

NEWS BULLETIN

ISSUE 4

APRIL 2012

Digging for victory! John Blackmore believes in positive thinking... and it is obviously having a positive effect on business!

John started Central Machinery Limited (CML) in 2004, being one of the first tenants at Upton Business Centre (UBC). His first 'Unit' consisted of a single small hut. Eight years on, CML is the biggest independent plant sales business in the Midlands, and John is about to expand to much larger premises at UBC (4 times bigger!).

This move will allow him to hold £300,000 of stock, from 1/2 ton to 30 ton machines, ranging from £6,000 to £50,000, giving customers a wide range of choice.

"I have always been prepared to change my business, to adapt to the needs of my customers – whether they are as far away as Australia, or as near as Upton itself!"

"I have seen plenty of change in the industry over the last few years, and with the cost of fuel increasing at the present rate, I am now concentrating more on the UK. I buy machines to suit the market, they are serviced and valeted to a high standard before being presented to the customer – you won't find a muddy machine leaving CML!"

"I am always looking out for ways to improve our service, and our new mini crusher hire allows customers to recycle their general building rubble, saving material and disposal costs – making savings financially and for the environment."

John Blackmore, Director

For more information: www.centralmachinery.co.uk



CML sells up to 300 diggers a year – nearly one a day – proof that 'where there's muck there's money'!



Pictured on the right, John Blackmore, with colleague, Edd Simms

Martin's Musings!



"Have we turned the corner?" The evidence pointing to a slow recovery is, I think, now quite strong. Retail sales enjoyed a surprisingly strong start to the year in January, inflation has been on a downward track since peaking in September of last year and manufacturing output grew in January and February. Globally, the picture is equally encouraging. The U.S. is bouncing back and creating jobs and the eurozone crisis has been averted for the moment.

On our patch – as I write this – all units are occupied. Whilst it is in the nature of our business that companies come and go, high occupancy levels point to a strong demand in the area.

This has enabled us to press ahead with expansion plans for Upton Business Centre, where an application has been submitted for an additional two units, together with upgrading the entrance with a new parking area for 12 cars.

We continually seek to upgrade and improve support to our occupiers to facilitate their operations."

Martin Wilesmith, Site Manager

**Contact details for both Centres: Bond House • Howsell Road • Malvern • Worcestershire • WR14 1UQ
t: 01684 561238 • e: enquiries@linkbusinesscentre.co.uk • www.linkbusinesscentre.co.uk**

New Unit gives business more room to expand

Multiple Fixings & Supplies (MF&S) are a relatively new business, having only opened at Units 8/9 at Link Business Centre in June 2010. However, their dedicated team offer a combined 60 years experience within the industry. Since opening, they have continued to grow steadily, and have recently moved to larger premises (Unit 16) within the new Phase 4 development.

This move has given them space to hold a vast range of stock, and in-house machinery – enabling them to satisfy all of their customer requirements.

"I enjoy working for MF&S, every day is different, and can be challenging, particularly in the present climate. We strive to develop and maintain a close working relationship with all of our customers – support and ongoing advice is always just a telephone call away."

"We pride ourselves on the quality of our products, the speed and reliability of our delivery service... and our competitive pricing policy."

Lee Hackett, Manager

MF&S supply and manufacturer pipe supports and channel bracketry, including non-standard fabrications to the following industries: Air Conditioning, Ductwork, Electrical, Heating & Ventilation, Mechanical Refrigeration, Pipework and Sprinkler Installers.



John Woodcock, Sales, prepares goods to be collected and delivered to another satisfied customer

Good Mews from Wyvern Homes!



Wyvern Homes, Unit 7B, Link Business Centre, has been designing and building traditionally styled properties since it's incorporation in 1974.

A private, family owned company which has successfully completed over 300 units across the Herefordshire, Shropshire and Worcestershire region. It's tenure that "quality is our style" truly speaks for itself in it's latest development, Portland Mews, in Great Malvern – combining comfort, quality and style whilst offering convenience and low maintenance together with a secure courtyard and off road parking.

Two out of the three properties were sold within weeks of having gone on the market, proving that Wyvern Homes is still building on it's success.



For more information:
www.wyvernhomes.co.uk

Many thanks!



"My daughter, Charlotte, aged 7, would like to say a very big thank you to all of the generous people of Link Business Centre who raised over £500 in sponsorship for her to do the Sports Relief mile."

John Woodcock, Multiple Fixings & Supplies, Unit 16.

Charlotte completed the mile with her fellow classmates from Gorse Hill Community Primary School on Friday 23 March.



"We are very grateful for the help, support and good will received from many of our fellow businesses on site, amongst other things we have had minor engineering work done and help with unloading new equipment etc using the fork lift truck. We find the atmosphere on site to be very friendly, the unit is an ideal size and affordable, all things vital for getting a start-up business like ours underway."

Gerald Williams, The Friday Beer Company Limited, Unit 20.

For more information: www.thefridaybeer.com

New occupiers

A warm welcome to our new tenants at Link Business Centre:

Unit 8

Cash for Clothes

Kevin Styles

t: 01684 562583 www.cash4clothes.co.uk

Unit 13

Malvern Theatres Trust Ltd

t: 01684 580936

Link Business Centre:**Unit 1****Tulip (TMB) Ltd**

Tony & Melanie Baker
01684 577617
www.tulipmalvern.co.uk

Unit 2**Alto Flooring Ltd**

Contract Flooring
Russell Simon
01684 573222
www.altoflooring.co.uk

Unit 3**Advanced Solar Panels Ltd**

Solar Panels
John Wheeler
07974 920345

Units 5 & 22**Mid West Automation**

Aluminium Fabricators
Andy Haigh
01684 899103
www.midwestautomationltd.co.uk

Unit 6**Meigh Mansbridge & Company**

Accountants
Roger Meigh, Kevin Mansbridge
01684 565486
www.meigh-mansbridge.co.uk

Unit 7**Stockall Electronics Ltd**

Kate Stockall
01684 574977
www.stockallelectronics.com

Unit 7A**Estate Office**

Kim Riding, Administrator
01684 561238
www.linkbusinesscentre.co.uk

Unit 7B**Wyvern Homes Ltd**

Residential Developers
Mark Wilesmith
01684 561238
www.wyvernhomes.co.uk

Unit 7C**Worcester Solar Heating Ltd**

Installers of Renewable Energy Systems
Darren Stockall
01684 575892
www.worcester-solar.co.uk

Unit 7D**Crown Taxis**

Khurshid Baig
01905 357788

Unit 7E**Executive Land Travel**

Pete Wood
07787 188720
www.executivelandtravel.co.uk

Unit 8**Cash for Clothes**

Kevin Styles
01684 562583
www.cash4clothes.co.uk

Unit 9**Fire Installation Service Ltd**

Lee Hackett
01684 892981

Unit 10**Malvern Engineering Ltd**

Chris Smedley
01684 574471

Unit 11A**Smart Car Care Valeting Centre**

Patrick
07872 991286

Unit 11B**G Webb Automation Ltd**

Packaging Equipment Manufacturer
Paul Webb MD
01684 892929
www.webbautomation.co.uk

Unit 12**Surplex UK Ltd**

Recycling Computer Hardware
Mark Willis
01684 568789
www.surplex.co.uk

Unit 13**Malvern Theatres Trust Ltd**

01684 580936

Units 14 & 15**Link Tools**

Tools & Fixing Supplies
Steve Metcalfe, Gary Looker
01684 578866

Unit 16**Multiple Fixings & Supplies Ltd**

Lee Hackett
01684 892981

Units 17 & 18**Fire Installation Services Ltd**

Ken Newman
07802 864323

Unit 19**Beacon Sports & Trybike**

Commercial Embroidery
& Bicycle Sales
Jon Wootten
01684 892439
www.beaconsports.co.uk
www.trybikestore.co.uk

Unit 20**The Friday Beer Company Ltd**

Micro Brewery
Andrew Keir, Perry Jackson,
Gerald William
07702 026009

Unit 21**Monza Ltd**

Specialist Car Sales
George Roberts
07886 208044
www.monzacars.co.uk

Unit 23**HD Cable Ltd**

Electronics Wholesalers
Chris Pinder
0844 351 0190
www.hdcable.co.uk

Unit 24**Shredability Ltd**

Secure Shredding
Kevin Styles
01684 562583
www.shredability.co.uk

Unit 25**G Webb Automation**

Packaging Equipment Manufacturer
Paul Webb MD
01684 892929
www.webbautomation.co.uk

Units 26 & 27**RPM Car Repairs**

Katie & Paul Bird
01684 565555
www.rpm-malvern.co.uk

Upton Business Centre:**Unit 1****Upton Farm Services**

Farm Machinery Repairs and Parts
Garry Thackeray
01684 593600

Unit 4A & 5A**Go For Granite Ltd**

Bespoke Granite Products
Matt Walker
01684 592777
www.goforgranite.co.uk

Unit 4B**R M Davis**

Wholesale Beds
Bob Davis
Mob: 07748 988888

Unit 5B**Central Machinery Ltd**

Plant Dealer to the Trade
John Blackmore
01905 340377
www.centralmachinery.co.uk

An evening celebrating a successful eclectic business mix



A social get together recently took place at Link Business Centre to celebrate Monza's move to Unit 21. George Mundy, Principle of Monza Ltd and Martin Wilesmith invited fellow tenants, colleagues and friends for an informal gathering.

In fact, it proved to be very useful for some occupiers who have since received valuable help and support from people they met, and has developed opportunities for reciprocal business.

Several tenants have since asked Martin if he will consider holding such gatherings on a regular basis ... and with the Friday Beer Company about to launch their brand new range, there may be cause to celebrate once again – next time with a bottle of beer – **CHEERS!**



The evening proved to be a great success, enabling guests to get to know each other, and to raise awareness to the vast array of services that are on offer at the centre.



Monza Ltd offers a bespoke car sales service to their clients.

For more information:
www.monzacars.co.uk



JOHN GOODWIN FRICS

CHARTERED SURVEYOR AUCTIONEER VALUER ESTATE AGENT

John Goodwin are the locally based Chartered Surveyors and Agents providing assistance to both Link and Upton Business Centres and are delighted with the continuing demand for good quality commercial units.

Last year saw a flourish of activity as the new development at Link Business Centre (Phase 4) completed and became fully let, and the demand has continued into 2012 with the remaining two units on the Estate having just been occupied, with enquiries for space still being received.

"We anticipate that the new units proposed at Upton Business Centre will attract attention from companies looking for accommodation near the motorway or away from the busy conurbations." Commented David Hext MRICS – Commercial Property Manager at John Goodwin.