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## UK exports remain strong despite global slowdown



Supporting trade locally, nationally and globally remains a key mission for every Chamber and with this we play a unique role in supporting and boosting Lincolnshire's trade activity.

Latest statistics released by the Office of National Statistics (ONS) show that in the 12 months to May 2019, UK exports increased by 4% to a record high of £647.1 billion, as businesses up and down the country continue to tap into demand for British products and services right across the world.

Simon Beardsley, Chief Executive of Lincolnshire Chamber of Commerce, said: "We have seen the same line of figures here at the Chamber with April this year being our best month ever for export documents with the team assisting with nearly 240 documents for around 50 businesses."

With so many of our local businesses already trading successfully overseas, we talked to some of our member companies to find out more about their International services, the benefits of exporting and the support they receive.

First up is Kiowa, an industrial component parts company established in 1991 in Sleaford. They have seen steady growth and now have six branches in Aberdeen, Carlisle, Glasgow, Newcastle

and Teesside, with Sleaford still remaining their Head Office.

Although the uncertainty around Brexit remains, Kiowa's international customer base has continued to grow year on year, with 2019 so far seeing a 50% increase on 2018.

Currently trading with over 70 countries around the world and having developed strong international business partners, Kiowa tell us about the support they

"Exporting gives us a larger opportunity for sales and helps us build relationships with distributors in new and existing countries"

have received and what is available for businesses trading overseas.

"Kiowa has been working with Lincolnshire Chamber of Commerce for nearly a decade now and has benefitted from one-to-one export training, group business development, marketing sessions and immediate support when using the Ez-Cert online facility.

Since the announcement of Brexit, businesses continue to face uncertainty,

especially how this will affect trading in overseas markets, but for Kiowa the support the Chamber has provided it has allowed them to face the future (deal or no deal) with anticipation of the new opportunities in the fluid power marketplace.

Another Chamber member that has been trading internationally for many years is Lincoln-based manufacturers, **Overton UK**. Starting in 1992, the company is backed by a wealth of experience within the specialist cleansing market.

Manufacturing a range of vacuum litter collectors and street barrows for indoor and outdoor cleansing which are sold into the UK and for over 14 years to export markets, Overton UK tell us about the benefits of exporting and the impact of Brexit on their business.

"Exporting gives us a larger opportunity for sales and help us build relationships with distributors in new and existing countries.

"We have exported many machines to countries, including; Australia, Saudi Arabia, Dubai, North and South America, across Europe, Scandinavia and Asia and have worked closely with the Chamber, where we obtain Certificates of Origin and EUR1 documentation.



"As we pride ourselves on keeping ahead of the curve, we continue to expand our product range and most recently have introduced our new electric range of vacuum litter collectors which are being well received overseas.

"For us, Brexit has had a positive impact on export sales, as our customers are benefitting from favourable exchange rates to buy our machines and some even paying up front, which in turn has a positive effect on the business".

Another success story comes from **Rimmer Bros**, a car parts supplier based in Bracebridge Heath, Lincoln who have been trading since 1982.

A representative from Rimmer Bros tells us about their growth over the years: "Expansion has been continuous since we first started out back in 1982, with our HQ boosting 105,000 sq. ft. storage space, tens of thousands of stock lines, millions of parts – and now covers the Triumph, MG, Rover, British Leyland, Mini, Rover SD1, Land Rover, Range Rover and Jaguar ranges."





## A note from Simon Beardsley CEO of Lincolnshire Chamber

Welcome to our September edition of Chamber Matters, lots going on as always.

August was a special month for us as we finally got round to celebrating 130 years of supporting Lincolnshire businesses at our annual summer BBQ – which took place at a new venue this year, Charlotte House Hotel, the event was a huge success and we saw around 100 attendees celebrate with us.

This month kicks off a full calendar of events following a quiet August.

Select Lincolnshire Awards is first up, taking place on 19th September at Lincoln Minster School, celebrating the best of Lincolnshire's food, drink and hospitality industry. Next up is the East Lindsey Business Awards, taking place on 27th September at Petwood Hotel in Woodhall Spa.

Can't make it to our awards? Don't worry, we have lots of networking and training opportunities, so keep an eye on our events page and newsletters for up-to-date information.

In this month's edition we are focusing on International Trade and catching up with a few member organisations who have been trading overseas for several years now, including; Kiowa, Overton UK and Rimmer Bros.

Working with the local businesses who trade overseas is a huge part of what we do at the Chamber, we work with businesses who are already trading internationally and businesses who are looking to trade overseas, we can help support and boost Lincolnshire's trade activity with our training, workshops and specialist help.

I hope you enjoy catching up on all our member business news and we'll be back again for the October edition of Chamber Matters, which will have a focus on business support.

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Back in the 60s, 70s and 80s British car manufacturers exported more worldwide than they sold to the UK market.

Today, utilising the support of the Chamber with both Certification for export and training for key personnel, Rimmer Bros exports into overseas markets including; USA, Australia and Europe.

Commenting on exchange rates and the impact of Brexit on their business: "With the weakening British Pound on foreign exchange markets, British car parts have effectively become cheaper for overseas customers to purchase from Rimmer Bros. Conversely Rimmer Bros' largely UK manufacturing supplier base for the parts has suffered some cost increases in transportation and raw materials as a result of steel and oil prices.

"Whilst the customs requirements for trade with Europe post Brexit is a concern, Rimmer Bros already uses paperless electronic customs clearance to facilitate trade with non-EU customers, so expects that to be relatively easy to overcome.

"One Brexit matter that Rimmer Bros



will welcome and seems to have been largely overlooked in the press, is the reduction in the current burden placed on UK business by the EU requirement to collect European VAT, at the rates ruling in each EU country, and then make tax returns to each EU country individually."

Concluding, Lincolnshire is one of the largest exporting hubs and accredited by British Chambers of Commerce, we provide a national export certification

service and assistance to business to realise their international trade capability through training, documentation and specialist advice on worldwide exporting and importing issues, whilst also offering business savings.

For more information on our International Trade support, events and training, get in touch with our dedicated team of experts on 01522 52333 or via email [international@lincs-chamber.co.uk](mailto:international@lincs-chamber.co.uk)

## BSP Consulting makes a splash on 20th anniversary

BSP Consulting has sponsored a boat used by Nottingham and Union Rowing Club to help train hopefuls aiming to join the GB Rowing Team.

The company has made the donation as part of their 20th anniversary celebrations.

The boat – named BSP Structural Support – is currently mainly being used by two junior rowers who are in trials for the Great Britain Rowing Team.

BSP Consulting business development director Jef Todd said: "We are delighted to support a local rowing club and help nurture young talent in this exciting sport. We wish all the best for everyone who uses BSP Structural Support and hope that it brings success for the two young GB hopefuls."

The boat sponsored and named by BSP Consulting is an Empacher – a German make of boat favoured by many international crews – which is used for doubles sculling.

Club captain Trevor Rainbow said: "We are very grateful to BSP Consulting for the company's generous donation to the club. It is always very welcome to receive support from local businesses and organisations.

"BSP Structural Support will be a regular



BSP Consulting director Jef Todd and Paul Stevens, treasurer and junior coach at Nottingham and Union Rowing Club

sight during training practices on the River Trent and at events and competitions around the country."

BSP Consulting was founded in 1999 and is this year marking its 20th anniversary.

It is one of the largest independent civil and structural engineering firms in the

East Midlands, providing a comprehensive range of consultancy services in civil, structural, geotechnical, transportation and environmental engineering to all sectors of the construction community, from architects, project managers and contractors to developers and estate agents.



## Beetroot needs passports and WiFi

**BY TONY SMITH, DIRECTOR OF GENIUS TECHNOLOGY SOLUTIONS**

Did you know that beetroot & other fruit & veg need passports? - I didn't!

We all know that we need our passports to travel (with or without Brexit) and even dog passports are fairly common these days. But did you know that farm animals such as cattle, sheep, pigs & even horses also need passports to track their movements?

Apparently this need to track movement applies equally to fruit & vegetables as well. As part of EU/world food hygiene regulations there is a need for all such products to be documented. This records the origin of products, whether they're organic or not and all their movements through the food chain, from harvest to packing and processing to distribution and sale.

In the case of our beetroot, whether it was harvested in Lincolnshire or Spain, it is issued with a batch bar code as it is harvested and this stays with it throughout its journey. Every movement, transfer or treatment is recorded so that it is available for audit if the need arises. These movements are tracked using RFID technology and relies on scanners

to harvest the data and transfer it to the relevant databases. However, such technology in turn relies on good WiFi coverage to pick up and share the signals from the scanners & the WiFi needs good connectivity to transfer the data to its intended destination.

This was the issue faced by Greens Farming at their food processing site, they had a WiFi system installed but over the years the developments in technology and the degradation of some wiring meant that it was in need of renewal.

After a site survey recommendations were made regarding the siting, extent and coverage required and an install date was agreed. Within a few days Greens had a fully operational, site-wide WiFi system installed, including renewed cabling where required. After the first day staff on site were reporting the improvement as being "life-changing".

Following the install there was automatic tracking of pallet movements throughout the site which increased productivity and efficiency.

Dan Davies - the IT Manager of Greens said: "This has literally been life changing for the way we operate. Everything has sped up, become more reliable and we've lost a load of frustrations about not being able to get connected."

## Out of the incubator: Carrington expands with new Lincoln office



The Carrington team

Digital PR and marketing agency Carrington has moved onto an exciting new stage of expansion as it leaves 'incubation' and moves into a new, larger premises.

The company has relocated its Lincoln headquarters ahead of schedule following a year of new hires and client wins.

The office at Deepdale Enterprise Park, Nettleham, is more than double the size of the firm's previous space and gives Carrington a bigger base for growing its PR, SEO and PPC teams.

In just two-and-a-half years, Carrington has built a client list of more than two dozen SMEs, startups and not-for-profit organisations, including top 30 UK accountancy firm Duncan & Topliss, agricultural machinery manufacturer Househam Sprayers, civil engineering firm Minster Surfacing and charity-run arts venue Lincoln Drill Hall.

Prior to this move, Carrington was based at the business incubator BG Futures, which provides office units and facilities to new businesses during the first years of their life. Although the team could have stayed at the incubator for another six months, Carrington was able to take the next step earlier than planned having outgrown even the largest unit in the enterprise centre.

Founder of Carrington, Rob Tomkinson, said: "We've grown really well over the past two years thanks to the quality of our work, so this move is really exciting for us! Now we've got room to expand."

"A big thank you has to go to the team at BG Futures for all their support - they've helped us massively and I'd recommend them to anyone just starting out."

Founded in late 2016, the Carrington team is already six-strong, after it recently welcomed two new faces to the team.

## LEP looking for major projects

The Greater Lincolnshire LEP is calling on businesses and organisations to submit funding bids of £250,000 or more to support their major projects.

The LEP expects more money to be made available soon by the Government through the new Shared Prosperity Fund and it wants to have a pipeline of projects ready.

Greater Lincolnshire has already been allocated £123.7m through three rounds of Local Growth Funding (LGF) from 2015 to 2021, and projects in the pipeline could also benefit from any unallocated or underspent LGF money.

"Greater Lincolnshire wants to have a clear position on schemes that will contribute to the delivery of our Strategic Economic Plan and our Local Industrial Strategy," said Ruth Carver, Chief Executive of the Greater Lincolnshire LEP.

"We want to have a strong pipeline of major projects in place by the spring of 2020, so we are looking for proposals that require grant funding of at least £250,000."

Proposals must be for capital projects that can financially complete before March 2021 (Category A) or capital or revenue projects that can be delivered within the next five years (Category B).

Proposals would be welcomed in the



GLLEP's priority sectors: Manufacturing, agrifood and agritech, visitor economy, low carbon, health and care, ports and logistics, and digital.

Private-sector businesses and public and third-sector organisations in Greater Lincolnshire can put forward an outline business case for any project they wish to be considered.

The deadline for the submission of outline business cases is midnight on Friday 27th September 2019. These should be emailed to [GLLEPsecretariat@lincolnshire.gov.uk](mailto:GLLEPsecretariat@lincolnshire.gov.uk).

If you are unsure whether your proposal would be suitable, contact the LEP first for an informal discussion by emailing [greaterlincslep@lincolnshire.gov.uk](mailto:greaterlincslep@lincolnshire.gov.uk).

## Recruitment difficulties can't be ignored

The latest Quarterly Recruitment Outlook from the British Chambers of Commerce, in partnership with Totaljobs, finds that recruitment intentions strengthened in the second quarter of 2019, while difficulties finding suitable staff eased, but remain high by historic standards.

60% of UK businesses attempted to recruit new hires in the previous three months, an increase from 53% in Q1.

64% of businesses struggled to find the right people when recruiting in Q2 – a drop from 73% in Q1.

30% of employers expect to increase their workforce in the next three months, showing intentions to hire remain strong.

Based on the responses of over 6,500 businesses of all sizes and sectors, the report indicates that demand for labour remained strong in the second quarter, despite a subdued economy.

The results show 79% of hotel and

catering respondents had attempted to recruit in quarter, reflecting seasonal demand (up from 60% in Q1), although the vast majority of those (77%) were for part-time roles. The transport and distribution firms (72%) also recorded a strong appetite for labour, while ongoing issues in the retail sector were indicated in more subdued recruitment numbers (50%).

Totaljobs data shows that 147,000 applications were made to hospitality roles in Q2, and a further 1.7 million made to transport and distribution vacancies on the platform. In all, 780,000 jobs were advertised on Totaljobs in Q2 2019, with an average of 17 applications for each role advertised.

Looking ahead, 30% of UK firms say they plan to increase their workforce in the next three months, with the construction industry reporting the highest proportion of firms (38%) looking to grow their staff.



## The perfect blend: Lincoln College supports barista training



Lincoln College has partnered with Stokes in Lincoln to run a course for adults to develop their barista and customer service skills to help with employability in the city.

The first cohort of ten learners were referred to the College via the Jobcentre and have now completed a Level 1 employability qualification plus Level 2 awards in both food safety and health and safety.

They've also completed a Level 2 in Barista Skills where they trained at Stokes' coffee shop and café based at The Lawns in Lincoln – with Stokes going on to employ two students from the course.

Head of Community and Commercial at Lincoln College Sean Knight said: "We are delighted to be partnering with Stokes

Coffee and DWP to create opportunities that help individuals gain skills and experience in hospitality.

"This course provides accredited practical training in barista and customer service skills that supports individual career goals and growth in the visitor economy."

Business Growth and Marketing Manager at Stokes Samantha Pover said: "Congratulations to all the learners that took part on the course.

"Working alongside Lincoln College and the DWP has proved to be a great partnership and we're looking forward to building on the success of our first intake."

Interested in finding out more or maybe forming a partnership? Email [cec@lincolncollege.ac.uk](mailto:cec@lincolncollege.ac.uk) for more information.

## Visual Print and Design celebrate 10 years with rebrand

Award-winning Lincolnshire based print and design company, Visual Print and Design, unveiled its brand-new logo to celebrate their 10th year in business.

The move reflects the increasingly wide range of services which the company offers, whilst continuing to deliver high quality and cost-effective print and design solutions for clients across the UK.

As well as offering traditional printing and design services, at the start of the year the company invested £30,000 in a new UV print machine to help meet demand for fast and low volume branded merchandise, and the company recently doubled its floor space, taking over the entire building they currently reside in at Checkpoint Court in Lincoln.

The new logo reflects the company's mission to always offer a personal approach when it comes to their client's print and design projects and making sure that communication is always a high priority from estimation right through to delivery.

Graham Hunstone, Managing Director said: "When I set up the business 10 years ago with only £500, I didn't think I'd be in the position today with two offices, 8 employees and over 2,000 customers.



Scott and Graham, Visual Print and Design

That's why I'm so excited to unveil the new look for Visual Print and Design to celebrate 10 years - it really is a testament to my incredible team.

"In September, we'll be throwing a 10th birthday party to celebrate our success with all of our wonderful customers. Attendees of the party will be able to explore our newly refurbished office and enjoy some first-class local entertainment and food."

In the next 12 months, Visual Print and Design will be expanding their print selection to over 1000 products and investing in new machinery and employees to deal with increasing client demand.

## Rilmac welcomes new manager

Rilmac Asbestos Services are pleased to welcome Steve Monks to the team in the position of Contracts Manager.

Steve has been in the asbestos industry for 18 years, working as an Estimator / Contracts Manager for the past 16.

Steve's first job in the industry saw him move up quickly from Junior to full Estimator before progressing to the role of Contracts Manager at one of the largest asbestos firms in the UK.

Steve believes his move to Rilmac is an opportunity to be part of something special. He is looking forward helping to build a stable, productive and profitable regional office in an area he knows well. Steve aims to guide the success of Rilmac's new Manchester office, establishing the name of the Rilmac Group across the North West.

Steve is a keen, village standard cricketer during the summer months and an avid supporter of Manchester City through the winter.

When he's not at the wicket or following the Citizens, Steve aims to get in as many trips to Spain as his budget allows!



Steve Monks, new Rilmac Asbestos Contracts Manager for the North West

## Roythornes appoints experienced divorce lawyer

Experienced divorce lawyer, Neil Denny, has joined Lincolnshire-based top 200 law firm Roythornes Solicitors.

Neil joins the team from a Lincoln-based practice and, with more than 20 years' experience as a specialist divorce lawyer; he will be responsible for growing the services and client base of the family team specifically in Nottinghamshire.

He said: "I'm thrilled to join the Roythornes team; the firm is at a really exciting stage of development. Seeing a local firm make such an impact for clients

across the country is impressive and the main impetus behind my move.

"The challenge of developing the family law offering in Nottingham is really exciting and something to get my teeth into. My focus will be on building relationships with larger organisations so that they know where they can send their clients or staff for clear and practical advice. After all, family law is relevant to almost everyone at some point."

Roythornes is a top 200 law firm with strategically located offices in Alconbury, Nottingham, Peterborough and Spalding.

With particular expertise in private client, agriculture, food and property sectors it has been listed as one of the 1000 Companies to Inspire Britain by the London Stock Exchange twice in both 2017 and 2018.

Vember Mortlock, managing director at Roythornes, added: "We're absolutely delighted to welcome Neil to the team as he brings a wealth of experience and knowledge. He has written a number of books and spoken internationally about the conflict and collaboration of family law so it is a real coup to have him join Roythornes.

"This is a time of real growth for us and we are currently looking for strategic recruits across all our offices. For more information visit [www.roythornes.co.uk](http://www.roythornes.co.uk) or follow @roythornes on Twitter.



Neil Denny, Roythornes Solicitors



## Higher Court Advocate joins region's largest criminal defence team

Solicitor Christopher Hogg has joined Sills & Betteridge LLP from a leading criminal practice in Nottingham to deal with a range of complex criminal matters in the Crown and Magistrates Courts.

Chris will handle cases including murder, complex fraud, drug supply, sexual assault and offences involving serious violence. He also has a special interest in representing clients facing driving disqualifications.

Recent high-profile cases where Chris has succeeded in reducing his clients' sentences include a cultivation and possession with intent to supply cannabis case and a knife point robbery matter, both heard at the Court of Appeal.

Chris was born and brought up in Sussex and after training as a barrister and working as a legal adviser at Reading Magistrates Court he cross qualified to become a solicitor in 2004, and Higher Court Advocate in 2010.

He moved up to the Midlands five years ago with his wife and family and is excited to work as part of a busy criminal team on a large and varied caseload.

He said "I was aware of Sills and Betteridge's excellent reputation as

lawyers and employers from my time working in Nottinghamshire. I am delighted that an opportunity to join the criminal defence department arose, and I look forward to working with their clients."

Dean Bower, Head of Crime welcomes Chris "I am very pleased that Chris has joined Sills & Betteridge. I know him to be an excellent lawyer and advocate and he will strengthen an already outstanding criminal defence team."



Christopher Hogg and Dean Bower

## Fundraising after colleagues' babies born with sight problems

Two mums who had babies with serious sight problems have joined forces with their employer to raise money for Guide Dogs for the Blind.

Sarah Smith and Chelsea Challis, who work for Saul Fairholm Chartered Accountants in Lincoln, both had normal pregnancies - but their baby sons have serious sight problems.

Sarah said that, just a few hours after giving birth to beautiful Ted, she and her husband were given the shocking news that her new baby had been born without eyes.

While Chelsea discovered her son Seb has a condition which makes his vision "jump around" which will affect him for the rest of his life.

After realising that two of their employees had children with sight problems, Saul Fairholm decided to adopt a charity which could help their children in the future.

"Before Ted's birth we had been completely unaware that babies could be born without eyes," Sarah said. She explains the weeks after Ted's birth spent in hospital were extremely difficult with consultants' visits, tests and MRI scans.

"Unfortunately Ted's other health problems have made things very difficult for him. He has hypotonia (low muscle tone) which affects everything from his gross motor skills to his internal organs. Ted has had 20 operations in his four years. The majority of these have been on his eye sockets to make them large enough to accommodate prosthetic eyes."

Chelsea and her husband were devastated to be told their little boy Seb, 2, had a condition called nystagmus which means his vision 'jumps around'.

"The first thing we read about the condition was that it's incurable and that was terrifying," said Chelsea. "Thankfully, it doesn't stop Seb in his tracks - nothing seems to hold him back!"

Chelsea explained that she and her family were put in touch with Guide Dogs for the Blind for help and support.

"They are absolutely amazing," she said. "They do so much more than provide support dogs, they really are with you every

step of the way."

To get involved drop the team an email at: [enquiries@saulfairholm.co.uk](mailto:enquiries@saulfairholm.co.uk)



## Finalists announced for the East Lindsey Business Awards

The finalists for the East Lindsey Business Awards have been revealed, along with the winners of East Lindsey District Council's Favourite Market Trader Award.

The Favourite Market Trader Award for 2019 went to Taste Foods. Traders Mick and Mark regularly have their stall at Horncastle and Louth, selling their speciality low fat sausages. Mick and Mark triumphed in a hotly contested public vote beating competition from traders across East Lindsey's chartered markets. It was clear from votes that the pair's friendly, welcoming nature was just as important to customers as their sausages - with voters saying they were always greeted with a smile.

Winners will be announced at the awards presentation evening at the Petwood Hotel, Woodhall Spa on Friday 27th September.



Leader of the Council, Councillor Craig Leyland, meets Mick and Mark at their Horncastle Market Stall

Tickets for the awards evening can be purchased by going to [www.lincs-chamber.co.uk/Event/east-lindsey-business-awards-2019](http://www.lincs-chamber.co.uk/Event/east-lindsey-business-awards-2019).

Sponsorship packages are still available and anyone interested in sponsoring the awards should go to: [www.e-lindsey.gov.uk/ELBASponsorship](http://www.e-lindsey.gov.uk/ELBASponsorship)

### The finalists

#### Best New Business

Bottomley Distillers  
Coast to Country Cleaners  
Lemon Tree Louth

#### Apprentice/Young Entrepreneur of the Year

Kadie Wilkinson - Smartie Pants Day Nursery  
Susanna Waumsley - Lemon Tree Louth  
Ryan Gray - Feel Good Studio and Gym

#### Employer of the Year

Hunts Coaches  
Safelincs Ltd  
Smartie Pants Day Nursery

#### Food & Drink Business of the Year

Bottomley Distillers  
Railway Tavern  
The Stables Bar and Restaurant - Grange Farm Park

#### Independent Retailer of the Year

Croft Estate Agent  
People First Mobility  
Post and Pantry

#### Best New Product or Innovation

Bottomley Distillers  
MTAG Composites  
Scott's Precision Manufacturing Ltd

#### Accommodation Provider of the Year

Grange Farm Park  
Sycamore Farm Park  
The Elm Tree

#### Visitor Attraction of the Year

ARK  
Natureland  
Walled Garden

#### Customer Service Award

Fantasy Island  
Safelincs  
White Stuff

## James furthers his career

Surveyor James Lockwood has made a great career move by returning to his home county and joining a fast-growing firm of Lincoln-based professionals.

James, who grew up in Lincolnshire, has moved back to join the busy team at chartered surveying firm Banks Long & Co.

He has a Masters Degree in Business Management from the Royal Agricultural University in Cirencester. Before that he read History at the University of Leeds.

Before joining Banks Long & Co, James spent three-and-a-half years with Strutt and Parker in Oxford working in Land Management and Rural Consultancy.

"I was keen to move back to Lincolnshire and to build my career within the property sector. I am delighted to have joined Banks Long & Co, because it has such a strong reputation and is seeing a surge in its growth," said James.

In his leisure time, James enjoys playing tennis and golf. He is also an avid rugby fan and follows the Leicester Tigers.



James Lockwood





Kate Walshaw, The Preparation Group's Group Hire Manager has been re-elected as an HAE (Hire Association Europe) Supply Chain board member, demonstrating that she has clearly made a positive impact. In the same month, the company renewed its Hire Industry Trusted Supplier (HITS) status and for the third year running, proved its commitment to providing quality surface and floor preparation products and services as a HAE member by attaining its SafeHire Certification.

SafeHire is a continual Business Improvement program that sets and helps to maintain high standards of operation within the Hire industry. The SafeHire certificate lasts for three years but is reviewed annually, raising awareness with government and trading standards. It has mutual recognition from PQQ organisations as a pre-requisite to their accreditations and Build UK members.

Kate heads the Hire division and has been dedicated to continual improvement in quality and delivery of customer satisfaction, providing competitively priced surface preparation, removal and finishing equipment, accessories and solutions - as is at the core of this certification. Kate and her team provide a wealth of knowledge

## The Preparation Group is SafeHire certified

to benefit Hire customers and is passionate about giving the best possible service and advice.

Tracey Glew Managing Director says; 'Kate has worked hard over the last few years championing the benefits of HAE membership and the associated standards, with her customers being her number one priority and we are extremely proud of Kate's continued commitment.'

For further information visit [www.ppcgroup.co.uk](http://www.ppcgroup.co.uk) or for free advice or equipment demonstrations call 01522 561 460 / email [hire@ppcgroup.co.uk](mailto:hire@ppcgroup.co.uk).



## New LACE housing development honours popular councillor

A new £4.3m housing development for over 55s in Washingborough near Lincoln has been named Brighton Place in memory of former North Kesteven District Council Leader Marion Brighton OBE.

The road on which the homes are located is Marion Close and both names have been chosen by children from Washingborough Academy in collaboration with the parish and district councils.

Brighton Place, which is the second of three LACE Housing developments to be completed in 2019, consists of 26 two-bedroom apartments for rent and eight two-bedroom bungalows available to buy on a shared ownership basis.

The keys were officially handed over from contractors Lindum Construction in July and the formal opening ceremony is due to take place this month in September.

Marion, who passed away last year aged 88, was a former North Kesteven District Council leader and devoted more than half her life to the service of local residents and businesses and the enhancement of council operations and



Keys were officially handed over from contractors Lindum Construction

facilities.

Nick Chambers, Chief Executive of LACE Housing, said: "Our schemes are designed to enable older people to remain within their communities, maintain links with their friends and family while enjoying quality facilities and services, and Brighton Place is no different."

To find out more about Brighton Place and LACE Housing's other new developments, visit: [lacehousing.org/new-developments](http://lacehousing.org/new-developments)

## Summer lunch serves up a charity boost



BWLs focus members and guest speaker at its Summer Luncheon

More than 75 women turned-out for Business Women's Link's Summer Lunch – and served-up a fantastic £500-plus boost for charity!

Networkers caught-up with each other's news, tucked into a tasty meal at The Petwood Hotel in Woodhall Spa, and were entertained by lively speaker Carol Shakespeare-Eyley.

And they dug deep to support a raffle and "heads and tails" session to raise almost £530 for the network's chosen charity for the year, Lincolnshire YMCA.

In an inspirational and amusing

speech speaker Carol shared how she had ploughed her own career path, campaigning for the ordination of women, and rising through the educational ranks to become a headteacher and an Ofsted inspector – all whilst looking after her husband and raising two daughters – one of which is BWL's events organiser Jessica Eyley!

In addition to the fabulous lunch and bumper raffle the attendees generously supported a special initiative being promoted by BWL Corporate Member Wright Vigar.

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[www.amelio-solar-energy.co.uk](http://www.amelio-solar-energy.co.uk)



# FreshLinc to headline the South Holland Business Awards

FreshLinc, a supply chain management service provider based in Spalding, are headlining this year's South Holland Business Awards.

Taking place on 14th November 2019 at Springfields Events and Conference Centre supported by media partner; Iliffe Publishing, the awards recognise and reward outstanding businesses in the South Holland district.

Ashley Holland, Commercial Manager at FreshLinc, said: "FreshLinc are delighted to be headline sponsors of the 2019 South Holland Business Awards. We have attended the event every year for the



past five years and really value how it celebrates all the great local businesses and the people who work in them.

"FreshLinc have been delivering fresh produce, chill and horticultural products throughout the UK since 1996. It has been able to flourish because of the outstanding people it employs and the vast array of local suppliers of products

and services in the area, they themselves having grown, diversified, innovated and developed themselves with the challenges every business face.

"South Holland is truly a beautiful place to work and live, with its diverse society and a can-do attitude, we are not only proud of our local area and heritage; we are proud to sponsor this year's awards and look forward to celebrating with all the businesses and people who attend on the night."

Simon Beardsley, Chief Executive at Lincolnshire Chamber of Commerce, said: "These awards have gone from

strength to strength and this year we have ambitious plans to make it bigger and better than ever and with the support of such a prominent and thriving business like FreshLinc from the area we are excited to see what the 2019 awards have in store."

Other sponsors include; Moore Thompson, Woodhouse Farm Hotel & Spa, Duncan & Toplis, South Holland District Council, Ringrose Law, Charmed Interiors and Welland Power.

Anyone interested in entering the awards can enter by visiting [www.shb-awards.co.uk/apply-for-an-award/](http://www.shb-awards.co.uk/apply-for-an-award/)

## Shooting Star's new rising stars

Multi-award-winning PR, marketing and digital agency Shooting Star has welcomed two interns to its growing team after opening a second office in Newark.

Tatiana Davey (21) and Amelia White (22) are based at its Lincoln and Newark offices respectively.

The three-month graduate internship scheme was established nine years ago and this is the first time that the agency has taken on two interns at the same time as opposed to just one.

Tatiana achieved a 2:1 BA (Hons) in English Literature and Journalism at the University of Lincoln while Amelia secured a first-class degree in Media Communications from Sheffield Hallam University. Both will graduate later this year.

While writing for a national student newspaper, Tatiana also ran a Friday drivetime show on Lincoln radio station Siren FM, where she gained experience in broadcast journalism.

She said: "I was ecstatic when I found out I had been accepted to work for Shooting Star as it's a company I have



Tatiana Davey and Amelia White

admired for years."

Amelia White, from Retford, joined Shooting Star to gain a more detailed understanding of the world of marketing and PR.

Amelia said: "I'm really excited to have landed this role and to gain hands-on experience with the team, who are all wonderful. I have a keen interest in all things PR and marketing."

## Andrew & Co awarded specialist personal injury status

Andrew & Co Solicitors now has the most qualified personal injury team in Lincolnshire after two more members became accredited by leading professional body APIL (Association of Personal Injury Lawyers).

Laura Simpson and Anne Shillitto have both been awarded the prestigious Senior Litigator status.

To qualify, Laura and Anne had to meet extremely high standards of professionalism and demonstrate that they are experienced at identifying liability, assessing and managing risk and valuing the different types of claims.

Michael Pace, Fellow of APIL and Head of the Personal Injury team, explained: "I'd like to congratulate Anne and Laura on their fantastic achievement. This accreditation recognises their individual skills and experience and is not easily gained! No other team in Lincolnshire is as well qualified."



Laura Simpson, Michael Pace and Anne Shillitto

APIL is the leading, most respected organisation in personal injury law and has been fighting for the rights of injured people for over 25 years.

For more information contact the Andrew & Co personal injury team in Lincoln on 01522 512123 or in Newark on 01636 673743.

**POP-UP  
EXPO  
LOUTH**

**20 September, 12pm - 2pm  
Brackenborough Hotel**

**#ChamLouthExpo**

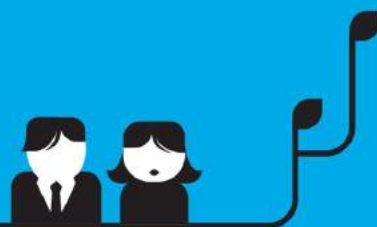
**Exhibitor places available  
at reduced rate for members  
FREE to attend as a delegate!**

**Lincolnshire  
Chamber of  
Commerce**

The Ultimate Business Network

**130 Years**  
of supporting  
Lincolnshire businesses

# Welcome to our new members



## Consistent Sales Excellence

Shakespeare Martineau

CVG Solutions

CPD Consultancy Group Ltd

Post & Pantry

Langguth UK Ltd

## Seven Districts Coffee

Marketplace Systems Limited

Grantham Street Pastors

Wilkinsons Jewellers

MD Jewellers Ltd

Walkers Snack Foods Ltd

## New Look Retailers Ltd - Skegness

TK Maxx Grantham



Lincolnshire  
Chamber of  
Commerce

The Ultimate Business Network

AS A CHAMBER  
MEMBER I'M  
WELL CONNECTED

## Chamber supports climate emergency resolutions

The City of Lincoln Council have announced a Climate and Environment Emergency for the City to tackle the problem of global warming head on.

Lincolnshire Chamber of Commerce is backing the announcement, encouraging members and the wider business community to get involved and work together to reach a carbon-free Lincoln.

Richard Jones, Chamber Assembly ambassador for a low-carbon economy and Managing Director of Amelio Energy, said: "It's vital that businesses in Lincolnshire engage with the climate change agenda and the Lincolnshire Chamber of Commerce will be fully represented on the new Climate Commission formed by the council.

"Lincolnshire Chamber of Commerce will be engaging with its members to discuss climate change over the next few months and helping the Commission



Richard Jones

develop a roadmap for helping the city achieve carbon neutrality by 2030.

"We want to work with the Commission, our members and businesses

generally to provide support and advice on the practical steps that can be taken. Many measures that can be taken – such as energy reduction – will help business efficiency as well as achieving carbon reduction targets.

"It's both right and necessary that we work together to take action in the coming few years to seek to cap temperature rises at 1.5OC to try to minimise the risk of drought, floods and heatwaves – particularly important in a county like Lincolnshire.

"We also hope the other councils in Greater Lincolnshire and the LEP support this so that we can have a co-ordinated approach across the area."

If you are interested in being involved in a taskforce group, sharing opinions and views, please contact us via email [enquiries@lincs-chamber.co.uk](mailto:enquiries@lincs-chamber.co.uk) or call 01522 523333.

## South Holland Business Awards are back for 2019

The South Holland Business Awards are back again and taking place on the 14th November at Springfields Conference & Events Centre in Spalding.

This is the 7th year that the business awards have been running, and this year we are set to be bigger and better than ever.

Supported by this year's media partner, Iliffe Media, the awards are open to both members and non-members of Lincolnshire Chamber of Commerce, and all guests will be treated to a drinks reception, three course meal and entertainment.

Simon Beardsley, Chief Executive of Lincolnshire Chamber of Commerce, said: "The South Holland business community

has a lot to celebrate and we are encouraging local businesses to enter for their chance to win one of the prestigious awards."

There are eight award categories in total which include:

**Apprentice of the Year**  
**Business of the Year**  
**Supporting the Community**  
**Excellence in Customer Care**  
**Business Innovation of the Year**  
**Small Business of the Year**  
**Business Person of the Year in memory of Phil Scarlett**  
**Food and Farming Business of the Year**

Entries are now open for all these categories, and there are plenty of

sponsorship opportunities also available.

Jeremy Ransome, editor of Spalding Guardian and Lincolnshire Free Press, said: "We are absolutely delighted to be supporting the awards this year as media partner, we have some fantastic businesses in the area and it's great that we can help shout about their achievements."

Tickets for this event cost just £35 + vat for members and £50 + vat for non-members.

For more information, to apply or to sponsor the event please visit [www.shb-awards.co.uk](http://www.shb-awards.co.uk) or contact the Lincolnshire Chamber on [events@lincs-chamber.co.uk](mailto:events@lincs-chamber.co.uk).

## Events

### Grow Your Business Using Social Media

11th September 2019 and 18th September

Time: 8.45am – 4.30pm

FREE – ERDF C4G Funded

Location: New Life Church, Sleaford

### Sleaford Business Network

13th September 2019

Time: 12.00pm – 2.00pm

Member Ticket incl. VAT: £24.00

Non-Member Ticket incl. VAT: £30.00

Location: The Agra, Sleaford

### Lincolnshire Construction and Property Network

17th September 2019

Time: 12.30pm – 2.30pm

Member Ticket incl. VAT: £13.20

Non-Member Ticket incl. VAT: £24.00

Location: Windmill Farm, Lincoln

### Louth Pop-Up Expo

20th September 2019

Time: 12.00pm – 2.00pm

Member Ticket incl. VAT: £30.00

Non-Member Ticket incl. VAT: £54.00

FREE to attend as a delegate

If you are a non-member get referred by a member to receive member rates.

### Supper Club

26th September 2019

Time: 6.30pm – 9.00pm

Member Ticket incl. VAT: £24.00

Non-Member Ticket incl. VAT: £31.20

Location: The Lincoln Hotel

### Spalding Business Network

3rd October 2019

Time: 7.00am – 9.00am

Member Ticket incl. VAT: £14.40

Non-Member Ticket incl. VAT: £14.40

Location: Woodhouse Farm Hotel & Spa

### Our annual events:

#### Select Lincolnshire Awards on 19th September at Lincoln Minster School

#### East Lindsey Business Awards on 27th September at Woodhall Spa's Petwood Hotel

#### South Holland Business Awards on 14th November at Springfields Events and Conference Centre

For more events and bookings, please see our events page:

[www.lincs-chamber.co.uk/Events](http://www.lincs-chamber.co.uk/Events)  
or call the team on 01522 523333.