



SHREWSBURY
BUSINESS CHAMBER
Chamber Magazine Issue 2 2015



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Chairman's foreword

WELCOME TO THE MAGAZINE...

As Vice Chair of the Shrewsbury Business Chamber, it is my pleasure to welcome you to this latest edition of our Magazine, which you may have noticed has grown... inside, you will be introduced to new members, articles on some of our members' successes and details of our forthcoming events.

Our popular events have given our members opportunities to meet and share best practice in varying surroundings.

Over the coming weeks and months, this continues with events including a trip around Mardol House Student accommodation, a meeting at Mercedes Benz in Shrewsbury and our ever popular breakfast meeting at the wonderful Shrewsbury Flower Show. Full booking details can be found on our website.

I hope you enjoy the Chamber Magazine, and look forward to meeting you at one of our events!



*Kevin Lockwood
Centre Manager
Shrewsbury Shopping Centres*

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On the cover

BREAKFAST IN STYLE AT SHREWSBURY FLOWER SHOW...



Members, potential members and their guests are cordially invited to attend an exclusive preview of the Shrewsbury Flower Show on the first morning of this prestigious event.

For only £15, members will not only get to see the show before the general public are allowed in, at 8am on Friday 14th August, they'll also get to chat informally with members and other guests for breakfast. Show tickets will be sent out to you in advance, so we can meet up at the showground for breakfast at 8am. Afterwards, you'll be able to relax and enjoy the Flower Show for the remainder of the day, if you wish.

Guests and other non-members of the Chamber will also be able to enjoy the same privileges for only £20 - we're grateful to the Shropshire Horticultural Society for enabling us to make this amazing offer. Visit the events page on www.shrewsburybusiness.com to book.

Members' networking

... WHILE SALOP LEISURE HOSTS SUMMER NETWORKING EVENING & BARBECUE



Salop Leisure recently hosted a second business networking event and barbecue at its 18-acre caravan showroom and specialist plant centre, 'Love Plants', near Emstrey Island, Shrewsbury for Chamber member and guests. The event again attracted over 50 attendees, which together with the amazing food laid on by the facility's 'Love Coffee' restaurant made it as successful, if not more so, than the previous one.

Salop Leisure has been a member of Shrewsbury Business Chamber for many years, as well as having been actively involved in the Chamber's Executive Committee.

'Love Plants', the company's specialist plant centre which was opened two years ago, took Salop Leisure's investment in its company's headquarters to £10 million in just over six years. The company opened a £1 million 11-acre holiday home village and secure caravan storage facility, and saw the opening of a five-pitch park for touring caravans, motorhomes and campers.



New member feature

WELCOME TO OUR NEW MEMBERS...

Shrewsbury Business Chamber has been representing businesses in the Shrewsbury area since 1903. As the main platform for businesses, membership of the Chamber is open to all business types. We recognise that the economy is a difficult one so we have kept our fees to a minimum, ensuring good value and good

services for members. We've introduced a new pricing structure so that home-based businesses can enjoy the benefits of full Chamber membership for a trial period of 12 months at a reduced rate, while student membership is free. For full details of our membership rate pricing structure, please see our website.

Practical Business Works



Practical Business Works
Telephone: 07939 107676
www.hapbw.co.uk



Practical Business Works is a business consultancy set up in 2014 by Heather Acheson.

Originally from Northern Ireland, Heather has more than 30 years' varied work experience in the private and public sectors and brings a wealth of knowledge and understanding to her work. Based in Shrewsbury, Heather is committed to supporting local businesses of all sizes, with her unique range of bespoke services. She specialises in process engineering, continuous improvement activities and communications. Recent work includes a file naming project with a large local law firm, to streamline and standardise how around two hundred staff name and save network files.

Heather's ethos is to provide her clients with services that not only reap benefits for the employer, but which also truly enhance and improve the working lives of employer and employees alike.

Heather helps make your day-to-day operations work better for you, better for your staff and better for your business.

Practical Business Works!

The Trevor Osborne Property Group is a private company operating under the chairmanship of Trevor Osborne.

The company, which is owned by its Chairman and Family Trusts, was founded in 1973 and has undertaken a large number of high quality development projects, many of which involve both historic buildings and local authority partnerships with an emphasis on mixed use environments. Typical projects range from £2 million to £50 million in value.

The company has a detailed understanding of working relationships with local authorities necessary to deliver partnership projects, and has a recognised expertise in complex developments linking public and private sector interests. Whilst the company is predominantly engaged in development, it also manages a number of investment properties in its ownership or in the separate ownership of its shareholders.

Company-owned properties include retail investments, the Plymouth University Business School in Plymouth, the award-winning Oxford Castle Project and substantial property holdings in Cornwall through its subsidiaries, including The Porthleven Harbour & Dock Company. The latter owns and operates the harbour, and offers holiday cottages.

The company, in a joint venture with Eric Grove, has recently bought the former gaol, The Dana in Shrewsbury, a Grade II listed building. Plans are being worked up to create the Shrewsbury Walled Garden, within which historic buildings will be restored and adapted to a mix of appropriate uses.

Trevor Osborne Property Group



The Trevor Osborne Property Group
Telephone: 01225 832302
www.topgroup.co.uk

LANYON BOWDLER EXPANDS SHREWSBURY OFFICE



David Brammer



Sarah Cox



Sian Samuel

The commercial team at Lanyon Bowdler's Shrewsbury office has expanded with the addition of three new lawyers; David Brammer, Sarah Cox and Sian Samuel.

David will head up the planning and environmental team. He will represent developers, educational institutions, lenders and individuals in a wide range of development-related issues, including planning enforcement and litigation.

Sarah Cox, who qualified as a solicitor in Shropshire in 2007, also joins Andrew Evans and Cindy Wright

in the commercial property team at the Shrewsbury office. Sarah, who specialises in landlord and tenant law, freehold acquisitions and commercial refinancing, said it was fantastic to return to her roots and the town where she began her career.

Meanwhile, Sian Samuel re-joins the firm to work as a specialist in commercial dispute resolution. Sian, who began working for Lanyon Bowdler in 2006, left in 2012 to broaden her legal knowledge. She said she was delighted to be back where she started her legal career.

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Members' networking

MEMBERS' TOUR OF MARDOL HOUSE

Thanks to Willmott Dixon, Shrewsbury Business Chamber has managed to organise a free tour of Mardol House - the newly-refurbished student accommodation block attached to the Market Hall - before its occupation by students of the University Centre Shrewsbury this September.



Two one-hour tours will take place: at 5pm and 6pm on Thursday, 6th August. As only 20 visitors can be accommodated at any one time, this tour is strictly limited to members of Shrewsbury Business Chamber only.

The building - which also includes Shrewsbury Market Hall - celebrates its 50th anniversary this year. Visitors on the day will not only be able to see the progress of the interior refurbishment, they will

also be able to enjoy the stunning views across the rooftops within the River Severn loop, such as the one below.

This visit is organised on a first come, first served basis to members of the Chamber only. All you need to do is register via the events page of the Chamber website www.shrewsburybusiness.com/events.

As Mardol House will still effectively be a building site, all visitors will need to wear sensible footwear



(no high heels!), and wear the hi-vis jackets and hard hats provided.

Members' networking

CHAMBER NETWORKING EVENT CALENDAR

Our most up-to-date calendar of networking events can be found on the events page of our website, www.shrewsburybusiness.com. Bookings for all events to be made via the links to Eventbrite.

From August 2015, the Chamber has made the decision to introduce a small charge at networking evenings for guests and non-members, to cover our administration and catering charges.

<i>Date</i>	<i>Event</i>	<i>Venue</i>
Thursday 6th August 2015	Members' tour of Mardol House	Mardol House - meet at Willmott Dixon site office, Shroplatch at 5pm/6pm
Friday 14th August 2015	Flower Show networking breakfast	Shrewsbury Quarry Park
Wednesday 16th September 2015	Annual General Meeting, with guest speaker (tbc)	Origins Restaurant
Wednesday 21st October 2015	Members' networking meeting, focusing on automotive/production	Shrewsbury Mercedes-Benz dealership
Wednesday 11th November 2015	Members' networking meeting, with guest speaker Shropshire Council leader Cllr Keith Barrow	tbc
Wednesday 16th December 2015	Chamber executive committee Christmas dinner	Prince Rupert Hotel
Wednesday 20th January 2016	Members' networking meeting, with guest speaker Trevor Osborne talking about his plans for Shrewsbury Prison	tbc
Wednesday 17th February 2016	Members' networking meeting, with guest speaker talking about broadband options for the area	tbc

Members' news

CARAVAN DEALERSHIP BRINGS THE WORLD INSIDE WITH £100K FACELIFT

Six hundred square meters of artificial grass from Holland has been imported by award winning Shropshire caravan and motorhome business Salop Leisure to give its headquarters a £100,000 makeover. The new look showroom was completed in time for the West Midlands Caravan and Motorhome Show at the end of April and was very well received by the thousands of visitors.

The artificial grass has been used to create a natural, caravan park setting in the showroom for touring caravans, motorhomes and caravan holiday homes, in effect bringing the outdoors inside.

In addition to the grass, the showroom and offices were redecorated and refurbished with new furniture, Love Coffee restaurant restyled and the customer toilets upgraded.

Salop Leisure's chairman Tony Bywater said the company had no intention of resting on its laurels after winning the coveted UK Caravan Dealer of the Year award from Practical Caravan magazine for the second time in three years. The company, which has been in business for 49 years, employs 140 people at sales centres in Shrewsbury, Machynlleth and Stourport-on-Severn.

"Salop Leisure has always been renowned for quality but we must endeavour to move forward all the time and that's why we updated our premises," said Tony. "We cannot stand still if we are to remain the best in the industry. We host a Shropshire Council tourist



information centre at our headquarters, so it's vital that our own customers and tourists have a high quality experience when they visit us."

Salop Leisure, which moved its headquarters to Emstrey, alongside Shrewsbury bypass in 2006, enjoyed its most successful year for a decade in 2014 and is predicting an even busier new year. For example, the recent caravan and motorhome show attracted 2,000 more visitors than last year and takings were up in most departments.

The company is a one-stop shop for customers, who are able to buy, service, repair and store their caravans and motorhomes in Shrewsbury.

Business news

AUTOMOTIVE BUSINESSES URGED TO IDENTIFY SECTOR SKILLS ISSUES

Business in Shrewsbury involved in the automotive supply chain are being urged to support a new initiative to help identify sector skills issues. The Automotive Industry Partnership (AIP) is conducting a survey of the sector which will support the roll-out of a new £30m scheme to address skills gaps, increase graduate recruitment and the number of apprenticeships on offer.

The Marches Local Enterprise Partnership (MLEP) is supporting the call from the AIP, which includes employers such as Jaguar LandRover, Ford and BMW, with the sector aiming to recruit 10,000 apprentices and 2,000 graduates by 2018.

Gill Hamer, Director of the Marches LEP, said: "The automotive industry currently produces 1.6 million vehicles each year which is expected to rise to more than two million by 2017. This will have a positive impact on the many businesses in the Marches directly involved in the industry, with a number of Tier 1 and 2 suppliers based in Herefordshire, Shropshire and Telford & Wrekin.

"The sector needs to hear from businesses in the supply chain to understand what current and future jobs and skills shortages they have, so it can plan a strategic approach and prioritise future investment."

The AIP survey can be completed online, or through a face-to-face interview. To get involved, please visit www.automotiveip.co.uk.

A green and white advertisement for 'Love Plants'. At the top is a heart-shaped logo with the text 'Love Plants' and 'A plant centre with a difference'. Below this, it says 'Shropshire's Premier Plant Centre at Salop Leisure Shrewsbury'. There are three bullet points: 'Plant selection from £1.50-£3,000', '2 Acres of Plants', and 'Local Delivery available'. It also mentions 'In association with' and shows logos for 'Derwen Garden Centre' and 'Dingle Nurseries & Florists'. There are social media icons for Twitter (@LovePlantsSalop) and Facebook (loveplantsshrewsbury). A circular badge says 'OPEN 7 DAYS!'. At the bottom, it gives the website 'www.love-plants.co.uk' and the phone number 'Tel: 01743 282 434'.

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Business news

UKCP LETS 30,300 SQ.FT. RETAIL SPACE TO PRIMARK AT CHARLES DARWIN CENTRE

UK Commercial Property Trust Limited has announced that it has let a 30,300 sq.ft. (net sales area) store over two levels at the Charles Darwin Shopping Centre to international fashion retailer Primark.

Confirmation of the centre's new anchor tenant triggers a £12 million investment programme by UKCPT that will include fit out of the new store and transform the shopping centre's public areas with new floors, ceilings and lighting.

The store, which is Primark's first in Shrewsbury, is a reconfiguration of nine existing units. A comprehensive fit-out is to be undertaken, creating a modern new shopping environment.

The letting continues UKCPT's strategy of rebuilding income and footfall in the Pride Hill and Charles Darwin shopping centres by securing an attractive line up of tenants, filling remaining vacant units and modernising public areas. At the Riverside Mall, UKCPT has been working with Shropshire Council and the Image Match Community Infrastructure Company to fill units and draw shoppers with temporary occupiers, including social and community enterprises, while the redevelopment of Riverside Mall remains under review.

Members' news

NEW PUBLIC HEALTH GUIDANCE COULD BOOST BUSINESS

An employment expert is urging Shropshire businesses to follow new public health advice to help boost their business.

Amber Bate (pictured right), an employment lawyer with FBC Manby Bowdler, said the latest guidance from the National Institute for Clinical Excellence (NICE) provided valuable insights for employers to shape their workplace policies and improve productivity.

In the recently published guidance, NICE calls on employers to do to more to address poor working environments. It says tackling issues like long and irregular hours, discriminatory practices and bad management can lead to a happier and more productive workforce.

The new guidance on workplace policy and management provides advice on how to develop the culture of an organisation to create a positive environment and is aimed at employers, managers and employees.



Amber said: "An unhealthy workplace environment can have a devastating effect on your business. Each year more than a million people in the UK experience a work-related illness. This leads to around 27 million lost working days a year, costing the economy an estimated £13.4 billion.

"All businesses, regardless of their size, should have a clear set of employment policies, such as anti bullying and anti harassment policies, that create a positive culture in the workplace.

"Clear sickness absence and capability policies will also assist employers in addressing any absences at an early stage. If employees are happy and healthy, it leads to a more productive environment.

"If an organisation has clearly communicated policies and procedures, it also leaves them less open to discrimination claims or tribunal hearings. Staff will know what to expect and feel that their views will be taken into consideration and valued."

Members' news

CHILDREN'S PAINTING REACHES NEW HEIGHTS

Children attending the Column Nursery in Bell Lane, Shrewsbury have been enthralled with the daily developments of the Severnside housing development next door. The children were fascinated watching the JCBs and cranes at work.



Sepp Sargeant & Dylan Parker hands on with children's slate painting

Dylan Parker, Site Manager for SJ Roberts, said: "The children have been coming to the fence to watch us work and give us a wave, so we tried to think of a way they could be involved. We came up with the idea the children might like to paint some roof slates."

After a discussion with Nursery Manager Kay Rogers, fifteen roof slates, along with child-friendly paint, were supplied to the nursery for the children to get creative with. The slates will then be used to finish the roofs of the new houses.

Kay said: "We've talked a lot with the children about how the houses are built, and what roof slates are and how they protect houses from the weather. The children have enjoyed getting the paint brushes out - adding their special touches to the building site. It will be exciting to see them being taken up to the roof."

Sepp Sargeant, Head of Development at Severnside Housing, said: "This was a great initiative by Dylan and SJ Roberts, and hopefully it will inspire some of these youngsters to come into the building trade when they grow up!"

Members' news

SALOP DESIGN RECEIVES MANUFACTURING EXCELLENCE AWARD

Shrewsbury Business Chamber member Salop Design & Engineering was recently presented with the 2015 Shropshire Business Award for Manufacturing Excellence.

This award is presented to a manufacturing company or plant that best demonstrates a continuous improvement to achieve world-class manufacturing standards.

Salop Design & Engineering is a privately-owned company, based in Shrewsbury, Shropshire. All of its manufacturing activities take place in its modern, purpose-built factory situated on the outskirts of Shrewsbury. Currently employing up to 100 members of staff, Salop Design & Engineering specialises in the production of metal pressings and assemblies which are manufactured for a wide variety of marketplaces. The company has been in existence for nearly 50 years, and has built up an enviable reputation for quality metal pressings and assemblies supplied to the automotive and non-automotive industries in the UK, and also currently exporting to Germany, Americas and Brazil.



Chris Greenhough (l) & Richard Homden (r) receive their Award

Members' news

TWO FAT RASCALS SUPPORT SEVERNSIDE HOUSING

Severnside Housing offers a host of ways to help people get online. One of their new ventures to make the digital world accessible to all is through the Two Fat Rascals Café in the Riverside Shopping Centre.



Karen Brunt, owner of the café, welcomes Severnside's digital team every Monday, providing tea and coffee for customers who come in to gain help and advice on using computers and the internet, or who want to get involved with Severnside's Learn My Way digital programme. Karen says the ethos behind the Two Fat Rascals Café is to provide a base for community activities and workshops. She believes everybody benefits from having access to the internet, not only because of claiming benefits, but as a way of keeping in touch using programs such as Skype and Facebook.

Employees of the Two Fat Rascals have also been helped by Severnside's digital initiative and Online Learning Programme, allowing them to study and complete skills certificates in health and safety, food hygiene and cooking in a supported environment.

Thank you to all those who have contributed to this issue of the Shrewsbury Business Chamber Magazine. The opinions expressed in this magazine do not necessarily represent the views of the editor, or those of Shrewsbury Business Chamber. The articles or photographs appearing within this magazine must not be reproduced without the written permission of the author and the Shrewsbury Business Chamber Executive Committee. Shrewsbury Business Chamber accepts no responsibility for any loss suffered by any reader as a result of any notice, article or statement.

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