatile market place. With Steve's authentic leadership he delivers a rare blend of solid sales management, a solutions-driven mindset and impeccable ethics that

are aligned with our own mantra "putting principle before profit". Our future is looking very bright."

Sharples Group was established in Warrington in 1977 and is an award winning, independent office equipment company specialising in leading edge print and document management systems. Sharples Group has built its reputation by providing excellent customer service, developing strong customer relationships and delivering money saving solutions. In line with projected expansion, the company opened its hub on Liverpool Waterfront in 2018.

Production Arts students step into the limelight

STUDENTS from a college in Warrington now make up more than 10% of those accepted onto one of the UK's leading theatre production courses.

Dave Roxburgh, Course Leader for Theatre Production at Guildford School of Acting, said Priestley College's backstage talent had impressed him.

"The course regularly recruits students from Priestley College," he said. "GSA regard their students as both highly motivated and well prepared for professional training. As of October 2018, Priestley graduates represent over 10% of the students at the GSA production programme.

"The connection between Priestley and GSA is now well established and I look forward to a long and prosperous relationship."

Every year dozens of young performers reach the country's top theatre schools after studying A-Levels and BTECs in dance, drama and musical theatre at Priestley.

Now that success is being replicated behind the scenes as those students

with a passion for sound mixing, lighting and set construction are also stealing some of the limelight.

Tutor Mark Edgington said the opportunities to stage their own productions was setting Priestley students apart from their peers.

"The talent on stage is matched by the professionalism and skill of our production artists," he said.

"They are confident enough by the end of their time at college to manage the production of a performance with little, if any, guidance from tutors."

Among those in this year's cohort who are aiming to study at Guildford School of Acting is Aaron Cartwright.

The former Irlam and Cadishead College pupil said: "I am hoping to go on to become a sound operator and work on shows across the world.

"The opportunities I've had at Priestley have put me in good standing for university and I hope the lessons from both will enable me to achieve my goal in the industry."

HOT NEW GRILL COOL NEW PUB

Village Hotel Warrington
Pub and Grill
Opens 11th March



VillageHotels.com

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**VILLAGE
HOTEL CLUB**

Celebrations once again as students relish top exam results

Students carrying out their CIPS qualifications with Neil Fuller Associates Ltd are celebrating following their most recent exam results being published.

Neil Fuller Associates, a CIPS approved training provider have guided their students through their exams to see them achieve outstanding results right across CIPS levels; from Diploma, Advanced Diploma to Professional Diploma. All students benefited from being able to study via the Neil Fuller Associates Chartered Institute of Procurement and Supply Centres of Excellence in Liverpool and the Wirral. Further excitement ensued after Neil Fuller Associates Head of Business & Director Steve Lovatt went on to confirm another Centre of Excellence has also opened.

The approved training provider has relished seeing their dedicated students take positive steps to achieving their CIPS qualifications. And the MCIPS lecturers have delivered amazingly once more, to see exceptional results with an 85% pass rate which is well above the national average and cements their Centre of Excellence status furthermore.

Stephen Lovatt, Head of Business & Director, described the results as a "a wonderful demonstration that top buyers can be found in Warrington, and surrounding areas".

"Whether you're just starting out on your CIPS journey, or close to achieving your MCIPS status, we as a company are so pleased and so proud that we have topics that suit all professionals, where ever they may be on that CIPS journey. We feel so excited to know that we are helping talented, local professionals achieve their dreams".

He continued, "every organisation relies on effective procurement to ensure the smooth running of their business. We are delighted to be at the epicentre of a flourishing business commerce of Warrington. Our unique training centre location means we are very lucky to be in exceptional company with our cohorts. It's an exciting combination of very talented, local people".

"The procurement talent pool in Warrington brings exciting times for businesses and for our students who will prove the everyday importance of supply chain management for every business".

CIPS qualifications are designed to equip learners with the knowledge of organisational procedures and processes to build strategic direction and stakeholder management. Warrington based students have made the short journey to the Wirral and Liverpool centres to study, and also taken advantage of being able to self-study, or approach the topics as Distance Learning students so they can commit to busy work schedules whilst also being able to study for their exams.

MCIPS is a globally recognised qualification and CIPS is the most prestigious institute in the world for those working in procurement and supply to be a part of.

College community collects food for those in need

WARRINGTON foodbank has thanked Priestley College students, parents and staff for supporting them over Christmas and New Year.

Collections in college gathered 275.15kgs of food, which will be used to feed those people in Warrington who, through no fault of their own, find themselves in hardship, distress or crisis.

The donations might also be used for the foodbank's children's project where schoolchildren receive food through breakfast clubs or during holidays for those who would normally receive a free school meal.

"It was an absolute delight to meet some of the students who were involved in the campaign," said Project Manager David McDonald.

"We would like to invite some of your students to visit our warehouse premises to gain a more knowledgeable insight to the workings of the foodbank warehouse and also the volumes of food we constantly require to be able to continue to feed those who need our service."

Warrington foodbank relies on business partners and sponsors to continue providing its service.

Ken Halliday, a member of staff at Priestley, was amazed by the response from the college community.

"When I decided to organise the collection I had no idea we would fill five shopping trolleys with food," he said.

"It was wonderful to see everyone come together to make a difference for those who need support in our local community."



Preference and non-Preference Certificates of Origin – No Deal Brexit Contingency Planning

The British Chambers of Commerce and the accredited Chamber Network continue to work to avoid a messy and disorderly exit from the European Union on March 29. However, businesses need answers they can base decisions on, no matter the outcome. This includes the trade documentation for use by exporters to prove origin.

Should the United Kingdom reach a Withdrawal Agreement with the EU, then the existing documents that you currently issue will continue to be used

throughout any period of transition.

As part of our contingency planning for a no-deal Brexit, our colleagues at the British Chambers of Commerce have worked closely with HMRC and the DIT on the revised format of preference and non-preference certificates of origin.

In the event of a no-deal Brexit we have made preparations to enable us to provide you with continuity of service through the issuance of revised 'United Kingdom' documentation.

This will be ready and available in time for March 29. If you hold blank certificates for printing at your business premises then you will need to contact this Chamber in advance to arrange a supply of replacement certificates. All blank old certificates should be returned to us after March 29.

The replacement certificates should only be used in the event that the United Kingdom leaves the European Union in a no-deal scenario.

XLR Jet Centre host Gulfstream G280 business jet event at LJLA

XLR Executive Jet Centre Liverpool hosted an event at Liverpool John Lennon Airport (LJLA) to showcase the Gulfstream G280 super-midsize business jet aircraft to potential users.

This class leading aircraft has a range in excess of 4,000 miles with the capability of flying non-stop from the UK to New York and today's event was the first time this aircraft type has visited the North West.

The event was also an opportunity for XLR, which is the premium travel brand and subsidiary of Rigby Group plc, to promote their new state-of-the-art executive jet centre which opened last year at Liverpool John Lennon Airport.



(L to R): Sir Peter Rigby, Chairman of the Rigby Group with LJLA CEO John Irving and Gavin Thompson, Gulfstream Regional Sales Manager for Europe, Russia & C.I.S

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3D Printing for Beginners

3D Printing, known to many in the industrial space as “additive manufacturing,” is a term that covers a broad spectrum of technologies and processes in the modern world. This unique manufacturing strategy allows for the time and cost-effective creation of complex parts and components.

Though the popularity of 3D printing is growing, many people still don't understand what it is, how it works, and what can be accomplished with it. As specialists in the Additive Manufacturing space, the team at Croft have plenty of insights to offer. We're in a unique position to share 30 years of engineering, manufacturing, and 3D printing knowledge to drive the adoption of this new technology.

What Is 3D Printing/ Additive Manufacturing?

The term 3D printing refers to manufacturing processes that print components using a layer by layer additive process. This strategy is a direct contrast to the traditional methods used for production that involve moulding, casting, or subtracting materials.

In recent years, additive manufacturing has had a notable impact on the way that products are manufactured, in industries ranging from healthcare to automobile construction. The technology has prompted a new way of approaching the product development lifecycle, with a focus on reduced waste, expense, and lost time.

If adopted globally, additive manufacturing has the potential to make a significant difference to the global economy, creating new industries, professions and service opportunities. The question is, how does 3D printing work?

How 3D Printing Works

There are 7 ASTM-recognised methods of additive manufacturing available today, including:

- **Material jetting:** Material is dispensed selectively onto a build platform, layer by layer.
- **Powder bed fusion:** Thermal energy fuses regions of a powder bed layer by layer.
- **Material Extrusion:** Material is drawn through a nozzle, heated, and deposited layer by layer.
- **Vat photo polymerisation:** Liquid resin is cured layer by layer on a build surface.
- **Sheet lamination:** Sheets of materials are bonded to form a 3D part.
- **Direct energy deposition:** Thermal

energy deposit materials layer by layer.

- **Binder jetting:** Powder-based materials and liquid binders build a component layer by layer.

At Croft AM, we specialise in Selective Laser Melting, which is a form of powder bed fusion manufacturing. The benefits of this technique allow us to deliver highly precise and accurate results for our clients, using stainless steel powder.

Though there are many different types of AM technique available, all of the methods maintain the same focus on “layering” materials. Additionally, every process for 3D-printing also uses Computer Aided Design or “CAD” models to guide the development of designs.

The Benefits of 3D Printing

In many applications, traditional manufacturing and design processes would impose various restrictions on innovative companies. Increasingly complex manufacturing processes lead to expensive fixtures and tooling, as well as a growing need for complex parts.

Additionally, because traditional manufacturing processes are “subtractive,” they can waste a significant amount of the original material used for the component. Alternatively, 3D printing uses as little material as possible, by adding material layer by layer to each build. The AM process allows manufacturers and designers to challenge the constraints of conventional projects.

With greater freedom, it's possible to:

- **Customise components:** 3D printing allows businesses to personalise products according to the individual needs and requirements of each client. At Croft, we can deliver bespoke solutions that are carefully tailored to our customer's project.
- **Create intricate designs:** The growth of additive manufacturing has seen an increase in digitally-designed products that can be built according to increasingly complex specifications. These complicated parts would not be able to be produced in any other way. This has made a significant impact on the industrial world, where elements are being developed that are both stronger and more lightweight

than their predecessors. For instance, notable examples exist in the aerospace industry, where businesses like Boeing are already building ultra-lightweight seats for their planes.

- **Eliminate or reduce tooling:** One of the most labour, time and cost-intensive stages of any product development process in manufacturing is tooling. Additive manufacturing eliminates the need for tool production and reduces the various costs associated with it. The lack of tooling is one of the most attractive propositions of 3D printing. It's even possible to design components that have no assembly requirements thanks to intricate features.
- **Improve energy efficiency:** 3D Printing is quickly becoming an energy-efficient technology that protects the environment by wasting

fewer materials, and supporting stronger, longer-lasting components.

Today, 3D printing processes are more accessible than ever before. Once the exclusive solution of large multi-national corporations, additive manufacturing has now become a valuable component of many companies, regardless of their size.

At Croft AM, we help businesses from any background to discover the benefits of 3D printing for themselves.

Contact us today to find out more about your additive manufacturing opportunities.

Croft Additive Manufacturing Ltd
Unit T1, Beech Court, Taylor Business Park, Risley, Warrington, Cheshire, WA3 6BL
t: 01925 767070
e: sales@croftam.co.uk

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Turning back the clock

WARRINGTON Wolves turned back the clock with the unveiling of a restored version of the old Wilderspool scoreboard at Victoria Park as legends of the club took a trip down memory lane.

Past players turned out in force to mark the occasion alongside current squad member Bennie Westwood, the "last man standing" from the Wilderspool era, who was involved in the final Super League game at the old stadium against his home town club Wakefield Trinity Wildcats.

Westwood played for 18 months at Wilderspool and admits he wondered what he had done when he first set sights on the stadium after signing from Wakefield!

Now a veteran of the game and the longest serving player at the club, Westwood has no regrets and is hopeful Warrington can at long last win the Grand Final before he finally hangs up his boots!

Westwood was joined by many former players including Warrington born and bred Paul Cullen, who was Coach on that final day at Wilderspool.

"I couldn't sleep for a week before it," he said. "It was a game we just couldn't lose. But it wasn't about winning a game of rugby league – it was about leaving Wilderspool with dignity."

Other past players who attended included Welsh Wizards John Bevan and Mike Nicholas, Mark Forster, Ken Kelly and Jackie Edwards,

father of Wigan legend Shaun.

Also in attendance was club chairman Stuart Middleton, who recounted watching the team from the Wilderspool terraces as a young boy, to becoming a club sponsor investing £5,000 in the club, including sponsorship of the scoreboard.

"It's certainly cost me a lot more since then," he said, since investing around £1.5m to help the club become the success it is today.

On hand to capture snapshots of the occasion was local photographer Eddie Whitham who has been taking pictures at the club since 1958 including the famous night in October 1978 when Warrington beat the touring Australians 15-12, despite missing a number of regulars including internationals Ken Kelly and John Bevan.

Mike Nicholas turned up to watch after being sidelined with a thumb injury but ended up being drafted into the team an hour before kick off!

After fans helped raise £6,000 to kick start the Wire2Wolves project, work started at 4.40pm on Thursday, September 21, 2017 – exactly 14 years on from the final whistle of Warrington Wolves' final game at Wilderspool, against

Wakefield Trinity Wildcats in 2003.

The work was carried out at Total Steelwork and Fabrications, owned by club director Mike Lomax – just a few yards from the club's new home, the Halliwell Jones Stadium and includes the original scorebroad clock.

The unveiling marked 15 years since the club's first game at the Halliwell Jones Stadium, which was also against Wakefield Trinity in 2004.

Warrington Wolves' Foundation

Chief Executive Neil Kerly said: "There have also been many significant times in our heritage with anniversaries in 2019.

"It was 25 years since Jonathan Davies was named Man of Steel and 25 years since Mike Wainwright and Jon Roper made their debuts for the club.

"It was sixty years ago Alistair Brindle played his last game for Warrington and it was also Mike Gregory's last game for club that week 25 years ago."



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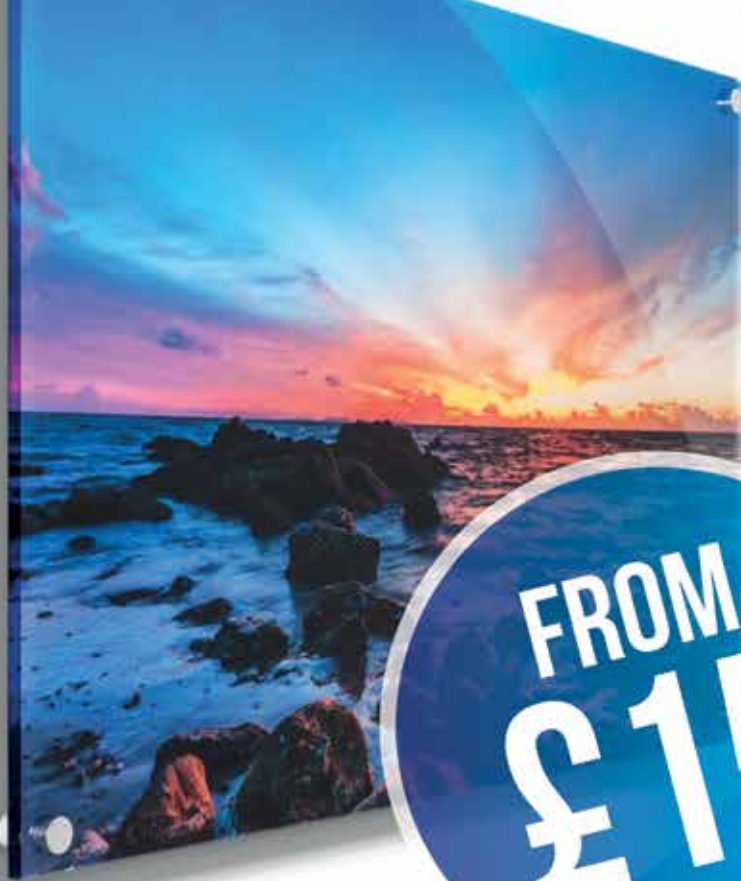
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