

City firms take top honours in Coutts awards

STAFF at recruitment agency Pertemps in Sheffield are celebrating after the company was named as the country's best large family business. The prestigious national award was presented by the UK's leading private bank, Coutts & Co, in recognition of the company's commitment to a family-focused approach to running its business.

Pertemps places thousands of people in employment in Yorkshire every year in industries as diverse as transport, finance, health-care and catering.

The independent panel of judges was particularly impressed with Pertemps' Share Incentive Plan, introduced in 2004, which gave 90 per cent of employees shares in the company. Its charity and community activity was also highly commended both for direct charitable donations to organisations such as the Spinal Injuries Association and its pledge to match any fundraising activities undertaken by employees up to the value of £500.

Sheffield branch manager Khadine Taylor believes that being a family-owned business is key to the company's success and offers benefits for clients and candidates alike.

She comments: "We're thrilled to have won this award. Pertemps is a real people business and having a strong family culture means a personal and hands-on approach to recruitment and a close relationship both with clients looking for the right candidate and individuals looking for a job that suits them."

● A Sheffield coffee retailer has won a national award for its support of fair trade with third world countries.

Pollard's Tea and Coffee, based on Charles Street in the city centre, was named Best UK Family Business for Philanthropy at the national finals of the Coutts Prize for Family Business.

The company, founded in 1879, was honoured for backing the Fair Trade Initiative which aims to ensure producers of goods in poor countries are paid a similar amount to counterparts in Western states.

Roger Pedder, chairman of the independent evaluation committee, commented: "What really made Pollard's stand out was its sincere commitment to social responsibility."

New tourism chief shouts for Sheffield

THE new chairman of Sheffield Tourism says the city should stand up and shout about its great attractions and events and be proud of attracting visitors.

Steve Brailey, chief executive of Sheffield International Venues, says the message is clear - Sheffield is on the up and the city needs to encourage thousands more visitors every year and reap the benefits of their stay.

Steve says the challenge is to push the importance of tourism to agencies and organisations across the city.

He said: "Many people don't recognise the benefits of tourism and over the years our case has not been presented as loudly or as proudly as we now need to."

"We need to act as the 'voice of tourism' in the city and confirm the definition of a tourist. We really mean visitors and not tourist. If asked the question 'Is Sheffield a tourist destination?' most people would say no."

"If asked 'Does Sheffield attract visitors through its event and entertainment programme?' then most people would say yes."

"The Yorkshire Tourist Board and Yorkshire Forward have

already acknowledged that Sheffield has a significant role to play in promoting the region.

"The city has a huge number of positives that can be profiled. We have spectacular scenery, a fantastic theatre, arts and music scene, an internationally renowned calendar of sporting events, superb shopping, great restaurants and now an expanding hotel market together with convenient transport links.

"We are already attracting a huge number of business visitors but we need to encourage them to come back in their leisure time and stay longer."

"Many of the big events like the concerts and events at the Arena, the snooker, The Games are attracting thousands of people to the city and we need to make the most of that."

"These are exciting times for Sheffield, with so much investment in new developments and new proposals for business and leisure being brought forward all the time."

"The visitor economy is growing steadily and will play an important role in Sheffield's bright future."



Ian Fleming, Matthew Glendenning, Janet Bagshaw, John Tait have joined The Money Centre team

Buy-to-let boom brings Money Centre growth

A SHEFFIELD BASED buy-to-let company has recruited four new members to the team due to continued expansion and increased interest in the buy-to-let market, which is a 22 per cent increase in the workforce.

Investor confidence in the buy-to-let market has risen in the first half of 2006, boosting business levels at The Money Centre, one of the UK's leading independent buy-to-let mortgage brokers. House prices are rising and as a result tenant demand is increasing, and this has led to a boost in rental yields and increased interest in the buy-to-let market.

Peter Senior, business centre director at The Money Centre, comments: "When it comes to recruiting sales consultants we don't specifically look for a background in property, just an interest in it. One of the company's best sales consultants was previ-

ously a teacher who loves the property market. So we have taken on a diverse group of new recruits - the only things they have in common are enthusiasm, team spirit and a passion for property."

Matthew Glendenning has joined the Sheffield office as a sales consultant. Matthew has had a varied career to date, working in multiple industries including insurance, marketing, quantity surveying and telesales as well as time spent in Spain on a working holiday. Janet Bagshaw, John Tait and Ian Fleming have also recently joined the company. Janet has 30 years experience in the financial and property industry, in a sales and service management capacity, while John has had a successful 25-year career in Export Sales Management, working for major UK companies including Ever Ready batteries and working overseas in Dubai for Toshiba batteries. Since 2002 he has run his own export

business from home, but has re-qualified as a Mortgage Broker, recently studying for the CeMap qualification. Finally, Ian Fleming joins The Money Centre in Sheffield having re-joined civilian life after 25 years in the Armed Forces, followed by a three years sales experience in an Asset Management role.

Peter Walsh, business centre director for The Money Centre in Sheffield, comments: "We are thrilled to welcome Janet, Matthew, Ian and John to the team. The Money Centre experienced its most successful year in 2005, processing in excess of £1.4 billion worth of buy-to-let mortgages, and with over £430 million worth of buy-to-let mortgages processed in the first quarter of 2006, which is an increase of £200 million from last year, we knew we needed more staff."

"We are looking to recruit another six consultants within the next couple of months and will look for support staff too."

APPOINTMENTS



Michael takes the lead role at Wake Smith

MICHAEL TUNBRIDGE has taken over as Senior Partner with Sheffield law firm Wake Smith. He has been with the firm for over 30 years and is one of the region's leading trust tax and probate lawyers. He explains:

"I am delighted to take over the reins from Jonathan Hunt. The firm is in great shape and we are enjoying a period of unprecedented growth."

Michael is pictured top competing in the egg and spoon race at Chesterfield's Westmoor Preparatory School circa 1960...

New role for Chris

CHRIS THOMAS is the newly appointed Conference Manager at the Megacentre in Sheffield.

Previously pastor of City Life Christian Church at Shalesmoor in Sheffield, Chris took what may seem an unlikely step from preaching to commerce.

Chris, a Minister for 15 years, is adopting this new role in a bid to play a greater part in improving the local community for the good of its people. Chris has responsibility for leading the Megacentre Conferencing Team, implementing Investors in People and developing new opportunities to host conferences, exhibitions and meetings.



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