



Atlas Observer

Wirral's new business magazine

www.atlasbusinessclub.com

OUR NEXT
EVENT
27th February
at 17:30

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OUR NEXT
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In May 2012, three Wirral businesses came together to launch Atlas Business Club. Artemis Media, Mills Media and McEwan Wallace formed Atlas to bring together MDs, Directors and Financial Directors of Wirral headquartered businesses, together with Executives who operate in Liverpool and the North West but who reside in Wirral. The purpose of Atlas is to act as a platform to lift Wirral business and facilitate business opportunities. To date, Atlas has been a huge success. Our invite only events have attracted high level speakers from organisations such as Peel, Cammell Laird and Quilter and each event has attracted over 70 delegates from a broad cross section of organisations such as Hill Dickinson, Fleetsolve, Stiebel Eltron UK and Bagnall & Morris (Waste Services) Limited.

As the Atlas Business Club continues to grow, we are delighted to announce the launch of the inaugural Atlas Observer. The Atlas Observer is Wirral's own business magazine which will promote our businesses and our individuals.

We believe that the Wirral is a great place to work. The peninsula is home to globally recognised names such as Typhoo Tea Ltd,

Bristol Myers Squibb, Unilever Research and Development Ltd, Cammell Laird and Stiebel Eltron UK. The Wirral Waters scheme is an 18 million square foot regeneration scheme which will transform the future of Wallasey and Birkenhead and lead to the creation of more than 20,000 jobs. Wirral has a wealth of talent, and huge scale regeneration and business expansion is on the horizon. Now is the perfect time to promote Wirral to a wider audience and we believe that the Atlas Observer is a fantastic platform to do so.

The magazine will be a quarterly business publication and the Atlas editorial team welcomes your news stories. We want to include as many stories as possible so please contact Artemis Media with your business news.

We would like to invite you to our next event. In the meantime we wish you all a very Happy Christmas and prosperous New Year.



And Now For The Good News

CHRIS JOHNSON IS MANAGING PARTNER AT SMITH AND SONS PARTNERSHIP. HERE HE LOOKS AT THE WIRRAL PROPERTY MARKET.

Having been bombarded with stories of doom and gloom for the last five years, it might be uplifting to relate that there are things happening in the Wirral property market and foundations are being put in place for substantial regeneration in the coming years.

The lack of suitable bank finance is not going to change in the foreseeable future, although surveyors are reporting an increase in the number of bank valuations being prepared both for new and existing businesses. Auctions are also a barometer of the market and offer an ideal way of getting the best price in a given timescale.

MD Insurance recently completed a lease on 35,000 square feet of office space at Shorelines in Birkenhead. This is one of the largest office lettings in the area for some considerable time and is an expression of confidence about the immediate future in this sector of the market.

Peel Holdings is on site to carry out remediation works prior to the construction of the International Trade Centre where it is anticipated that Phase One will be underway next year ready for delivery in 2014. This project kick starts the Wirral Waters development and with outline planning permission already granted, marketing is underway to attract the appropriate occupiers.

The local Enterprise Partnership in conjunction with Peel Ports is actively and enthusiastically promoting our area as a centre in which to do business. In fact, there are many people working behind the scenes to promote this area as a location to live and do business. This will pay dividends and we should be confident of the medium term future once we have weathered the current unpleasantness.

Autumn Statement

ALASTAIR GOULD, MCEWAN WALLACE CHARTERED ACCOUNTANTS & BUSINESS ADVISERS, LOOKS AT THE BUSINESS REACTION TO THE AUTUMN STATEMENT

Business groups have given their reactions to Chancellor George Osborne's 2012 Autumn Statement, with many welcoming the measures on capital allowances, together with the confirmation of a new £1bn Business bank, and the cancellation of the 3p rise in fuel duty planned for January.

The Federation of Small Businesses (FSB) also welcomed the announcements on transport infrastructure and ultra-fast broadband.

However, the FSB expressed disappointment that the Chancellor did not extend the regional national insurance contributions holiday to all UK small firms, and has called on Mr Osborne to reconsider the issue in his 2013 Budget.

Meanwhile, John Cridland of the Confederation of British Industry welcomed the Chancellor's Statement, commenting, 'The Chancellor has stuck to his guns on deficit reduction – avoiding deeper cuts or more borrowing in order to retain international credibility'.

However, Mr Cridland said that businesses 'now need to see the Chancellor's words translated into building sites on the ground'.

The British Chambers of Commerce acknowledged the focus on investment incentives, but warned that the revised forecasts from the Office for Budget Responsibility (OBR) remain 'ambitious', comparing the OBR's growth predictions of 1.2% for 2013 and 2% for 2014, with their own predictions of 1% and 1.8%, respectively.



£43million development for Bromborough

WIRRAL-BASED AINSLEY GOMMON ARCHITECTS HAS SECURED OUTLINE PLANNING PERMISSION, AGAINST COUNCIL POLICY, FOR A £43M MIXED-USE DEVELOPMENT IN BROMBOROUGH POOL. THE SCHEME WILL BE PREDOMINATELY MADE UP OF INDUSTRIAL BUILDINGS AND OFFICES, BUT WILL ALSO SUPPORT THE ADJACENT RESIDENTIAL CONSERVATION AREA, CREATING A FULLY SUSTAINABLE DEVELOPMENT.

The 36 acre site was formerly home to CRODA International, a global manufacturer of speciality and oleochemical products. This closed in 2009 as it was no longer viable to continue with its existing use.

The site now contains a listed building, some original factory buildings and accommodation, as well as a number of more recent office buildings. It is also adjacent to a residential conservation area and the site of a scheduled ancient monument.

Ainsley Gommon Architects is a leading practice of architects, landscape architects and urban designers with a focus on housing, urban regeneration and education. The practice, which has a clear agenda to promote sustainability and environmental responsibility in the design of buildings and landscapes, plans to address some of the complex constraints of the project by zoning the site.

Alf Plant, Director at Ainsley Gommon Architects, said: "We place holistic sustainable design at the centre of all our projects and ensuring the green credentials of our proposals is always paramount.

"The new mix-used site will retain, restore and open up access to the listed building and incorporate a pocket-park adjacent to it, as well as reinstating the river bank wetland environment."

West Cheshire Cleaning Services secures new accreditation.

THE WALLASEY-BASED BUSINESS, WHICH OFFERS A FULL RANGE OF INDUSTRIAL AND DOMESTIC CLEANING, WASTE MANAGEMENT AND FACILITY MANAGEMENT SERVICES, IS NOW IN ITS 40TH YEAR OF BUSINESS WITH CLIENTS INCLUDING EA TECHNOLOGY, DAIRY CREST, DECOMA, MAGNA INTERIORS AND THE NHS.

Director, Mr Stace Conroy, said: "We are delighted as this is a leading industry accreditation, demonstrating our credibility and reinforcing our reputation for maintaining high H&S standards across the board.

"We work across a wide range of sectors, providing cleaning services for the commercial, industrial, social housing and public sectors – St John's Ambulance and the North West Ambulance Service are also clients."



Liz Dicastiglione

Tranmere Rovers are looking to sign up local businesses to be part of a winning team.

THE NPOWER LEAGUE ONE HIGHFLYERS HAVE CREATED A SET OF HALF-SEASON SPONSORSHIP AND CORPORATE HOSPITALITY PACKAGES FOR WIRRAL FIRMS TO GET INVOLVED IN THE EXCITING TIMES AT PRENTON PARK.

Liz Dicastiglione, TRFC's Commercial Sales and Business Development Manager, said: "We have what we believe are great sponsorship opportunities with the ability of reaching a captive audience of thousands of people at every home game.

"The club is also proud of our corporate hospitality, giving businesses the chance to entertain clients and reward staff in our Directors' Box with excellent food and drinks facilities, as well as offering exclusive use of our Media Suite with panoramic views over the pitch. Our membership packages in the Dixie Dean suite are also great value for money with fantastic facilities." Ring Liz D on 0151 609 3390 or email lizd@tranmererovers.co.uk.



Weathering stormy conditions

A LIVERPOOL INSURANCE BROKER IS URGING LOCAL BUSINESSES TO REVIEW THEIR COVER IN ORDER TO PROTECT AGAINST THE STORMS HITTING MERSEYSIDE WHICH HAVE BEEN THE WORST IN 30 YEARS.

The Association of British Insurers recently found hundreds of thousands of homes and business premises are at risk of flooding each year and that many home and business-owners do not have adequate cover for their properties.

Coulter Hurst & Co says that insurers across the country are geared up to dealing with claims for storm damage and their main priority is to ensure that anyone who suffers damage gets their claim dealt with as quickly as possible.

Charles Hurst, Managing Director at Coulter Hurst & Co, said: "Ensuring that your business has sufficient cover is crucial in order to protect against storm damage.

"We are also advising our clients to sign up to flood warnings, keep a close eye on local weather forecasts and to put together a flood plan outlining strategies to ensure the safety of your employees and minimise business disruption.

"Business owners whose premises have suffered damage should contact their broker as soon as possible for advice and to get the claim moving.

"If necessary, arrange for any temporary repairs to stop the damage getting worse and keep the receipts as they will form part of your claim."

If you are concerned about the insurance implications noted here please visit www.coulterhurst.co.uk and review our guidelines or call on 0151 255 1999.



Martin Baines, CEO

Quilter and Cheviot join forces

QUILTER & CO. LIMITED (QUILTER), THE SPECIALIST PRIVATE CLIENT WEALTH MANAGEMENT BUSINESS, HAS ANNOUNCED THAT IT HAS SIGNED AN AGREEMENT WITH FELLOW INDEPENDENTLY OWNED DISCRETIONARY INVESTMENT FIRM CHEVIOT ASSET MANAGEMENT TO COMBINE THEIR TWO BUSINESSES.

The transaction, which has been funded by Quilter's European private equity firm owner, Bridgepoint, is subject to regulatory approval but is likely to complete at the end of the year.

The combined business, which will be known as Quilter Cheviot, will have total assets under management of more than £12 billion, most of which are discretionary portfolios run on behalf of private clients, charities and trusts, pension funds, corporate bodies and life companies.

Quilter has 385 staff based in thirteen locations in the UK, Jersey and Ireland. Cheviot has 139 partners and other staff in offices in London and Liverpool. The combined group will be run by CEO Martin Baines, Quilter's current Chief Executive. Cheviot CEO Michael Kerr-Dineen will join the holdings board of Quilter Cheviot and act as a senior adviser to the firm.

Martin said: "We have made no secret of our intention to join forces with complementary businesses to accelerate our growth and there is a really strong fit between the two firms. The many synergies will benefit all of our clients and, as a combined business managing over £12 billion of assets, we will have the scale and resources to be an even more powerful contender in the private client wealth management sector."



Mills take centre stage

CREATIVE PRODUCTION HOUSE MILLS MEDIA GROUP IS CELEBRATING A SUCCESSFUL YEAR OF TRADING HAVING WON 80 NEW CLIENTS AND SEEN A 40 PER CENT INCREASE IN ORDERS PLACED COMPARED TO THE SAME PERIOD IN 2011.

The company has staged major conferences and events for several multi-national clients including Biba Medical, the Royal Statistical Society, British Cycling and the Credit Services Association. It has also worked on many exciting projects closer to home such as the inaugural Liverpool Music Awards and the Lord's Taverners Sporting dinner.

Furthermore, the company has seen steady growth in its video and exhibition divisions and has worked on a wide range of projects for high-profile local and national clients including the Billington Group, Peel Ports and Silva Timber.

Andrew Mills, Managing Director at Mills Media Group, said: "Earlier this year we even expanded our exhibition stand portfolio with the launch of a custom-built timber stands service. This will enable us to be more flexible and reactive in terms of delivering what our clients want.

"Exhibitions are another great way of putting our region at the forefront of people's minds. We have constructed over 80 exhibition stands this year and over the last 12 months have seen a sharp increase in demand from both existing and new clients. Clearly, customers are seeing the value in showcasing their businesses in this way and getting a considerable return on investment.

"We have also welcomed considerable growth in our business TV department. Business TV allows the delivery of information, undiluted and unedited, directly to a specific target audience, in a single broadcast, wherever they are located. Many of our clients, including the NHS, BT and Cammell Laird, are choosing to utilise broadcast media in this way to deliver their key messages.

Mills Media Group employs 19 staff and is one of only a handful of company's in the region to offer conference production, exhibition services, creative design, video production and photography from one location.



PlumbNation expands

THE UK'S LEADING ONLINE HEATING AND PLUMBING WHOLESALE, PLUMBNATION LAUNCHES ELECINATION.

ElecNation will provide a comprehensive range of electrical, lighting and security systems for the home.

Managing Director, Royden Evans, said: "PlumbNation is continuing to buck the economic trend.

"We are very pleased with the end of year results, as once again the business has continued to grow in the face of the recession. We have a robust long-term plan which will enable us to enhance our current offering to customers and capitalise on opportunities in other markets.

"The launch of ElecNation forms a key part of our business plans to be able to provide customers with the vast majority of their requirements for the home.

"We want to become the one-stop shop for home improvement. Whether someone is renovating, refurbishing or building a new home, they will be looking for products sold by PlumbNation and now ElecNation.

"We have been working around the clock to bring the website up to optimum standard and ensure that we have the widest range of quality products available, from all the top brands. Our mission is to make the buying process as straightforward as possible for our customers with a user friendly and accessible website." www.elecination.co.uk www.plumbnation.co.uk



Argyle Electrical achieves Safe Contractor quality mark

BIRKENHEAD-BASED ELECTRICAL SPECIALISTS ARGYLE ELECTRICAL SAID THEY ARE DELIGHTED TO HAVE ACHIEVED SAFE CONTRACTOR ACCREDITATION.

The firm, which launched 15 years ago, has been working hard for the past six months to become an Approved Member of Safe Contractor, one of the fastest growing health and safety schemes in the UK.

Director, Gary Murray said: "The accreditation will enhance Argyle Electrical's standing as a credible contractor in the face of increased competition for tenders.

"This is a well recognised mark which is now used by many large organisations as a way of obtaining competent contractors. We know from speaking with clients such as hospitals, schools, RSLs and larger commercial contractors, that accreditation such as Safe Contractor can give a business in our industry the edge.

"This has not just been a simple box ticking exercise; we have had to demonstrate through our installations and administration procedures that we maintain a high standard of workmanship and adhere to all Health and Safety regulations."

Argyle Electrical provides a range of electrical installation, testing and maintenance services in the commercial, industrial, leisure and public sectors. Clients include Jewson, Smith & Son Property Consultants, Birkenhead Park Visitors Centre and Port Sunlight Village.



Peel Ports collaboration boosts jobs

PEEL PORTS MERSEY HAS SIGNED UP TO PARTNERSHIP AGREEMENTS WITH LIVERPOOL COMMUNITY COLLEGE AND MERSEY MARITIME GROUP.

The Ports group, which operates the Port of Liverpool and the Manchester Ship Canal, says the agreements underline its commitment to provide job-specific training and employment opportunities in the maritime and other growth sectors within the Liverpool City Region.

Peel Port's new development – the in-river container terminal Liverpool2 – is set to create in the region of 5,000 jobs. The focus of Peel Port's partnership with Liverpool Community College and Mersey Maritime Group is to ensure that the local skills base matches employment opportunities as jobs come on stream.

Gary Hodgson, Managing Director of Peel Ports Mersey, said: "Investing in a highly skilled workforce is key to our business development strategy. Our collaborative relationship with Liverpool Community College and Mersey Maritime Group means we can offer local people access to exactly the kind of specialist training and qualifications that will make them work-ready for the maritime and logistics sector.

"This is a transformational and exciting time for the Port of Liverpool in terms of our ability to be a creator of wealth and prosperity for the region. Work is about to start on our £300m deep water container terminal, Liverpool2, which will be operational in 2015 and will generate thousands of jobs over a twenty year period.

"By partnering with local education providers we are laying really solid foundations on which we can build a sustainable and thriving future."



Cammell Laird builds vessels for Western Ferries

BIRKENHEAD-BASED SHIPYARD AND ENGINEERING FIRM CAMMELL LAIRD HAS BEGUN ITS WORK TO BUILD TWO NEW VESSELS FOR SCOTTISH BASED FERRY OPERATOR WESTERN FERRIES.

Western Ferries has announced that the completed vessel will be named Sound of Seil, continuing its tradition of naming ferries after Scottish Sounds. Its sister vessel, which is also under construction, will be called Sound of Soay. Both vessels are due to be handed over to Western Ferries in late summer 2013. These ferries will be used on the company's service between Dunoon and Gourock which provides a strategic link between the West Coast of Scotland and the Central Belt. Western Ferries Chairman, Alistair Ross, said: "This is the beginning of a journey which we believe will make a massive difference to our company and the local community for many years to come. These vessels represent a major investment in our service and will enhance the travelling experience for our passengers. The new ferries will be bigger, faster, more efficient and more comfortable than the vessels they are replacing. Capacity will be increasing by 20 per cent to facilitate the expected growth in vehicle numbers. In terms of the environment they will be at the cutting edge of the latest engine technology, thereby reducing fuel usage and emissions."

Cammell Laird Chief Executive John Syvret said: "The contract again reinforces Cammell Laird's status as one of the most competitive shipyards in Europe for ship repair, conversion, refit and building."



MARTIME & INFRASTRUCTURE



Intellectual Property – a business must

ROSS WALKER IS PARTNER AT FORRESTER LLP. HERE HE EXPLAINS WHY IT IS CRUCIAL FOR BUSINESSES TO LEGALLY PROTECT THEIR ASSETS.

Almost every product or service in the engineering and manufacturing sectors is legally protected through the acquisition of IP rights. Regardless of which sector your business is in, you are more than likely using and creating intellectual property. However despite this, many businesses are still not protecting their most valuable assets such as trade names, confidential business information or new products and/or processes.

Intellectual property can assist you in almost every aspect of your business development and competitive strategy, from product development to marketing. It is also an integral factor if you are considering exporting or expanding your business abroad.

Furthermore, trade marks allow your customers to distinguish your products and services from your competitors. Whereas, if your company has invested heavily in research and development, patent protection helps in recovering development costs and increasing return on investment.

If someone then does use your IP without permission, then by way of your acquired IP rights, you can stop them and claim remedies such as an injunction and/or damages for any loss arising from the unauthorised use. Although in many cases it is better to try and negotiate a solution to illegal use with the infringer before taking legal action.

In an increasingly knowledge-driven economy and online trading environment, intellectual property is a key consideration for any type and size of business. Trade marks, patents, copyright and designs are fundamental to the protection of an organisation's investment into research and development, marketing and creativity.



Hillyer McKeown voices concerns over owner-employee contracts

LAW FIRM HILLYER MCKEOWN HAS EXPRESSED ITS CONCERNS OVER GEORGE OSBOURNE'S PLANS FOR A NEW KIND OF EMPLOYMENT CONTRACT.

Under 'owner-employee' contracts, employees will give up their rights on unfair dismissal, redundancy and the right to request flexible working and time off for training. They will also be required to provide sixteen weeks' notice prior to returning from maternity leave, instead of the usual eight.

In exchange, they are given between £2,000 and £50,000 of shares that are exempt from capital gains tax.

Lindsey Kidd, Employment Partner at Hillyer McKeown, said: "The general thinking is that this may be another Government initiative which is at risk of being shelved before it gets off the ground. Certainly, unions and employee representative bodies are likely to be against the proposed changes as some of the employee rights which will be forfeited are the lynch pins of statutory entitlement."

Anton Stirett, Corporate Partner at Hillyer McKeown, added: "These proposals bring into play wider questions such as what happens to the shareholding in the event the 'owner-employee' is dismissed? It is said that protection mechanisms will be put into place so the employer has to buy back the shares at a reasonable price, but who sets the price? What if the shares are worthless? This could leave an employee unfairly dismissed and having to sell his or her shares back to the company for a much lower price without any recourse to an employment tribunal."

Legislation to bring in owner-employee contracts will come later this year so that businesses can use the new type of contract from April 2013.



Legal firms must embrace new technology

MARTYN BEST IS FOUNDER AND MANAGING DIRECTOR OF DOCUMENT DIRECT, ONE OF THE UK'S LEADING DOCUMENT-PRODUCTION COMPANIES. HERE HE EXPLAINS HOW LAW FIRMS ARE USING NEW TECHNOLOGIES, REMOTE SERVICES AND OUTSOURCING TO STAY COMPETITIVE.

With the economy still fragile, companies need to be constantly looking at ways of reducing costs and streamlining their businesses. This is particularly true for law firms, as the sector is facing a number of fundamental challenges.

Not only do firms need to react to the downturn and deal with the uncertainty of future growth but competition between rival firms has become increasingly unyielding. What is more, the Legal Services Act, which is enabling non-law businesses traditionally outside the sector to offer legal services for the first time, has introduced fresh entrants to the increasingly crowded sector.

With these challenges in mind, firms need to continually evolve to meet their clients' requirements. The cost-effectiveness of traditional and established policies need

to be scrutinised and firms also need to remodel their efficiency procedures to ensure that they are maximising their existing resources.

Outsourced digital dictation combined with transcription and document production is one way for firms to control costs, obtain flexibility, improve turnaround times and ultimately increase profitability. Furthermore, with the advent of secure internet and mobile transmission, this service is now a vital part of any law firm's considerations.

Hill Dickinson has saved a substantial amount on overhead and office space expenditure, thanks in part to support from Document Direct. The firm's Singapore office has also taken advantage of the service, as lawyers can send dictation from wherever they are, at any time of day. Hillyer McKeown is another firm which has made considerable savings efficiencies thanks to its use of digital dictation and transcription systems.

The legal landscape is constantly evolving. Outsourcing in this way is enabling law firms to get the best from their resources both physically and financially. Perhaps more importantly, it is also enabling firms to deliver an improved quality and efficiency of service to their clients.



PROFESSIONAL SERVICES



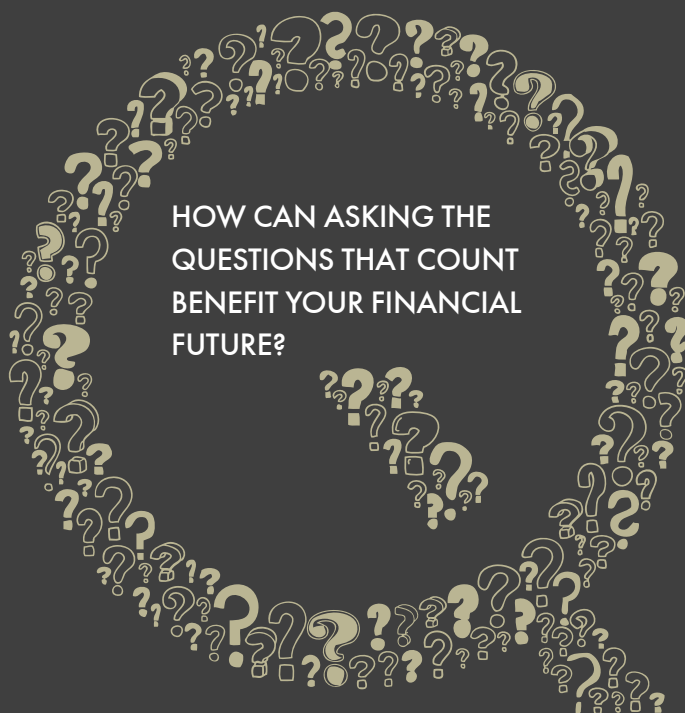
Wirral based PR firm Artemis Media Profile has announced a raft of contract wins across the building services, energy and skills and employment sectors

ARTEMIS IS PROVIDING A RANGE OF MEDIA AND COMMUNICATIONS SERVICES FOR LIVERPOOL-HEADQUARTERED MECHANICAL AND ENGINEERING FIRM HE SIMM, FIRE AND SAFETY BUSINESS HESIS, NATIONWIDE GREEN ENERGY SPECIALIST UFW LTD, AND ENERGY CONSULTANCY FIRM ENERGYCENTRIC NORTH WEST.



Wirral-based Involve Northwest has taken on Artemis to boost the profile of their ReachOut programme – which provides employment support to hard to reach adults across the region – while the National Skills Academy for Retail has awarded Artemis a long-term national contract to launch the new Retail Apprenticeship Scheme (RAS) across national, regional and trade publications.

Artemis Director Emma Parker-Goff said: “We are delighted to have added some fantastic new businesses to our portfolio – both on a local and national level – which demonstrates our ability to deliver strong results in media across the UK, as well as B2B media, which many companies rely on to sell their products and services to a targeted commercial audience.”



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Quilter SINCE 1771
ASKING THE QUESTIONS THAT COUNT



Marcus Bemrose of Ellesmere Port-based Energycentric North West on getting the best out of your energy provider

"I DON'T KNOW ANYONE IN BUSINESS OR WITH A COMMERCIAL PROPERTY WHO WOULDN'T LIKE TO LOWER THEIR ENERGY BILLS AND YET MOST PEOPLE NEVER GET AROUND TO ADDRESSING THE ISSUE. MANY BUSINESSES HAVE ROLLING CONTRACTS WHICH THEY SIMPLY DON'T KEEP TRACK OF; EACH YEAR THEY RECEIVE A LETTER TELLING THEM THAT THEIR CONTRACT WILL CARRY ON AND THEY IGNORE IT.

"As an energy procurement firm, we have excellent relationships and direct access to all the major UK energy suppliers which really is key for us to be able to secure the best deals possible for our clients.

"Larger businesses may operate on multiple sites, but have different energy providers - we have seen many occasions where this leads to total confusion, incorrect bills and unnecessary costs. Businesses should then look into a portfolio management service, which is very beneficial for clients with this type of problem.

"We are also seeing more businesses use our cost recovery services. This involves going back through five years of bills and spotting discrepancies and inaccurate billing - we have recovered tens of thousands of pounds for individual clients."



THE BROMBOROUGH-BASED RENEWABLE ENERGY SPECIALIST IS OFFERING FREE SURVEYS TO ANYONE LOOKING TO GO GREEN THIS WINTER AND SAVE POTENTIALLY THOUSANDS OF POUNDS EACH YEAR ON FUEL COSTS.

The firm can give bespoke advice and design support on the best renewable energy systems for individual commercial properties. Stiebel Eltron is one of the world's leading manufacturers of energy efficient products such as Ground and Air Source Heat Pumps, Solar PV and Thermal and Instantaneous Water Heaters.

Mark McManus, Stiebel Eltron UK Managing Director, said: "The advice will be particularly beneficial for business and industrial property owners with the Government's Renewable Heat Incentive (RHI) now available.

Stiebel Eltron UK is offering Wirral businesses and commercial property owners a free energy advice service to head off rising energy prices

"Stiebel Eltron can help to guide property owners through the complex, but financially rewarding, process of going green. The service includes undertaking a survey of premises anywhere in Merseyside or the North West, and producing a report for free.

"This report will examine the heat loss and energy demands of the building and detail a set of recommendations. The service can advise on complying with legislation, applying for the RHI scheme, and taking advantage of tax breaks.

We have completed projects across a variety of sectors - offices, factories, community buildings and warehouses - and draw on more than 35 years of experience working in green energy around the world. We can tell you which combinations of green products are most suited to your business and what the financial case is."

B&M Waste Services (B&M) Limited, a leading independent recycling and waste management company based in Bromborough, has teamed up with Wigan & Leigh College to help improve their environmental performance.

B&M, A FAMILY-RUN COMPANY, WON THE CONTRACT BY OFFERING A TAILORED WASTE MANAGEMENT PROGRAMME THAT IS BOTH INNOVATIVE AND FLEXIBLE, SHOWING AN UNDERSTANDING FOR THE ENVIRONMENTAL NEEDS OF THE COLLEGE.

The contract covers four sites for the next three years and separate waste streams for Dry Mixed Recyclates (DMR), general waste, plasterboard and wood shavings have all been provided to help maximise recycling and recovery rates.

FLEETSOLVE HIGHLY COMMENDED AT PRESTIGIOUS SUSTAINABILITY AWARDS

SUSTAINABLE ENERGY COMPANY
FLEETSOLVE HAS BEEN HIGHLY
COMMENDED AT THE NATIONAL
CHPA (COMBINED HEAT AND POWER
ASSOCIATION) AWARDS.

The Thornton Hough-based company, Europe's leading providers of fully automated 100% renewable biofuel CHP units, was highly commended by judges in the Category for Innovation.

Fleetsolve's engines are powering many high profile projects such as the world's first carbon neutral superstore with Tesco and Europe's greenest hotel – the Radisson Blu at East Midlands Airport.

The National CHPA Awards judges said: "We would like to highly commend Fleetsolve in this category. Fleetsolve designs, manufactures, installs, and operates, high performance, low carbon – combined heat, power and chilling units, developed to operate with a sustainable, liquid bio-fuel, which was developed by Fleetsolve as part of this integrated solution.

"The judges were impressed by the potential in this approach, for both reducing waste and avoiding the negative impacts that may be associated with some other bio-fuels."

Director, Keith O'Connor, said: "We are delighted to have been highly commended by the judges as this further demonstrates our credibility and expertise in the CHP and green energy sector.

"Private sector companies and public sector organisations choose Fleetsolve for our proven track record, undisputed results and extensive support package. Our full turnkey solution includes: assistance with planning applications, environmental calculations, ground works, specialist fuel tanks, bio-fuel supply and management, design, installation and commissioning of the CHP and a full service and maintenance package.

"Crucially, Fleetsolve enables developments to achieve low or zero carbon status making it possible for clients to fulfil planning applications, satisfy legislative requirements, realise their Green Agendas and earn an income."

Fleetsolve are delighted to have been shortlisted for the Mail on Sunday's 'Made in Britain' competition.

It would be absolutely fantastic if Wirral Businesses would show their support by voting for us!

You can do this by sending an email to enterprise@financialmail.co.uk with the heading 'I would like to vote for Fleetsolve'.

THANK YOU IN ADVANCE AND FINGERS
CROSSED!





David Rawlinson

Working together to manufacture skills for the future

THE LATEST UK UNEMPLOYMENT FIGURES RELEASED BY THE OFFICE FOR NATIONAL STATISTICS (ONS) REPORTED THAT THE NUMBER OF PEOPLE IN WORK HAS INCREASED BY 100,000 IN THREE MONTHS. ALTHOUGH ON THE SURFACE THIS APPEARS AN ENCOURAGING FIGURE, DAVID RAWLINSON, PARTNER AT LAW FIRM HILL DICKINSON, BELIEVES THERE IS STILL A LOT MORE TO BE DONE TO READY THE AVAILABLE WORKFORCES TO MEET DEMAND AS THOSE NEW JOBS COME FORWARD.

At a recent event hosted by Hill Dickinson entitled 'Manufacturing Skills for the Future', we saw business leaders and representatives from schools, HE and FE organisations across the Liverpool City Region discussing the challenges facing the regional economy.

During the event, Birkenhead Member of Parliament Frank Field spoke passionately about the need to focus on the manufacturing sector and particularly the need to equip school pupils with the necessary skills for employment on large strategic projects, such as Halton Bridge and Peel's Atlantic Gateway. He also called for the region's business community to work together to create 20,000 jobs by 2020.

Since the event we have established a forum, through which schools and business leaders can work together in an effort to plug the skills gap and make the most of this opportunity for growth. We hope the forum we have set up will go some way in stimulating debate and a change in mind-set from business leaders and education providers in the region that will ultimately enable Wirral's next generation to rise to the challenge.

Maritime and Engineering College North West celebrates award-winning apprentices

BIRKENHEAD-BASED MARITIME AND ENGINEERING COLLEGE NORTH WEST (MECNW) HAS CROWNED THE WINNERS OF ITS 2012 APPRENTICESHIP AWARDS.



Mike Hill, Kirsten Blood & Brad Crumbleholme

The ceremony included special guests Mike Hill, Production Manager with Cammell Laird and a former apprentice of MECNW; Brad Crumbleholme, Senior Engineering Operations Manager with Peel Ports and Martin Eatough, Head of Apprenticeship Programmes at the Engineering Construction Industry Training Board (ECITB).

Kirsten Blood, a mechanical engineering apprentice with Cammell Laird, was crowned overall apprentice of the year.

Jim Teasdale, Chief Executive of MECNW, which is part of Mersey Maritime Group, said: "The apprentices represent the bright future of maritime and engineering."

"I would like to congratulate all of the apprentices who were shortlisted for awards," he said. "Without exception these young people are demonstrating excellence in the skills that are so critical to our sector moving forward. Over the next 10 years the 28,000 strong maritime workforce on Merseyside is set to double. In order to seize the opportunities on offer, the sector needs a massive injection of young talent. Our aim is to work with employers to give them exactly the skills they need to grow and win work. Kirsten and all of our award-winning apprentices represent the future of a growing industry. We are proud of the part that our college and tutors play in helping nurture their success."

For more information please visit www.mecnw.co.uk or contact Annette Parker, Communications Manager for Mersey Maritime Group on annette.parker@merseymaritime.co.uk tel: 0151 666 7205.

People on the move

LT PRINT ADDS TO ITS GROWING TEAM

Wirral-based LT Print Group has appointed Jon Aindow as Sales Director in order to maximise new business-development opportunities.

Jon has more than 20 years' experience in the print industry. Most recently, he held the position of Managing Director at C3 Imaging for four years and Redwood Press for three years.

Speaking of his new role, Jon said: "I am extremely excited to be joining the team at LT Print. The company has a fantastic reputation throughout the North West and beyond and has the same principles and eye for detail as myself."

BIRKENHEAD-BASED PR FIRM ARTEMIS MEDIA PROFILE HAS EXPANDED ITS TEAM FOLLOWING A RAFT OF NEW CONTRACT WINS WITH THE ADDITION OF ACCOUNT MANAGER PIPPA DAVIES.



Pippa Davies

Pippa has more than six years' experience in B2B and corporate communications and joins the firm from Good Relations North, formerly Bell Pottinger North. Pippa has implemented campaigns for a range of multinational businesses including Vodafone and Axis Communications. Pippa has strong professional service credentials having implemented campaigns for DWF LLP and Beachcroft LLP. Pippa will be heading up the professional service team at Artemis.



Merseyside's first 3 AA Rosette hotel restaurant retains its prestigious status for the second year

AWARD WINNING WIRRAL RESTAURANT THE LAWNS AT THORNTON HALL HOTEL IS CELEBRATING RETAINING ITS THREE AA ROSETTE STATUS FOR A SECOND YEAR.

The Lawns Restaurant is currently the only hotel restaurant in Merseyside with the coveted three AA Rosette status - awarded to 'outstanding restaurants that achieve standards that demand recognition well beyond their local area'.

Only 10 per cent of the venues in the AA's renowned Restaurant Guide are ranked with three or more AA Rosettes.

Andrew Thompson, Chairman of Thornton Hall Hotel, said: "We were delighted to have retained the three AA rosettes status for a second year. The accolade reaffirms our position as the top hotel restaurant in Merseyside and we are striving to expand on our success.

"Not only do we offer a fantastic selection of gourmet dishes, but our wine cellar is amongst the best in the country. We offer one of the widest selections of cognac outside of London. To showcase our selection, we have launched a gentleman's 'After Dinner Club' - this has been a great success and planning is under way for the next event."

The Lawns restaurant also offers a private dining experience with bespoke menus created by award winning Executive Chef, David Gillmore.



The Courtyard tapas restaurant and bar reports a successful first year

WIRRAL TAPAS RESTAURANT AND BAR, THE COURTYARD, IN OXTON VILLAGE IS CELEBRATING A SUCCESSFUL FIRST 18 MONTHS OF TRADING BY ANNOUNCING AMBITIOUS PLANS TO OPEN MORE VENUES ACROSS THE NORTH WEST.

Local entrepreneurs John Mitchell and Jason Holland launched the business in April 2011, transforming a former piano bar into a modern, thriving tapas restaurant and bar. The entrepreneurs created the concept of The Courtyard after recognising a gap in the region's restaurant scene for a venue which offers informal and shared dining.

Eighteen months later The Courtyard now boasts one of the largest tapas menus in the North West. Its menu is influenced by Spanish, Indian, Chinese and English flavours. Owners John and Jason are now on the lookout for a venue for their second Courtyard, and are aiming to build a portfolio of four locations across Merseyside and Cheshire area.

CHARITY

Dispelling the myths

McEWAN WALLACE, THE LARGEST FIRM OF CHARTERED ACCOUNTANTS & BUSINESS ADVISERS IN WIRRAL, LAUNCH TRUSTEE MATCH MAKER.



With charitable donations falling by 20 per cent this year, it is more important than ever for charities to have the guidance and support of a knowledgeable and committed board of trustees.

Recent figures reveal that 48 per cent of charities are struggling to find the right trustee for their organisations. What's more, there are one million trustee positions needing to be filled in England and Wales.

Paul Cochrane, Head of the Not For Profit team at McEwan Wallace, said: "There are a number of reasons why recruiting trustees is proving to be such a tough task for charities. Many business people are deterred by the perceived time demanded and legal responsibilities of the role - So what is myth and what is fact?"

MYTH:

It will be very time consuming & my own business will suffer

FACT:

It will probably take no more than a few hours a month

MYTH:

I will be personally liable should anything go wrong

FACT:

Don't worry – as long as you have made informed decisions and take professional advice when needed, you shouldn't have any problems

We want to help charities to bridge the Trustee gap, so we have launched our free online Trustee match maker database to match charities with experienced professionals who are looking to volunteer their services.

To note your interest in becoming a Trustee visit www.mcwallace.co.uk and click 'Trustee match maker'. The form takes a matter of minutes to complete, the site is totally secure and we will not give out any of your details without prior consent. You can also find out more about the role and responsibilities of a trustee online.



Involve Northwest Reaches Out with New Contract

WIRRAL-BASED CHARITY INVOLVE NORTHWEST HAS WON FUNDING FOR A NEW PROGRAMME TO HELP HARD TO REACH UNEMPLOYED PEOPLE IN WIRRAL INTO LONG-TERM AND SUSTAINABLE EMPLOYMENT.

The organisation, which has offices in Birkenhead and Tranmere, has been awarded the £960,000 contract to run the ReachOut programme by Wirral Council with match funding from the European Social Fund (ESF). The programme will initially run for one year with the option to extend for a further two years.

Involve Northwest has run the ReachOut programme in Wirral since 2006. ReachOut has helped over 3,700 people into jobs with a 65 per cent success rate of retained employment after 26 weeks.

The ReachOut Partnership was formed by a cohort of Wirral based agencies – Involve Northwest, The Social Partnership, Advocacy in Wirral, Remploy, Wirral Change and Inclusive Access. The ReachOut Partnership offers free and confidential services including employment support, debt management advice and support, social inclusion initiatives for young people and a mediation service for housing associations, homeless young people and tenants affected by anti-social behaviour.

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