

insight

August 18

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Disability Awareness Day reaches £1 million milestone for good causes

THE annual Disability Awareness Day event held at Walton Gardens, Warrington, has raised a staggering £1 million for good causes during the past 26 years.

Announcing the amount the charity's Chief Executive Dave Thompson said: "Not bad considering fundraising is not the main purpose of Disability Awareness Day!"

This year's event, which included nine events before the big day, attracted an estimated 25,000 visitors, while the charity managed to secure £5,000 match funding on offer from Barclays Bank at the Mega Quiz Night.

At the same time Park Royal Hotel raised £1,000 at a 25th anniversary Ball, while Warrington South MP Faisal Rashid hosted an Evening of Cultural Diversity.

Other highlights included an impromptu moment in the main arena with a marriage proposal.

But Dave's favourite memory from this year's DAD was watching seven-year-old Sam, who has severe cerebral palsy "have a go" in the scuba diving pool.

Dave said: "Our friends at Cheshire Scuba Academy were initially worried after Sam shrieked as his dad lowered him into the water, but there were smiles a plenty when his mum confirmed the Sam was expressing his delight."

The charity also hit new heights on social media, trending second place locally on Twitter after the World Cup.... with 603 Tweets

with a reach of over 574,000 and over 1.4 million impressions with the hashtag #DAD2018

On Facebook, 38,000 saw the event, 950 people responded, nearly twice as many as last year. An internationally known personality on YouTube also mentioned Disability Awareness Day, this had the potential to reach out to a further 150,000 people.

Thanking the numerous volunteers and sponsors who helped put on the event Dave concluded: "Overall, I feel it was probably one, if not, the best DAD we have delivered. At times, we appeared "swan fashion", gliding smoothly on the

surface, and paddling like mad below the surface dealing with various matters."

Trustee and Chamber Director Gary Skentelbery added: "What a fanstastic achievement. WDP has become an exemplar charity of how to operate in the face of adversity during difficult economic times for lots of small local businesses.

"Instead of sitting back and watching grants and donations drying up, they rolled up their sleeves and started a trading arm of the charity which has gone from success to success. I am extremly proud to be a trustee of this great charity and have always found Dave Thompson to be an inspiration."



From the Chief Executive

Colin Daniels

UK Shadow Bank Sector

The UK's shadow banking sector is larger than the annual output of the British Economy and almost as big as RBS's balance sheet before the financial crisis in 2008.

The office for National Statistics

has for the first time tried to quantify the scale of the shadow banking industry - lending and other financial activities offered by non-banks - with a figure of £2.2 trillion. But given the complex nature of

shadow banking, the ONS said the actual figure could be much larger.

By comparison traditional UK banks have combined balance sheets of £12 trillion.



Fewer City Jobs to go to EU

Banks, insurers and other financier companies will need to move fewer jobs than feared on Brexit day, the Bank of England believes.

It had expected between 5000 and 10000 jobs would be relocated to

the EU as a result of Britain's departure but now the Bank of England believes it could be fewer. The bank thinks the totals will be at the bottom of the indicated range. If anything it might be slightly below that.

Households Optimism About Financial Outlook For First Time Since 2014

Households are positive about their future finances for the first time since 2016, thanks to rising wages and softening inflation, according to the Household Finance Index compiled by IH5 Markit.

The financial expectations

At the same time families reported a modest but shrinking squeeze on their finances with the headline household finance

index coming in at 44.6 in July an improvement from 43.6 in June.

Official data showing wages now edging ahead of prices are backed up by IH5 Markit's Survey, it shows pay growth slowed to a three month low

in July but was still among the biggest improvements in the surveys history.

Despite uncertainty about Brexit negotiations, improving job security was reported for the first time since the survey began in 2009.

National honour for Priestley College

A N organisation that helps young people build a future through new technology has honoured Priestley College in Warrington.

Apps for Good named the sixth form its Education Partner of the Year in recognition of its efforts and achievements in supporting the charity.

"We are big believers in creating as many opportunities as possible for our students outside of the classroom and working with Apps for Good provides that," said tutor Tom Heaton.

"Competing in the Apps for Good awards each year is a highlight for our BTEC IT students, but just being able to give our feedback to an organisation with such a great mission has been worthwhile for us."

Apps for Good – which aims to produce more able, self-confident, collaborative young people – said the award for Priestley followed five years of support.

Since the partnership began staff and students have been asked for feedback on Apps for Good projects as well as taken part in regional events that allow students to present their ideas for new phone and tablet apps.

Since the partnership began, five teams from Priestley College have won through to the national finals of the Apps for Good competition – winning on one occasion.



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Colin Daniels, Chief Executive

Welcome to Go Earth

This is an interview with Martin Berman and Sue Berman, both directors of Go Earth Ltd, their Events and PR Manager Emily Golde-Yorkney and their Office Manager, Karen Kemp

Go Earth is a Warrington based company, acting globally, who are dedicated to helping their clients get the very best deal when buying a boat or yacht.

Chamber of Commerce: Tell us about Go Earth – how the idea for your company came about.

Martin: We have had a link to the water in one form or another for a long time. We have been boaters ourselves for over two decades, and I have been a scuba diver for four decades. Our daughter and son-in-law are both qualified PADI scuba diver instructors. I am also a dinghy sailor – still learning I will readily admit. So, we got to know the vast variety of companies in the broad leisure marine industry. However, we noticed a gap in the market in two respects.

Firstly, there are very many companies who want to sell you something. Nothing wrong with that. However, there was nobody on the side of the buyer through the whole process. This leads to some people making expensive mistakes when buying a boat. There was definitely a 'gap in the market' for a company firmly on the side of the buyer. Go Earth fills that gap. The buyer is our client.

Secondly, the level of service was sometimes very variable. Some great companies out there and frankly some not so great ones. Therefore we were determined to make great client service a priority.



Sue: Buying a boat is a commitment – often an expensive one. Whatever our clients' budget, we feel everyone should receive a good service. Boaters are often very successful people who may be spending a lot of money on their hobby. In other walks of life, they are used to good service. The same should apply to boating. So, we know that we should aim to always provide excellent service to them.

Chamber of Commerce: That's interesting. How are you 'on the side of the buyer' as you put it?

Martin: We offer a variety of services to our clients who are buying a boat. In each instance, on the services side, we act for the buyer; not the seller. We do as much – or as little – as the client wants. This can be just a low-cost boat search all the way through to complete project management of a complex, often highly confidential, large-value transaction.

Chamber of Commerce: But surely this costs the client money.

Martin: We aim to save our clients' money, sometimes very substantial sums.

Chamber of Commerce: How?

Martin: In several ways. Firstly, by making the right choice of boat. While anyone can do a simple google search for boats, we can do it more comprehensively, using our bespoke software search systems plus various industry sources, some of which are confidential. Then we can provide advice on the boats found; and will produce a formal report for our clients. That means they get the best, most suitable, boat.

Next, by negotiating the price of the boat for the client we can get it at a better price. We have leverage, industry knowledge and trade contacts that an individual client may not have.

In any case, our fees are only a very small fraction of the overall cost. We genuinely save very substantial sums for our clients, even after our fees are paid.

Chamber of Commerce: OK – how do you meet your clients expectations?

Emily: Firstly, we like to meet potential clients face to face wherever possible. That's why we are at the major boat shows. Also, we have organised a number of 'SuperYacht Masterclasses' delivered by Martin. We present these to a wide variety

of members organisations, including some very high end private members clubs in London and elsewhere. These have been very well received – and we do not charge anything for delivering them. We are happy to receive enquires from anyone interested in this.

I would add that we guide the buyer through the whole process so that sometimes we help people into boating who might otherwise never succeed in getting their boat.

Chamber of Commerce: Sometimes, of course, one of your clients may decide not to buy anything.

Sue: When we started the business, Martin and I discussed this. We guessed that this would happen in about 25% of the time.

In fact, what we have found is that once a client has asked us to start the boat negotiations, we have nearly always been able to complete on one boat or another. It's not necessarily been the first boat that we started price discussions on; but we have always to date been able to get our clients a great boat. Of course, it's the clients' money; so they always have the final say.

Chamber of Commerce: What about locations?

Karen: Locations are global – that is why our telephone service is available 24/7 – with a person at the end of the phone all the time. Mostly though it is UK and Europe, with some in the Caribbean. Although, we are also actively looking at Singapore and Australia at the moment.

Chamber of Commerce: What sort of boats do you deal with?

Martin: All sorts. For example, in the last few weeks we have dealt with a narrowboat, a big RIB, a sports cruiser; and several client with budgets in the millions. Budgets have been as low as £10k, up to some very big budgets.

Chamber of Commerce: Any last messages or thoughts?

Martin: Simple – the main thing is that we get you the right boat at the right price. Then enjoy.

Chamber of Commerce: Thank you.

For more information, contact info@boatsearch.earth or telephone 0 33 33 05 8424 or visit www.boatsearch.earth

One day Bid Bootcamp



1 Day Bid Bootcamp 20 September 2018

Want to be better prepared to tackle your next bid? Book a place at the MM Creative Solutions 1 day Bid Bootcamp. The course will run on Thursday 20 September, at Birchwood Park, Warrington. Places will be limited for this small group training. Visit here: <https://bit.ly/2KwWT2H> to view the planned syllabus. To sign up at the special introductory rate, please visit:

<https://bit.ly/2tOyJ9B> Or you can email enquiries@mmsclimited.com or call +44(0) 3332249737 to request further information.

MM Creative Solutions (MMCS) is a specialist management consultancy providing services for nuclear and other regulated sectors. MMCS deliver bid consultancy services, successfully supporting clients in their work winning activities.

Half price tribute nights throughout August

Village Hotel Warrington

Friday 3rd August – 70's Boogie Nights with Live Singer - £12.50 Per person

Friday 10th August – 80's & 90's Disco - £12.50 Per Person

To include a 3 Course Meal and Late Bar until 1am

Tel: 01925 247710 to make your booking.

Courier service's expansion plans fuel award recognition

THE ambitious transformation strategy behind the record-breaking growth of a leading Warrington-based same day courier service has received national recognition.

HR specialists People Puzzles Ltd have spearheaded the recruitment of five new senior managers at Today Team – releasing Managing Director Jamie Boyd from operational duties to focus instead on the continued expansion of the business.

The Today Team initiative has earned finalist status at The Chartered Institute of Personnel and Development's (CIPD) People Management Awards 2018 – the 'Oscars' of the HR industry.

"This time last year, we were in the throes of another record month for the business when it suddenly struck me... I was working in the business rather than on it," recalled Jamie, who founded Today Team in 2005 with a £3,000 loan from The Prince's Trust.

"If we wanted to maintain our exceptional service standards – as well as to continue to expand – I realised something needed to change, so I reached out to People Puzzles to help us with the organisational development experience and framework we desperately needed."

'It's no exaggeration to say that working with Jayne Chadwick – our part-time on-site HR Director – has totally transformed our team and the way we run the business. We are thrilled with this recognition from the CIPD and we look forward to attending the finals.'

Today Team are one of four finalists in the 'Best SME People

Management Initiative (< 250 Employees)' along with The Trafalgar St James, The Royal Society of Medicine Support Services and The TDA Transitions and Learning Organisation.

The awards celebrate outstanding achievement in people management and development, as well as rewarding the valuable contribution that good HR practice makes in all organisations.

"It's been a pleasure to help Jamie to get the right people in post; to develop and embed a new set of company values; and to implement initiatives that support staff and build their skills," said Jayne.

"He founded the business having come from the world of rugby and, while he does invest in continuing professional development, he is pretty much self-taught; yet I've found his processes are second to none. He 'gets' how fundamental beliefs, values and behaviours are key to the success of the organisation, so working with him as a people professional... well, it doesn't get better than that!"

'It is an honour for Today Team to be shortlisted for the finals of such a prestigious award, as this is very special recognition from our industry peers.'

Today Team have now presented their award entry before a panel of judges and the winner will be announced at a black-tie awards ceremony taking place on Tuesday, 25 September in London.



Blue Whale Media Staff Set to Skydive for Charity

Staff members of Warrington-based web development agency, Blue Whale Media, will be raising money in hopes of funding a skydive for charity. Organised through Skyline Parachuting, eight willing and zealous web developers turned skydivers will be performing a tandem skydive from 10,000 feet in the air. In case you're worried for the Blue Whale Media team, a tandem skydive is when the jumper is fully attached to a qualified instructor who takes care of all the hard stuff. With every staff member tasked with raising £350 in pledges and donations for their charity of choice, it will be exciting to see come September how much the team will be able to raise collectively.

The charity skydive is one of many charity events that Blue Whale Media have been organising and participating in these past few months. In June the Blue Whale Media team participated in a 5K fancy dress fun run to raise money for Zoë's Place Baby Hospice, with the team wearing coordinated

minions outfits. June also saw Blue Whale Media stun Birchwood Business Park by reaching the final of the Birchwood Business Park World Cup football tournament. Lastly, on Alzheimer's Society's Cupcake day, June 15th, the office raised £105 for Alzheimer's Disease, baking cupcakes and selling them to the businesses around Birchwood Boulevard.

Blue Whale Media has been actively organising and participating in new charity events all around Warrington, with more than just the September skydive on the horizon.

On August 19th the office will be participating in the Birchwood 10K, and less than a month later our intrepid runners will be going at it again in the Warrington 10K on September 16th.

To wrap up September, the Blue Whale Media office will be hosting a Coffee Morning in conjunction with Macmillan Cancer Support's World Biggest Coffee Morning on September 28th.

The Macmillan coffee morning started back in 1990 with the idea of guests gathering over coffee and donating the cost of their brew to Macmillan.

The Blue Whale Media office is excited to be participating in Macmillan's coffee morning this

year and is looking to raise over £200 pounds on the day.

Blue Whale Media is a web design and media agency in Warrington. To find out more about our web design work, social media marketing and drone video services, make sure to call us at 01925 552 050.



Why cash-flow is king when it comes to business survival

With many national businesses making headlines recently with a variety of financial troubles, is our economy really in the positive position the government leads us to believe? The large companies in question have seemingly fallen on hard times due to their commitment to large retail premises, but what about the SME market place? In the regional press there are also reports of financial difficulties for smaller companies for different reasons.

Whatever the troubles facing businesses at the current time, are there ways to prepare in order to weather potential financial storms ahead? Howard Worth's Head of Corporate Finance, Christian Goulding explains more.

"What I see more and more at the moment is companies underestimating the importance of working capital in their business. Without this, a small delay in payment can have a large impact on a business meeting its financial obligations each month. By fully understanding our clients' businesses we have been able to offer them practical solutions to increase the amount of working capital they have within their companies".

Howard Worth's corporate finance team has been able to help a client refinance some of its older equipment in order to raise money to improve cash flow at a peak trading period. The company was struggling for cash to pay a VAT bill and other invoices at the same time. The management team at the business was not convinced that any significant funds could be generated by financing older equipment, but they were delighted when they were introduced to the

right lender to provide the cash they needed.

Sometimes the solution to fundraising can be as simple as producing a set of forecasts. Through the corporate finance team's work, a technology and engineering business was able to secure a working capital loan to ensure it could trade through a significant upturn in work on its order book.

Both these case studies highlight how, through unforeseen circumstances, businesses can find themselves struggling to trade on a day to day basis. The outcome for both of these companies was positive and with the specialist support and advice, the corporate finance team at Howard Worth were able assist them in securing the funding they needed.

If you have any concerns regarding your business' cash flow and would like to discuss your options please contact the Corporate Finance Team on 01606 369000 to arrange a confidential, no obligation meeting.

About Howard Worth

Howard Worth was formed in 1953 and is a mid-tier accountancy

practice providing a comprehensive range of services to owner managed businesses.

With 9 partners and 100 staff they serve clients across the North West, Wales and the Midlands from offices in Northwich and Nantwich. They advise businesses on Tax issues, Accounts preparation, Capital Raising, Profit Advice, Audit, Corporate Finance and Independent Financial Advice

Howard Worth provides a full range of services with partners specialising in corporate services, rural and farming business, manufacturing, charities, solicitors, service industries and financial

services.

They are members of the UK200 Group and the International Association of Practicing Accountants (I.A.P.A.). Those memberships are your guarantee of our standards of service and they are only maintained by adhering to the highest professional standards.

Howard Worth's philosophy is to work closely with clients, understand their businesses and provide them with timely and effective advice. www.howardworth.co.uk

Further information please contact Dawn Beschorner 07708 326104



Awards for star performers

Warrington's Own Buses has had a lot to celebrate recently – not least the excellent work of the drivers and depot and office teams.

The company held an awards evening at Eagle Sports Club, Great Sankey, to award some of the star performers over the past year.

The Royal Society for the Prevention of Accidents sent certificates for all the drivers for driving safely with no accidents for the previous year and individual awards were presented to other members of staff.

Bus driver of the year was Stephen Farnes; Depot employee of the year was Terry Blanchard and office employee of the year was Steve Stringer. Cllr Cathy Mitchell, chair of Warrington's Own Buses, was on hand to present the winners with their awards.

Ben Wakerley, chief executive, said: "We have a tremendous team working for Warrington's Own Buses and it's great to be able to show them how much we appreciate all their hard work."

"The award-winners have all shown a truly positive attitude and a willingness to help out. Although these exemplary members of our team have really stood out – we have many others deserving of praise."



LJLA celebrates its 85th Anniversary

This weekend Liverpool John Lennon Airport celebrates the 85th anniversary of its official opening.

On 1st July 1933, the Rt. Hon. The Marquis of Londonderry, Secretary of State for Air, officially opened the Airport followed by one of the largest civil air displays seen at the time and today Liverpool is one of the UK's oldest operational airports.

First thought about in the late 1920's, Speke in south Liverpool was chosen for the location of the Airport because of the geography of the site and its good year round weather record – reasons still important at today's Airport.

Almost 100 million passengers have travelled to or from Liverpool Airport since its official opening in 1933 and much has changed over the past 85 years, however Liverpool continues to play a significant role in the connectivity of the North West and beyond. LJLA currently handles 5 million passengers per year with flights to almost 70 destinations in the UK and across Europe.

Liverpool is the Faster, Easier, Friendlier Airport of choice for



Today's Liverpool John Lennon Airport handles around 5 million passengers annually.

passengers from across the region. It is recognised for its relaxed, hassle free environment and best in class operational performance, complimented by recent investments

to improve passenger facilities and deliver an enhanced customer experience, with positive passenger feedback now at an all-time high.

The Airport is also one of the area's major employers, attracting inward investment and bringing significant

tourism benefits, helping to boost the region's economy. LJLA is a significant driver of prosperity in the region and the North West and North Wales as a whole, bringing an estimated £250 million per annum in GVA and supporting 6,000 jobs across the Liverpool City Region.



The Right Honourable The Marquis of Londonderry making his speech at the opening ceremony in 1933 with the Lord Mayor of Liverpool, Cllr Alfred Gates.

easyJet adds new route from Liverpool John Lennon Airport this winter

easyJet, Europe's leading airline, has announced that a new route to Toulouse from Liverpool John Lennon for next winter is on sale.

The new route forms part of the 16 new routes easyJet has put on sale across the UK this morning, including the airline's historic 1000th route.

Flights to Toulouse will take off from Liverpool four times a week from 28th October, providing travellers affordable friendly fares to the city in the south of France.

Ali Gayward, UK Country Manager, easyJet said:

"We're delighted to be adding another new route from LJLA to Toulouse. We now offer 32 destinations from the airport and have seen sustained expansion in recent months."

"Toulouse is a fantastic destination which will appeal to those seeking a short break or visiting friends and family."

"We continue to see an increased number of travellers looking to fly with easyJet on routes from LJLA and with affordable fares and a short flight time to the South of France, we're confident that this

new service will prove popular with those flying from the North West."

Paul Winfield, Director of Aviation Development at LJLA added, "We are delighted to welcome this new four times weekly service to Toulouse. The service will be popular with passengers travelling to Toulouse and the South-West France region, and will provide a strong schedule for the business community, with operators such as Airbus located in Broughton. The opening of the Mersey Gateway bridge has opened up quick access to Liverpool John Lennon Airport from these catchment areas."

It will be the fourth new service opened by easyJet from Liverpool during 2018, and we continue to work with easyJet to look at further opportunities from Liverpool."

easyJet has flown more than 40 million passengers to and from Liverpool since opening the base over 20 years ago. The airline continues to grow and expand in Liverpool, while offering low-fares and friendly customer service.

Liverpool to Toulouse from £22.66*

Tickets for these flights are on sale now at www.easyjet.com

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Is your business on the right side of UK health and safety laws?

Why it pays to play it safe and get professional help

HHealth and safety is one of those regulatory demands which businesses know they really should do something about, but often lack the knowledge (or resources) they need.

This is especially true in small and medium-sized enterprises, where only one or just a few individuals are employed. Many businesses (the vast majority of which are run by decent, reputable people) are simply too busy with keeping themselves afloat in a competitive marketplace to worry about health & safety legislation - that is, until it's too late. A conviction for health & safety violations can lead to a host of very unpleasant outcomes, including hefty fines, compensation claims, massive legal bills, increased insurance premiums, a shed load of bad publicity and even the threat of imprisonment for those who take a devil-may-care approach to the laws governing you and your employees' safety.

Fortunately, keeping yourself, your staff and your business' future success on the right side of UK health & safety regulations isn't an insurmountable obstacle - that's where PJH safety training can help.

Keeping you and your business safe

At PJH safety training we are the experts when it comes to helping UK businesses of all sizes to manage their health & safety demands. Fully accredited by IOSH and Qualsafte we not only arrange and provide top-notch health & safety training - covering such diverse topics as first aid at work to fire safety and even carrying out your own risk assessments - we can also provide a host of onsite consultancy services, as well as managing health & safety on your behalf. As you'd expect our level of involvement can be tailored to the size and complexity of your business - meaning that costs are well within the budget of everyday firms.

How PJH Safety Training can help

While most UK health & safety legislation is mercifully straightforward for businesses of

five people or less there are still pitfalls for the unwary, the careless and those in what are classed as 'high risk' trades. Generally, the larger a business the more comprehensive is the health & safety burden which they must bear. While smaller firms have more limited liabilities, these too must abide by UK law.

PJH safety provides up to date training and consultancy services to ensure that you and your business are fully compliant with the latest UK & EU health and safety regulations. As part of our consultancy and management services, we will work closely with you to make sure that you are getting the right level of service, training and oversight - delivering a practical health & safety compliance service which you can completely rely on.

Our consultancy service also includes helping to create or develop your formal health & safety policies, as well as carrying out all necessary risk assessments and

any health & safety audits required.

If you are looking to protect yourself from the perils of health & safety legislation our in-house, onsite consultancy service will give you the peace of mind you deserve.

For helpful, professional Health & Safety advice you can trust call PJH Safety Training today on 01925 812095 / 07969 344673 or email us at info@pjhsafetytraining.co.uk



Firefighters give summer holiday safety advice to parents

With the summer holidays in full swing, many children will be spending more time in the kitchen.

But whether they're lending a hand or simply seeking a snack, it's important to make sure that they know the hazards of a hot hob.

Cheshire Fire and Rescue Service is asking parents and carers to make any kitchen activities a chance for kids to learn this summer.

Nick Evans, Head of Prevention said: "Over half of all accidental fires start in the kitchen and it's vital that children know what they should do if the worst should happen. From bake-offs to barbecues, there are lots of creative ways to teach kids about cooking fire safety this summer."

"So alongside the melting, mixing and making, why not take the chance to pass on some fire safety knowhow? Test your smoke alarm as part of the activity and remember, never leave a child alone with a hot hob, and help keep them safe by moving matches and saucepan handles out of their reach."

Distraction while cooking is a main cause of fire call-outs right across the country, so whatever happens elsewhere in the house, always make sure you have one eye on the hob or oven.

Top tips for staying safe in the kitchen this summer:

- Take care if you need to leave the kitchen whilst cooking. Take pans off the heat or turn them down to

avoid risk.

- If a pan catches fire, don't take any risks - Get Out, Stay Out, and Call 999.
- Double check the hob is off when you've finished cooking.
- Keep tea towels and cloths away from the cooker and hob.
- Take care if you're wearing loose clothing - this can easily catch fire.
- Avoid leaving children in the kitchen alone when cooking. Keep matches and saucepan handles out of their reach to keep them safe.
- Take care with electrics - ensure leads and appliances are away from water and keep grills away from curtains and kitchen rolls.
- Keep your equipment clean and in good working order. A build up of fat and grease can ignite a fire.
- Don't cook after drinking alcohol.
- Hot oil can catch fire easily - be careful that it doesn't overheat.
- Never throw water on a chip pan fire.
- In the event of a fire, have an escape plan in place.
- Don't take risks by tackling a fire. Get out, stay out and call 999.
- Get a smoke alarm and test it weekly.

For more information please visit the website www.cheshirefire.gov.uk

First Aid courses

CHAMBER members PJH Safety can organise one and three day First Aid courses.

A 1-day Emergency First Aid course is a course for low-risk environments for staff who need to be qualified emergency first aiders.

Here you will learn about dealing with a sudden unexpected accident or collapse. Highly useful, staff that successfully complete this 1-day training course will receive the QA Level 2 Award in Emergency First Aid at Work (QCF) qualification, which meets your employers' responsibilities under HSE legislation. The emphasis of this course is very much around dealing with an immediate emergency, including such things as delivering CPR, using an AED (Automated External Defibrillator), choking, seizures, as well as dealing with non-life threatening injuries such as cuts and minor burns.

Think of this course like a simple First Aid kit: Good for treating a range of non-life threatening events as well as giving practical advice on saving a life in an emergency. This is an excellent starter course to provide essential knowledge and confidence to your business' nominated first aider.

A 3-day First Aid at Work course incorporates all of the emergency first aid content from the 1-day course, this option provides a far wider and deeper appreciation of Health & Safety in the workplace.

This is extremely useful for staff that are expected to take the lead when it comes to the requirements of the Health and Safety (First Aid) Regulations 1981. Covering such topics as overall incident management the 3-day course includes training on dealing with specific injuries and collapses which may happen in the workplace. This takes in conditions such as diabetes, heart attacks, angina, suspected spinal injuries and fractures in differing areas of the body. As a much more comprehensive First Aid course this also incorporates additional skills in the appraisal of an injured person's condition, such as how to carry out a head to toe survey.

Successful completion of the 3 day, First Aid at work course provides staff with a recognised Level 3 certification which is valid for 3 years.

Want to know more about First Aid, Health & Safety training courses?

PJH Safety delivers a wide range of IOSH and Qualsafte accredited training courses for businesses of all sizes in the North West of England, as well as across the UK. We also welcome enquiries from overseas clients.

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Businesses reminded to join Eco-Innovation Cheshire and Warrington

Cheshire and Warrington-based SMEs are being encouraged to join the Eco-Innovation initiative, while European funding is in place.

Eco-Innovation Cheshire and Warrington (EICW) is a project led by the University of Chester in partnership with Lancaster University. The project is part-funded by the European Regional Development Fund. Its aim is to link SMEs to the research capabilities of the universities for facilitating R&D (Research and Development) leading to new low carbon products and services. On offer are short and long-term R&D programmes of support for eligible SMEs, based in Cheshire and Warrington.

"We have a strong track record of successful collaboration with industry and we are now looking for ambitious and innovative SMEs to join the project this Summer, to take advantage of the academic expertise, student resource and first class research facilities available through the University of Chester," said Garfield Southall, Executive Dean of the University's Faculty of Science and Engineering, based at Thornton Science Park.

He added: "Support is available in the form of short term, research-based internships, typically over five weeks, and longer term one-year R&D projects directed towards generating new low carbon products, processes and technologies."

The scope of the Eco-Innovation project is wide ranging, and

research projects can span multiple sectors and disciplines in areas such as energy, resource efficiency, water, food security and natural capital. While support under the shorter projects is free of charge, companies participating in the longer term projects will be required to make a minimal financial contribution towards the researcher's fees and consumables needed to complete the research.

One of the companies already benefitting under the initiative is Core Additive Technologies Limited. Lee O'Nions, the firm's Managing Director, said: "It's fantastic for Core Additive Technologies Limited to undertake research with the University of Chester's Eco-Innovation project. As an SME, getting access to the know-how, knowledge and facilities offered by a Science and Engineering Faculty is a unique opportunity. It helps me to commercialise a new process for the remediation of acid tar pits, providing benefit to the environment and people's lives."

One of the potential environmental benefits arising from the project will be a significantly reduced carbon footprint currently associated with the transportation and subsequent combustion of the acid tar.

Research and development largely delivers a good return and increased business prospects.

When companies undertake R&D with a university partner, their return on investment increases by 130% (Witty Review of Universities & Growth 2013). SMEs in Cheshire and Warrington now have a golden opportunity to take advantage of the support on offer through EICW to build and strengthen their businesses.

SMEs interested in learning

more about the support on offer are invited to contact the Eco-Innovation team by Friday July 6 at:

- Email: ecoinnovation@chester.ac.uk
- Tel: 01244 567370
- Website: <https://www1.chester.ac.uk/business-growth/projects/eco-innovation>



Digital hub to be opened in Pyramid Arts Centre

Culture Warrington to work alongside digital agency Carpe Diem to transform Pyramid into a centre for Performance, Music and Digital arts.

Extensive refit planned to create bespoke co-working space for the town's burgeoning digital and creative talent.

Fledgling digital and creative companies in Warrington

have received a boost, with the announcement of a new collaboration and co-working space at the town's Pyramid Arts Centre.

The news comes after homegrown digital agency Carpe Diem signed terms with creative arts and heritage provider Culture Warrington to move into the arts centre, based in the heart of the town centre, where Carpe Diem will set up the new digital hub.

The deal – signed this week – will see the agency move to the Pyramid's top floor from its current offices at The Base, in Dallam Lane, having doubled in size whilst tenants there.

The move should be completed by October this year following an extensive refit in preparation for the facility to reflect Pyramid's renewed focus on Performance, Music and Digital.

Emma Hutchinson, Managing Director of Culture Warrington, added: "This new collaboration with Carpe Diem is a real game-changer for Warrington and helps us to re-establish the Pyramid Arts Centre as a beacon for the town's digital and creative identity."

"It marks the first phase of some really ambitious plans we have to transform the Pyramid offer to one of creative arts acceleration and incubation - a place that champions the arts for all ages, giving local and international talent a platform to experiment, evolve and launch."

Bill Carr, Carpe Diem's CEO, is a regular investor in disruptive tech and digital innovation and the Institute of Directors Chair for Cheshire. He brokered the deal alongside Carpe Diem's Managing Creative Director Saul Peake and

the team at Culture Warrington.

"We've been 'Warrington-and-proud' for more than 20 years, but this move is one that excites me more than any before," said Bill. "We're absolutely delighted to be working with Culture Warrington on this project."

"We've fought for the visibility and potential of Warrington's amazing tech community and now we can realise those aims with a dedicated destination."

"Together with Culture Warrington, we aim to make the top floor of the Pyramid a home for anyone interested in digital technology; initially as a co-working space with regular events and then as a space for support, debate and guidance for companies looking to transform through tech."

"From there, the goal is to evolve our own consultancy-led offer, before launching accelerator programmes for start-up digital businesses."

With an initial membership capped at 50, interested companies and individuals can register as potential members of the digital hub, or apply for more information via the website at www.carpe-diem.co.uk



Bill Carr with Emma Hutchinson and Saul Peake with Culture Warrington's Locklynne Hall

UKTI e-Exporting programme

BY joining UKTI e-Exporting Programme, UK companies and brands can reach consumers through e-marketplaces.

An e-market is an online location that provides a platform for companies of all sizes to do business through e-commerce.

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- Find new customers
- Analyse data on what consumers are searching for
- Build awareness of their brands

Cheshire Fire highlights the benefits of sprinklers in live demonstration



The Business Safety and Protection teams at Cheshire Fire and Rescue Service held a sprinkler demonstration at their Sadler Road, Winsford site recently.

The demonstration was organised for a meeting of the Cheshire West and North Wales Business Chambers and featured two almost identically furnished 'rooms' being set alight. There was only one difference – one of the rooms was fitted with a sprinkler system, the other wasn't.

The audience watched as the blazes began to take hold and were amazed at the final outcomes after the sprinkler system activated in one of the rooms. There was very little fire or water damage. Conversely the second room was completely burnt out and would have required extensive rebuilding to make it habitable once again.

Firefighters and Protection officers answered questions about the benefits of sprinklers being fitted

in both business and domestic properties, explaining how fitting sprinkler systems in businesses can not only help save lives but are integral for business continuity.

Two further sprinkler demonstrations have been arranged at Sadler Road, Winsford. These events are free to attend and will provide valuable information covering the myths and benefits of sprinklers. If anyone would like more information please contact Tracey Carter, Business Safety Manager at Cheshire Fire and Rescue Service – tracey.carter@cheshirefire.gov.uk or book a place using the link <http://www.cheshirefire.gov.uk/business-safety/business-safety-events>

- Monday 3 September 2018 – 1.30pm – 4pm – keynote speaker from BAFSA
- Friday 12 October 2018 – 9.30am – 12oclock – keynote speaker Business continuity planning

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For further information please contact Warrington Chamber of Commerce on 01925-715150 or info@warrington-chamber.co.uk

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The copy deadline for the next edition of Insight magazine is

Monday, August 20th

Please email your news stories and pictures to the Editor at our NEW email address:

info@warrington-chamber.co.uk

Five Warrington players in England's Elite Performance squad

FIVE Warrington players have been called up to England's Elite Performance squad, including long-term absentee Ben Currie.

Currie, who is recovering from knee surgery, is joined by skipper Chris Hill, hooker Daryl Clark, Prop Mike Cooper and full-back Stefan Ratchford by England Head Coach, Wayne Bennett and his coaching staff, as part of a 25-man Elite Performance Squad (EPS) in preparation for the second phase of the season.

Only St Helens with six players have more players in squad.

In June, England defeated New

Zealand 36-18 at Mile High Stadium, Denver in the first international game to be played in the USA for 18 years as part of their preparations for this Autumn's three-match Test Series against the Kiwis.

England Elite Men's Squad will also play France in a warm-up game on Wednesday, October 17 (KO 7.45pm) at Leigh Sports Village.

On the Elite Performance Squad, Bennett said, "Myself and staff have

been monitoring players every week throughout the season so far.

"The 14 Super League players that travelled over for the Denver Test have been selected including Jake Connor and Luke Thompson who were promoted from the England Knights Performance Squad and proved their commitment and value to the squad.

"It was a very positive and productive camp which resulted in a great performance against the Kiwis and I'm pleased with the progress we've made so far this year."

"We're welcoming two recalls to the squad and one new addition and the door will remain open for the remainder of the season as we head towards the International Test Series against New Zealand later this year."

Meanwhile Warrington Wolves' Jack Hughes and Harvey Livett have been called up by England Knights Head Coach Paul Anderson as part of a 31-man Knights Performance Squad (KPS) in preparation for taking on Papua New Guinea in two test matches later in the season.



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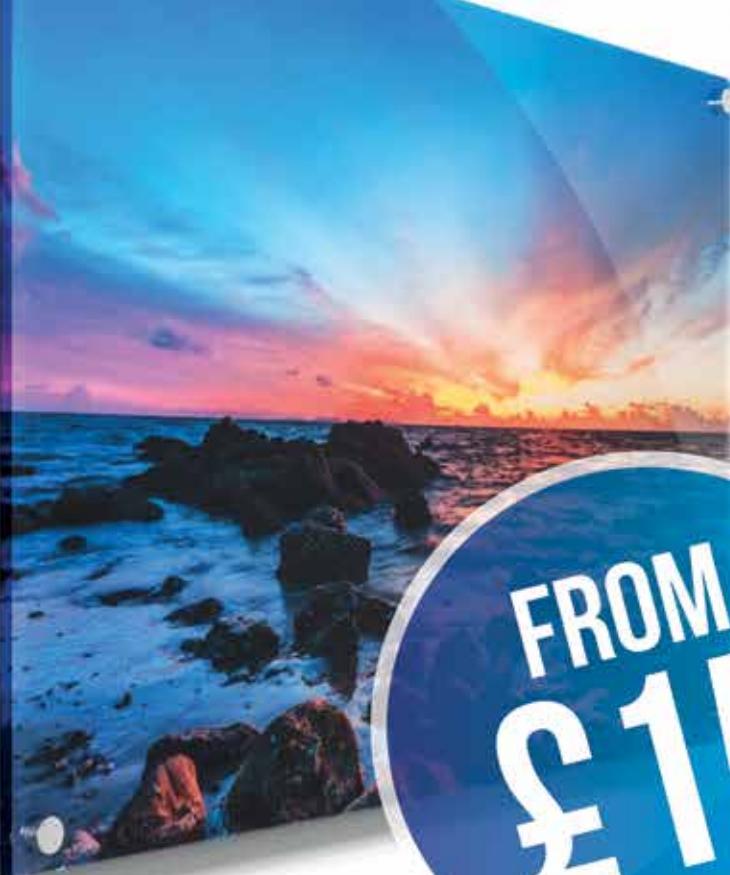
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