

BUSINESS focus

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together.**

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achieving more.**

Official Magazine of Bedfordshire Chamber of Commerce

Summer 2021

Returning to the River

BMK Waterway Enterprises Ltd is just one of many local businesses that are embracing a return to pre-pandemic activities



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BUSINESS focus

Official Magazine of Bedfordshire Chamber of Commerce

Our Partners



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Welcome

The first quarter of the year had, unsurprisingly, thrown up another round of challenges for Bedfordshire businesses, who continue to show great resilience despite the testing circumstances.

Businesses were given hope and renewed optimism in February, with the national vaccine rollout amongst the most successful in the world, together with the roadmap to recovery which detailed the planned easing of lockdown restrictions. Nonetheless, the Prime Minister stressed that each new stage will be driven by "data not dates" and parts of the timetable are still further down the line for full re-opening of the economy for some businesses. The roadmap to recovery has restored the faith that this was the last lockdown we all have to face and brings stability and more certainty when planning for the future.

The end of the transition period with the EU has also seen many businesses struggling to get to grips with the additional requirements of moving goods to and from Europe. In February and March alone, we saw over 200 people attend our training courses to help companies navigate these changes. It was an incredibly busy period for the Global Trade Services team and I want to take this opportunity to thank them all for their dedication.

We have now also started to see real momentum with the government funded Kickstart scheme. As a Gateway we are close to securing our 400th funded placement and I'm excited about the opportunities that businesses have got planned for the young people on the programme.

Over the last year the Chamber's attention has been on securing support for businesses immediate needs but we now are fully focused on working with our local stakeholders and partners to develop the business conditions necessary to thrive in the longer term. As part of this work we will be revisiting our manifesto and look forward to your input as we develop this in the coming weeks.

Another item high on the agenda is the return of face-to-face events! We are currently working on our events programme and look forward to seeing you in person as soon as it is safely possible.

#workingtogether #achievingmore

Justin Richardson

Chief Executive



focuscontent

- 4 **CHAIRMAN'S VIEW**
Richard Cooper, Chairman of Bedfordshire Chamber of Commerce
- 5 **CHAMBER NEWS**
News and updates from Bedfordshire Chamber of Commerce
- 7 **ECONOMIC REPORT**
Our quarterly financial report review
- 8 **MEMBER NEWS**
Bedfordshire Chamber members share their news and developments
- 16 **MEMBER PROFILES**
Learn more about our recently joined members
- 18 **NEW MEMBERS**
New businesses that have joined Bedfordshire Chamber of Commerce



Richard Cooper
Chairman of Bedfordshire
Chamber of Commerce

“Many will need to look very carefully at the changes that have taken place over the last twelve months. How has their market landscape changed over this period and what is the outlook?”

The Chairman's View

Well, what a difference a few weeks has made since my last update. Thanks again to our truly amazing NHS and all of the thousands of support staff and volunteers who have helped with the roll-out of the vaccine, we now have the possibility to plan for a more positive outlook.

This is of course still highly dependent on the continued success of the vaccine roll-out and our own ability to maintain a sensible approach to the guidelines.

While many companies across our region continue to find business challenging, there is a growing sense of optimism that 'business will return soon' and one of the questions I am often asked is "How do I prepare to return?".

The answer may not be as simple as you might think and does require some careful thought and planning. Many will need to look very carefully at the changes that have taken place over the last twelve months. How has their market landscape changed over this period and what is the outlook? Has technology and working patterns affected the way you buy services and materials, how you market and how you sell or deliver your product to your customer? And – the bigger question – how can I forecast growth?

As businesses consider what that return to market may look like, they will need to think about these questions and re-visit their marketing strategy to consider how and if their market has changed. In times of crisis, it is also likely that your business model and strategy has been blown off course. I would suggest that businesses need to review these more frequently as growth returns.

The period ahead of us will provide a mixture of growth, apprehension, opportunities, concern, frustration, excitement and celebration and not necessarily in that order.

Keep in touch with us at the Chamber, Justin and the team are there to support and advise you as we move forward.

Stay safe, take care.



Have you received
goods from the EU
and NOT done any
customs declarations?

From 1st Jan 2021, Customs Declarations are needed for all goods coming into the UK.

- You can either
 - File a full declaration when the goods arrive or
 - Delay the declaration by 175 days (simplification is temporarily in place)
- If you don't do a declaration immediately, HMRC will assume you've chosen to delay the process.
- In this case, you will be expected to do three things
 - Keep all relevant information in your own system with an Entry In Declarant's Records
 - Calculate and pay the relevant import VAT on your standard VAT return
 - File a supplementary declaration to HMRC 175 days later to pay the relevant duty.

Be careful... if you're receiving goods from the EU and not doing full declarations, you are potentially accumulating duty debt and could be subject to HMRC penalties.

Be aware... Filing a Customs Declaration is a legally binding act between the UK Trader and the UK Customs authorities. Unless you are buying under DDP terms, as the importer you have the right to choose your customs agent and the obligation to report information to HMRC accurately and correctly. A haulier needs your explicit consent in a direct representation mandate in order to file a customs declaration on your behalf. Ensure you are in control of who is making customs declarations on your behalf.

Remember... in most cases, you will be held liable for incorrect information and underpayment of duty.

Get In touch with ChamberCustoms

We're the only customs broker in the country to offer a 'One Stop Shop' with direct links to all sea, air, rail and road ports and terminals in the UK. We'll help you keep control while we do the hard stuff, acting in your best interests every time. Whether it be making your customs declarations for you; training your people in import and export; or providing specialist bespoke customs advisory services

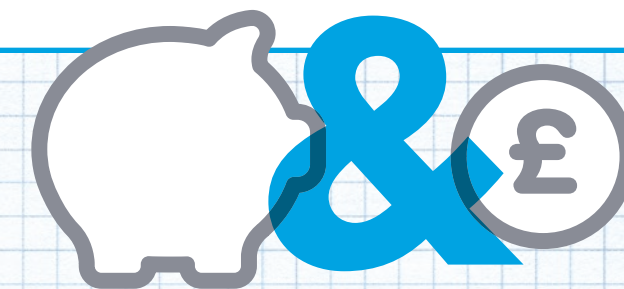
Our borders have changed, the rules of the game have shifted and traders need to build or reset their customs processes. Don't delay and contact your local ChamberCustoms team today.

**Bedfordshire Chamber
Global Trade Service**

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➡ www.chambercustoms.co.uk



Quarterly Economic Survey Report

Bedfordshire Chamber of Commerce Quarterly Economic Survey (QES) forms part of the British Chamber of Commerce's national survey and is the principal business survey in the UK. Its results are closely watched by both the Bank of England's Monetary Policy Committee and the Treasury. The data reveals a timely and accurate snapshot for the economic climate for businesses in Bedfordshire and beyond.

Our latest results have been published and the outcome for Q1 2021 saw declines across the board from the previous quarter.

- Overall, indicators of immediate business conditions remained troubling in Q1, with some deterioration from Q4 2020. All key indicators still well below pre-pandemic levels.
- Tough trading conditions but more see a route out of the crisis.
- 1 in 4 businesses expect to grow their workforce in the next 3 months. With the vaccine rollout providing optimism, the hope for growth is pinned to the milestones being hit in the government roadmap to the full re-opening of the economy.

The Bottom Line

To see the report in full please visit www.chamber-business.com

Optimism begins to emerge...

Responding to the findings, Co-Executive Director of the British Chambers of Commerce, Hannah Essex, said:

"Our findings demonstrate that businesses are beginning to see optimism emerge from the lowest point of the crisis, however, much remains to be done to ensure that optimism is borne out into prosperity and many businesses still face a fight for survival in the coming months."

"The damage wrought to trading conditions by repeated lockdowns and issues at the border will not be repaired by renewed confidence alone. The Government must recognise the compounded impact that the combination of the pandemic and Brexit related issues have had on firms up and down the country."

"The hope for growth represented in our findings is contingent upon the Government continuing to hit its target dates for re-opening the economy, successfully rolling out the coronavirus vaccines and providing ongoing support to businesses who have suffered throughout the crisis. Particular emphasis must be placed on those sectors which face continued uncertainty about when they will be able to fully trade again."

"Businesses are desperate to play their part in the recovery from the pandemic, and the Government must provide them with the security and certainty that they need to do just that. These first quarter findings show there is a glimmer of hope that the start of rebuilding and renewal for the UK is within reach, though there is no room for inaction or overconfidence."

"Now is not the time for complacency, to translate hope into reality there must be a coherent strategy for growth which empowers businesses to lead the economic recovery from Covid-19."



Hannah Essex
Co-Executive Director of the British
Chambers of Commerce

Bringing Business Back

Connections are crucial to the success of any business. We provide a wide range of opportunities to network, available in different formats and at times to suit your busy schedule. Due to the pandemic these have all taken place virtually over the last 15 months, but we are planning to bring some face to face events back to the calendar soon.

Participate in a dynamic and lively business community, where you can hear from keynote speakers, share ideas, identify new opportunities and generate leads for your business.

Our events team works to create events that both provide valuable networking opportunities to members of the Chamber and showcase the breadth and depth of our county's many areas, businesses, strengths, stories and opportunities.

Full details and dates will be following shortly, keep an eye on our website at www.chamber-business.com



Here are just a few events that we plan to offer our members in 2021-2022:

- Meet the Buyer
- Carbon Net-Zero
- Meet the Neighbours Networking
- Breakfast in Beds Networking
- Christmas Members Reception
- Monthly drop in with our CEO

Member News

The John Bunyan Boat is back!

We are delighted to announce a short series of socially distanced cruises to see in the Summer on the John Bunyan Boat!

The season starts on Bank Holiday Monday 31st May, with four 45 minutes cruises running from Sovereigns Quay cruising along the Embankment. It's the perfect way to try the John Bunyan Boat for the first time, and great for families with young children.

To ensure we can comply with Social Distancing guidelines, we will be restricting our capacity to 12 passengers,

Departure from Sovereigns Quay at 10.45am, 12.00pm, 1.45pm & 3.00pm. Boarding the John Bunyan will take place 15mins before the advertised times, Adult £6, Concession £5, Child £4 per person and Family ticket £14 (2 Adult & 2 Children under sixteen). Advisable to book in advance as these cruises are very popular during the Bank Holidays and sell out very quickly.

Sovereigns Quay is next to The Star Rowing Club, close to the Riverside Bedford leisure complex.

We will then continue into June with our 2-hour Afternoon cruises, running on Thursdays and Sundays from Sovereigns Quay. Due to social distancing, we will again restrict our passenger numbers to 12, which means we can only accept bookings for tables of 2 or 4 people. Prices are £26 for a table for 2, or £52 for a table of 4. We will have Cream teas available to order in advance with your ticket, and as an extra treat, on cruises running during this year's #fiverfest (12th June-26th June) you can select a Cream tea for just £5.

For more details or to book your tickets, call our booking phone line 01946 848 847 or visit our new look website: <https://www.bmkwaterway.org/johnbunyanboat>



SKB Legal At Your Service

SKB Legal approaches the profession as a noble endeavour. However, they are no stranger to fighting your corner with zest and zeal. Since inception they have kept going where others have left off and built an unassailable reputation for quality.

These days evidence is largely digitally served and SKB Legal embrace the 'new' and have created a culture of keeping the client updated as much, and, as often as possible.

SKB Legal undertakes all aspects of Criminal Defence work, Regulatory and Business Crime covering every police station and court in England and Wales (short notice response).

Susanta Banerjee qualified in London over two decades ago and leads SKB Legal. A Solicitor Advocate with experience gained working on hundreds of cases whilst practicing at some of the largest Criminal Defence practices in the south-east, he cut his teeth on major crime. The team specialises in investigations by the RSPCA, Trading Standards and the MOD working on offences ranging from Drug Possession and Supply, Violent Offences and Public Disorder through to Sexual Offences, Rape, Murder and all aspects of fraud from Benefit Fraud, Investment Fraud to White Collar Fraud. SKB Legal even took on a suspect accused of a bomb hoax around the time of the 7/7 bombings.

Invariably there are scenarios where those prosecuted have little prospect of defending a matter to trial, but meticulous preparation, sound legal argument and representations to a court mitigates offences. Sometimes damage limitation is the best achievable outcome.

SKB Legal engages pedigree Lawyers and Counsel (Barristers) to ensure the highest level of representation, their understanding of the investigating officer or authority proves critical in securing favourable outcomes.

SKB Legal represented a firm of Accountants when a Covid-19 Small Business Grant was fraudulently sought. From the moment they were engaged at the voluntary interview stage at the Council offices they adopted a non-confrontational attitude towards the Council Investigators reminding the Council of their duty to fairly and impartially investigate.

Pre-armed with the limited information available on such new legislation, SKB Legal secured references and letters from the grant-applicants explaining that this was maladministration, rather than fraud. The Council relented, thus avoiding prosecution of the business. 'SKB Legal saved our reputation,' said the client.

Anyone suspected of offences or facing investigation by the authorities should seek professional help to prevent the situation from spiralling out of control. Avoiding legal advice in these circumstances is extremely risky.

Find out more about SKB Legal on: 0203 9735773, email: info@skblegal.co.uk or visit the website: www.skblegal.co.uk



Atlas Translations joins Charter for Employers Positive about Mental Health

Director Clare Suttie commented: "We wanted to demonstrate that we are committed to creating a supportive and open culture, where colleagues feel able to talk about mental health confidently, and aspire to appropriately support the mental wellbeing of all staff."

As an employer we recognise that in the UK, people experiencing mental ill health continue to report stigma and discrimination at work. As an employer, we have made an on-going commitment to:

- Provide non-judgemental and proactive support to staff experiencing mental ill health.
- Not make assumptions about a person with a mental health condition and their ability to work.
- Be positive and enabling towards all employees and job applicants with a mental health condition.
- Support line managers in managing mental health in the workplace.
- Ensure we are fair in the recruitment of new staff in accordance with the Equality Act (2010).
- Make it clear that people who have experienced mental ill health will not be discriminated against, and that disclosure of a mental health problem will enable both the employee and employer to assess and provide the right level of support or adjustment.

Established in 2004, Mindful Employer is a UK wide initiative run by Devon Partnership NHS Trust. Providing employers with easier access to professional Workplace Mental Health training, information and support, the initiative aims to help empower employers to take a lead in supporting the mental wellbeing of their staff.

By signing the 'Charter for Employer Positive About Mental Health', Atlas Translations Ltd have made a public statement of our desire to support the mental health of our staff across the organisation.'

www.atlas-translations.co.uk



Member News

Creating Healthier workplaces in Bedford Borough and Central Bedfordshire

Public Health's Workplace Health Team gives advice to hundreds of local businesses about improving health and wellbeing. Over the last year their focus has been on managing and preventing workplace based COVID-19 outbreaks across Bedfordshire and Milton Keynes, but they also advise on broader wellbeing matters - from mental health support to helping staff give up smoking.

Investing effort into workplace health and wellbeing helps your employees reach their full potential, which is good for them and for your organisation. According to the CIPD, sickness absence in the UK has fallen to an all time low (5.8 days per employee on average) but nine out of ten people feel they need to work when unwell, and seven out of ten use holidays to work.

Setting up supportive health and wellbeing practices can bring big benefits:

- Reduced sickness absence and turnover
- Improved morale and productivity
- Greater job satisfaction and work/life balance
- Better reputation - your staff are your best public relations team, and their good testimonial can attract customers and help with recruitment

The Bedfordshire and Milton Keynes Workplace Health Team can give advice to workplaces on mental health services, helping employees stop smoking, on healthy eating in the workplace, exercise, and alcohol and substance abuse. For example, the British Heart Foundation estimates that cigarette breaks cost employers around £1800 per year for each full-time worker who smokes. People who receive support from a stop smoking service are four times more likely to quit - and Bedfordshire's local stop smoking service is free to use, with support such as on-site support groups and helplines for employees.



COVID-19 advice

Of course, everyone is still working through the impact of the pandemic, and support is still available:

- Practical advice on COVID-19 precautions
- What to do if you have an outbreak and who you must tell
- Arranging free onsite COVID-19 rapid (LFT) or standard (PCR) testing
- How to support your employees who might be struggling to deal with isolation or bereavement
- Free training sessions for managers and employees about spotting and acting on mental health or domestic abuse issues

The team also want feedback from local business leaders on what would make their offer more useful, whether that's information, training, setting up awards or other initiatives - email us direct at public.health@milton-keynes.gov.uk.

For more details visit www.milton-keynes.gov.uk/health-and-wellbeing-hub/workplace-health-and-wellbeing or email public.health@milton-keynes.gov.uk

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Member News



Neville Funerals Sponsors Stopsley Flyers Under 10s Team

As rules relax on grassroots sports, Stopsley Flyers Under 10s football club are back on the field with one of the region's longest established family run businesses, Neville Funerals supporting them from the side-lines.

First sponsoring the team in 2019, Neville Funerals is committed to supporting local community groups to bring people, young and old, together and are pleased that these groups are able to resume.

Annually, Neville Funerals presents the Neville Shield to a player that shows real team player spirit and enthusiasm for the sport and other team mates. Most recently, Charmian Alexander, Director at Neville Funerals presented the Neville Shield to a young player named David Soyele, to recognise the incredibly positive attitude he has maintained throughout the season, and the contribution he makes to overall team performance as a result.

Simon Jackson, Manager at Stopsley Flyers said: "We have a great relationship with Neville Funerals, and it was a pleasure to invite them over to present the award. When they first came on board in 2019, the company provided our team with brand new football kits at that time, a really important investment in us and the boys.

"Prior to this, the team's confidence was low, and the new kits really marked a turning point for the team. Performance changed, attitudes changed, and they really felt like a team in matching kits. We want to thank Neville Funerals for their ongoing support."

Charmian Alexander, Director at Neville Funerals added: "Neville Funerals has long committed to supporting our wider communities and local charities however we can. Our staff live locally and nominated the Stopsley Flyers as a great initiative to sponsor and we gladly stepped forward to do just that.

"This last year, above all others, and when they are able to get together these teams play an important role in providing contact and exercise and purpose for many children. We are simply delighted that we can help provide some support that will hopefully ensure the longevity of clubs such as these and would encourage more local organisations to do the same, if they are able."

Neville Funerals is an independent family company which has been serving the community in Bedfordshire, Hertfordshire and Buckinghamshire and the surrounding areas for more than 140 years.

For more information about the services offered by the business, visit www.nevillefuneralservice.com



Offices Available to Let at Wrest Park

Wrest Park is located in Silsoe, Bedfordshire - the gardens are Grade II listed and contain buildings designed by Thomas Archer and Batty Langley and landscape designed by Capability Brown.

The magnificent 19th century French Revivalist mansion is available to businesses as a striking venue for meetings, conferences and corporate events. It is very much a place to do business, with a range of individual offices and suites available to let. All benefiting from the services of a welcoming staffed reception area, there are offices available in both the mansion and an adjoining stable block.

Since purchasing the site in 2006 English Heritage has been developing tenanted office space and is currently home to over 40 businesses.

During lockdown the opportunity was taken to redevelop the old social club making a further 3000sqft of modern office space available in the Grade 1 listed mansion. If you are interested in relocating your business and are interested in viewing we would love to hear from you.

Wrest Park can also be hired on an exclusive basis for both daytime and evening corporate events. Five interconnecting rooms inside the mansion and a light and spacious Orangery can host meetings, receptions or dinners from 10 to 170 people. Outdoor events for up to 6,000, including team building and activity days, can be staged in the expansive grounds.

Wrest Park House & Gardens has ample parking and is conveniently located close to the M1 motorway (MK45 4HR).

For more information on visiting visit www.english-heritage.org.uk/wrest, for hiring event space call 01525 860000 or email wrest.park@english-heritage.org.uk or for enquiries about office space, email the Deputy Surveyor chris.denny@english-heritage.org.uk.



Member News



Flying Drones, Cutting Costs

Your company has cherry pickers, ladders, takes photographs and conducts surveys – can a UAV (a drone) cut your costs and save time? With the right training, yes it can. As a RAE (Recognised Assessment Entity) we have the approvals to streamline your value chain and increase productivity.

As an ATO (Approved Training Organisation) for manned aviation and being able to draw on experience from all walks of life within aviation, BSA can provide the best possible training, insights, support and assessment to advise and certify your team with a drone certificate (officially a GVC – General Visual Line of Sight Certificate).

In order to legally earn money from the drone the CAA (UK Civil Aviation Authority) recommends the GVC. But this alone does not provide the experience and direction on how to use your asset in a commercial environment, especially when specifically discussing surveying or capturing data. BSA will teach you.

Aerial survey can be applied across different fields including mapping, topography, feature analysis, checking gutters and accessing difficult to reach places within minutes.

Here at our London Luton HQ we conduct the theory and then go through all the practical elements with you as part of a regulated course which we can tailor to every customer requirement.

Please contact us on info@bsa.world quoting ref:bsa/coc1 to enquire about our drone courses. Call 01582 737888 or visit <https://britishschoolofaviation.com/drone-pilot-training/>



BRITISH SCHOOL
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Mark Collier,
Managing Director,
re-Mark-it Ltd

17 Years for re-Mark-it

re-Mark-it Ltd is a privately owned Non Ferrous Metals recycling company who recently celebrated 17 years in business, serving clients throughout Bedfordshire.

Based in Houghton Regis, re-Mark-it Ltd are involved in the collection, sorting and processing of all Non Ferrous Metals for example, copper, brass, aluminium, lead, stainless steel, car batteries, etc. We deal with the manufacturing industry, trades people, and the general public, offering solutions for your metal recycling, gaining the best possible prices.

As with all commodities pricing is based on supply and demand, with the London Metal Exchange setting global pricing for price discovery, and is established as the world centre of the industrial metal trade.

Metal recycling is a global industry that provides essential secondary raw materials for metal manufacturers, thus reducing the need for mining raw materials which saves energy and virgin materials. Helping to save the environment we live in. For example 60% of Copper produced since the 1900's is still in use, 75% of all Aluminium produced is still in use, bringing that all important sustainability.

Metal recycling is a highly regulated industry with legitimate scrap metal dealers, licensed, both with the local council and environment agency. Cash payments were made illegal in 2013 when the Scrap Metal Dealers Act 1964 was brought more up to date bringing in new legislation.

At re-Mark-it Ltd we supply processed materials to major worldwide metal recycling companies and are proud of the contribution we make to the Industry.

Metal is 100% recyclable, and has a value, if you have any scrap metal we can help.

For further information visit our website at www.remarkit.org.uk where you will find all sorts of information or contact us on 01582 669569, email remarkit@btconnect.com



Steve Jones,
Managing Director of
Wyboston Lakes

Wyboston Lakes Resort awarded 'world class' status by Best Companies

Wyboston Lakes Resort in Bedfordshire has been awarded a 3-star accreditation for the second time by Best Companies, based on employee feedback. This means the venue is considered a 'world class' employer in terms of employee engagement.

The conference, training and leisure venue's Best Companies Index (BCI) score and potential listing in the 'Best Companies to Work For' lists will be announced at Best Companies Live, a virtual event on 21 May.

Steve Jones, Managing Director, said: "After the toughest year this company has ever experienced, we are thrilled that our team is so engaged and has commented so positively on working at Wyboston Lakes Resort. It is feedback like this that spurs us on to keep improving things for the team and to try even harder to make Wyboston a great place to work, no matter what life throws at us.

"We believe that having a happy healthy team makes the difference to our guests, to each other and to the future success and growth of our business."

The 380-acre resort employs over 200 people across two modern conference venues, a four-star hotel, spa, 18-hole golf course and extensive serviced offices.

Accolades from Best Companies are regarded among the UK's most comprehensive and coveted, with a rigorous process determining the merits of organisations from all industries, by assessing the methods in which they encourage, motivate and engage with their employees.

The list is compiled using scores (on a scale of 1 to 1000) from employees' responses to questions within the Best Companies survey on a range of factors including leadership, pay and work-life balance. Ratings are then determined from that score, ranging from 'One to Watch' to one star acknowledged as 'very good', two stars as 'outstanding' and three stars as 'world class'.

For more information, please visit <https://www.wybostonlakes.co.uk>

Member Profiles

Member Profiles are provided as part of membership to the Bedfordshire Chamber of Commerce. You can learn more about becoming a member, so you too can enjoy this and a host of other benefits, simply by calling us now on 01582 522448 or by emailing info@chamber-business.com

Action Mats

Jonathan Bhowmick
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Action Mats is an educational resource company that has created a unique fitness and active learning resource for primary school aged children of any language to engage with, thanks to the simple, instructional graphics printed on each individual mat. Mats are designed to be arranged in multiple challenges.

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Building Services Surveying provide a full range of quality surveying services. We carry out estimating, on site valuations, independent surveying, client representation and budgeting. We offer a great alternative to hiring costly staff that you may not require full time but that you may need to help grow your business, or free up some of your own time.

Chiltern Academy

Carl Belle
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Chiltern Academy is a new free school catering for the secondary education of pupils in Luton. We have the highest level of expectations and aspirations for our pupils as we strive for them to achieve excellence in all areas of their school life. Our school has three specialisms: business, engineering and sport.

Deroiste Natural Beauty Limited

Esther Roche
www.deroistenaturalbeauty.com
hello@deroistenaturalbeauty.com



Deroiste Natural Beauty offers plant-based, natural and organic skincare products that naturally brighten, nourish and rejuvenate the skin without compromising on performance. Our products are suitable for all skin tones, have no toxins and are not tested on animals.

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Lorna Flower
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Get Staffed are an innovative, online recruitment service that help businesses/organisations reduce their cost per hire by helping them recruit directly. We provide all the best bits of traditional recruitment agencies but at a fraction of the cost – our flat fee recruitment services start from just £199.

Goldline Transport Services Ltd

Mike Butcher



Goldline Removals Bedford are a professional removals company that is well-established, with over 45 years of experience. Local, UK and European moves, from house and Office Removals Bedford, to the relocation of large machinery, we are fully insured and have the manpower to undertake removal jobs of any scale.

Headsail Business Coaching

Hazel Cole
www.headsailcoaching.co.uk



Headsail Business Coaching is the personal coach for business owners, helping to unlock their unique potential and get clear on where they want to take their business. Working together to help set ambitious goals, make better decisions and lead a motivated team while ensuring a work/life balance.



PragmatiQ Solutions

Sam Fogwill
 07717 457 498
www.pragmatiqsolutions.co.uk
Sam.Fogwill@pragmatiqsolutions.co.uk



We specialise in designing and developing bespoke CRM (Customer Relationship Management) systems and custom databases, built on the Microsoft Dynamics 365 platform. Businesses might be using spreadsheets to manage information, or already have a CRM system in place and are looking for something more bespoke; this is where we can help.

SOGO Mobility Limited

Karl Howkins
www.sogomobility.co.uk
info@sogomobility.co.uk



SOGO Mobility is an ultra-flexible leasing provider of cars and vans. We offer month by month contracts as opposed to tying your business or employees into long term commitments. SOGO's pricing is highly competitive and often cheaper than traditional leasing.

Wavesight Limited

David Saldanha
 01582 578174
www.wavesight.com
David.Saldanha@wavesight.com




Through our extensive portfolio of reliable, scalable, and secure communication and hybrid energy platforms; managed by cloud-based software, Wavesight helps governmental agencies public safety operators and small to large enterprises connect their people, assets and machines with the help of powerful and seamless communications networks. Wavesight is headquartered in Bedfordshire and with manufacturing centres in England, Europe, Israel and

Youth Network

Raheed Salam
 07966156542
www.youthnetwork.co.uk
raheed@youthnetwork.co.uk



Youth Network supports young people's growth and development including employability, wellbeing, skills training and mentoring. Participants gain qualifications and skills to further enhance employment, including developing campaigns with a sustainable focus. Our staff and volunteers all come from Bedfordshire.




(n.) holistic landscape design

Outdoor areas are integral to personal wellbeing and commercial success. Our innovative and sustainable landscape designs are curated to reflect your requirements. Let us reimagine your space using 3D perspectives and a video walkthrough.

info@flaura.design
www.flaura.design

residential gardens | public spaces | commercial settings



New Members



We would like to extend a very warm welcome to all **New Members** of the Bedfordshire Chamber of Commerce. Members who have joined in the past three months are listed below. You can learn more about becoming a member and all of the associated benefits by calling us now on 01582 522448 or by emailing your enquiry to info@chamber-business.com

Action Mats

www.actionmats.co.uk

A range of exercise mats combined with games and team challenges, created to provide wide appeal for children.

African Supplies Ltd

www.africansupplies.co.uk

Manufacturer representatives for sub-saharan Africa within the construction industry.

Airscience Technology International Ltd

www.airsteril.co.uk

Air purification and infection control.

Avalon Cleaning Systems

www.avaloncleaningsystems.co.uk

A professional cleaning company providing reliable office cleaning services to various organisations and commercial properties within the Home Counties, London and Greater London.

Bespoke 77 Ltd

www.bespoke77.co.uk

Established in 1977, we have cultivated a diverse range of prestigious customers in the food manufacture, retail and restaurant industries, such as Harrods, Fortnum and Mason, Jamie Oliver's restaurants and Cropwell Bishop Stilton.

Building Services Surveying

QS Services - Tendering & Estimating

C.A.T. Limited

www.thecatweb.com

C.A.T. have been designing and manufacturing specialist flooring products for over 35 years.

CEEMA Technology Recruitment Ltd

www.ceema.com/recruitment

CEEMA Recruitment has built a reputation and established itself as a specialist in sourcing high quality professional candidates for numerous companies across the UK.

Chiltern Academy

www.chiltern-academy.co.uk

11-16 secondary school.

Clydesdale Ltd

www.clydesdale.net

Clydesdale is a leading industry specialist in Arc Flash Protection, Cable Installation Equipment, Live Line PPE, Insulated Tools and Cable Winches for the Electricity and Telecommunications industries.

David Berryman Limited

www.davidberryman.co.uk

Leading providers of processed fruit-based ingredients.

DeRoiste Natural Beauty

www.DeRoistenaturalbeauty.com

A family business which started it's journey in 2019 providing pure plant-based skincare products that are packed with essential vitamins and antioxidants without compromising on performance and suitable for sensitive skin.

Digital Future First

<https://digitalfuturefirst.co.uk>

Funded by the European Social Fund to provide SME businesses based in Bedford Borough, Central Bedfordshire, Luton, Milton Keynes and Northamptonshire with free access to Government support advice, guidance and incentives.

Encapsulite International Ltd

<https://encapsulite.co.uk>

International linear lighting specialists.

Envirotect Ltd

www.envirotectltd.co.uk

A leading manufacturer of structural radiation shielding and RF shielding for the healthcare, dental, veterinary, construction and industrial sectors.

Fine Foods International (Manufacturing) Ltd

www.ffi-uk.com

Leading producer of instant coffee.

Fletcher Burwell-Taylor Ltd

www.fletcherburtaylor.com

Fletcher Burwell-Taylor is a British luxury furniture maker. We design and build the unique Fletcher Capstan Table. The worlds finest expanding table.

GAPP Automation

<https://gapp.co.uk>

A specialist automation and drives supplier providing cost-effective and leading edge automation solutions.

Get Staffed Online Recruitment

<https://get-staffed.com>

Fixed fee online recruitment.

Global Access Diagnostics Ltd

www.globalaccessdiagnostics.com

An independent social enterprise specialising in lateral flow diagnostics, with flexible, high-volume manufacturing capability.

Goldline Transport Services Ltd

www.goldlinemoves.co.uk

Removal services and storage.

Headsail Business Coaching Ltd

www.headsailcoaching.co.uk

Offering personal coaching for business owners. Coaching the people not the business. Hazel is highly skilled at helping her clients uncover what they really want and implementing a step by step strategy to get there.

Industrial Communication Products Ltd

www.industrialcomms.co.uk

Leading distributor of industrial communication products and power supply products.

Inspired Marketing & Media

inspiredmarketingmedia.co.uk

Marketing and video consultancy working across all industry sectors helping businesses become more visible and make more money through their marketing activity.

Modular IT Solutions Ltd

www.modularitsolutions.com

IT Consultancy.

Morris Gordon Engineering

www.morrisgordonengineering.co.uk

General engineering and steel fabrication erection.

PragmatiQ Solutions

www.pragmatiqsolutions.co.uk

Designing and Developing Bespoke CRM Systems and Custom Business Solutions.

Robertson Business Consultancy

www.robertsonbusinessconsultancy.com

Business finance support plus process improvement consultancy.

sixonetwo Ltd

www.sixonetwo.co.uk

Manufacturers of alloy wheels and vehicle parts.

Smiths High Performance

www.smithshp.com

Leading stockholder and supplier of high-performance alloys and plastics to the global motorsport sector.

SOGO Mobility Limited

www.sogomobility.co.uk

Ultra-flexible vehicle mobility leasing solution.

Twinplast Ltd

www.twinplast.co.uk

Manufacturer and supplier of corrugated polypropylene solutions.

Unisnacks Europe Ltd

www.unisnacks.co.uk

Bringing global snack brands to the UK and Europe and ensure their success. Working in close partnership with suppliers, they offer UK and European retailers a growing portfolio of world snack foods and drinks.

Wavesight Ltd

<https://wavesight.com>

Wavesight helps governmental agencies public safety operators and small to large enterprises connect their people, assets and machines with the help of powerful and seamless communications networks.

Youth Network CIC

<https://youthnetwork.co.uk>

Youth Development.

We are pleased to become members of the Bedfordshire Chamber of Commerce

WMG
THE UNIVERSITY OF WARWICK

DIGITAL INNOVATION FOR MANUFACTURING



BUSINESS TRANSFORMATION



DIGITAL MANUFACTURING



MATERIALS & MANUFACTURING

The **WMG SME Group** is a dedicated team who are eager to work with Chamber members to manufacture smarter, develop new ideas, and become more efficient.

Part of the University of Warwick, we have the latest technologies and equipment. Our world class technicians, industry experts and scientists can bring new ideas to life, improve efficiency and add real value to the bottom line.

Typical funded projects last 2 to 15 days and might include:

- ▶ Product design and prototyping
- ▶ Materials advice, peer review and testing
- ▶ Impact of digitisation and data analysis on production output
- ▶ Explore cross tech and new market opportunities
- ▶ Supply chain analysis
- ▶ Green manufacturing technologies

CATAPULT
High Value Manufacturing

 **European Union**
European Regional Development Fund

MIDLANDS ENGINE
HM Government

To find out more please visit:



warwick.ac.uk/wmgsmc



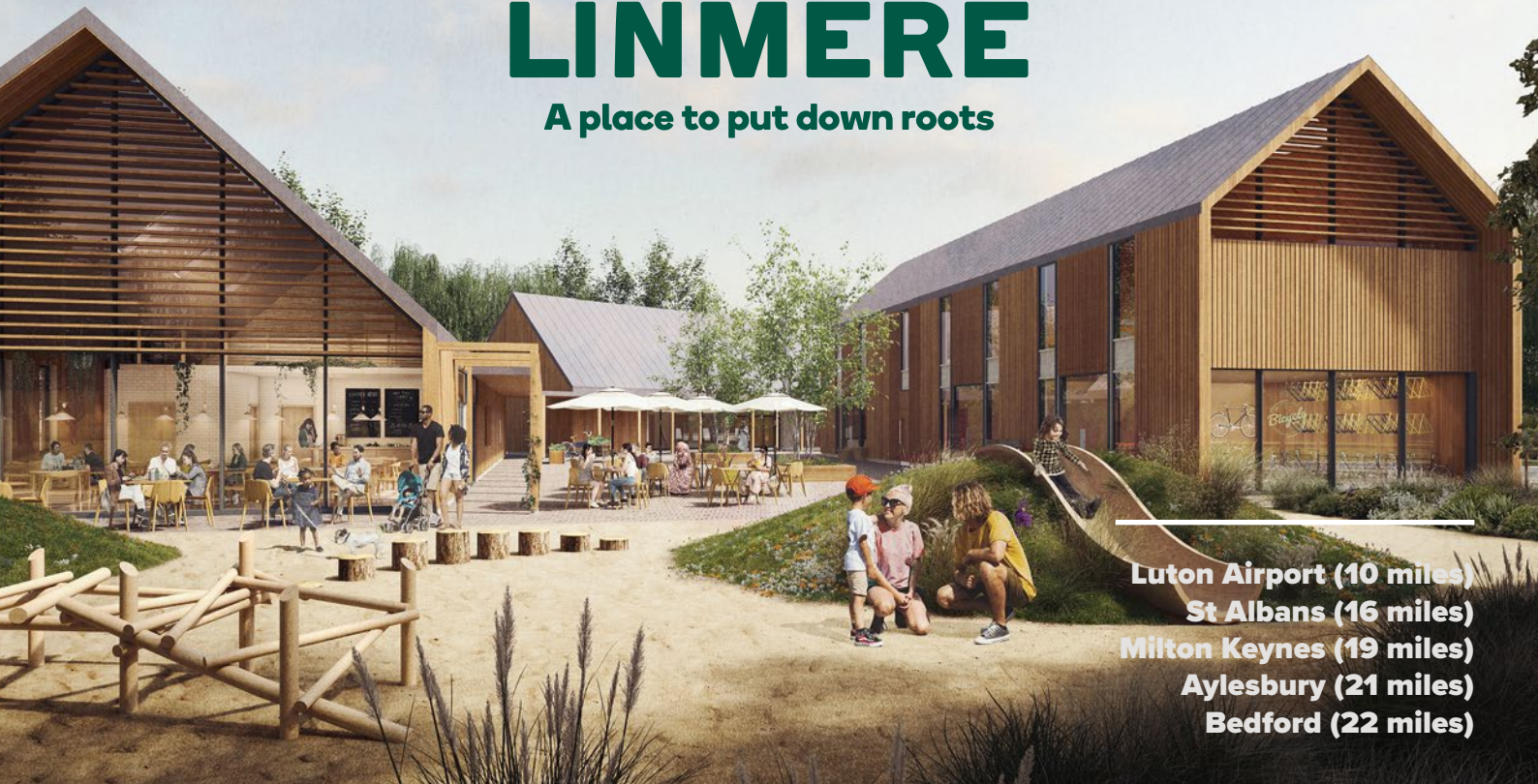
@WMGBusiness



WMG Business

LINMERE

A place to put down roots



Luton Airport (10 miles)
St Albans (16 miles)
Milton Keynes (19 miles)
Aylesbury (21 miles)
Bedford (22 miles)

COMMERCIAL AND RETAIL OPPORTUNITIES

Are you interested in having your business at Linmere?

We have a number of new, modern retail and commercial units available to let at varying sizes and locations. We are looking for exciting local businesses and enterprises to join us at Linmere, to compliment and contribute to this new inspiring community.

Linmere is a place to put down roots. Situated north of Houghton Regis, Linmere will deliver over 5,000 homes, three state-of-the-art primary schools, retail, leisure and entertainment offerings along with employment opportunities, and The Farmstead, a new centre and community hub at the heart of the Linmere development, due to open in late 2021.

Linmere is committed to creating a vibrant new community, embedded within a landscape led development, with a strong emphasis on health and wellbeing, making this a place where people want to live, work and spend leisure time.

The first homes by Bellway and Barratt Homes will be ready to move in from Summer 2021, and a Lidl supermarket opening by close of 2021.

Please contact Rachel Pearce to find out more:

020 7233 6777
info@linmere.com

LINMERE.COM

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Lands Improvement



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INVESTORS