

# Find out how you can give your firm a real boost

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BUSINESSES in North East Lincolnshire face greater pressures today than at any time in recent history.

While they may be very good at what they do, many are missing out on the opportunity to improve their financial efficiency, increase their wealth, grow their customer base and ultimately secure their future.

There is also the problem of where to go for advice in issues like tax planning, pensions, investments, raising finance, acquisitions or how to go about selling a business.

This is where firms Pelham and Johnson Hunt come in. Based in Dudley Street, both firms together provides the complete business advice package through a wide range of tailored services designed specifically for the needs of medium and small-sized firms.

They have a team of qualified advisers who are able to offer the highest levels of expertise in a number of important areas.

There are four strategic elements to this partnership. The first is Pelham, Chartered Accountants (delivers traditional auditing and accountancy services, payroll bureau, VAT advice and secretarial services).

Then there is Johnson Hunt Corporate Finance and Consultancy, Johnson Hunt Wealth Management and Johnson Hunt IT Services.

Each section has its own specialists. Of course, if it is simply accountancy or payroll services that your require then that is fine. Johnson Hunt Pelham will happily provide that.

But sometimes a firm might

be overlooking the opportunity to maximize its assets or to beef up its investment portfolio, for example, and this is where the other sectors can add value to you and your business.

Chartered accountant and Chartered Corporate Financier Chris Hunt, who is a partner in Pelham and a director of Johnson Hunt, qualified with Deloitte, and worked for a number of blue chip companies before coming to Grimsby.

He said: "We look at a business as a whole. It is then up to the owner to decide how much or how little he or she wants to take out. Clients have a choice and, more importantly, the solutions are what suits them."

"We have a team of experts who are not only specialists in their own field, but also have a high degree of maturity and experience than anyone else. Our team is important to us and the clients benefit from that."

The accountancy profession may be almost as old as history itself, but Chris adds: "The days when firms took along their books and asked their accountant to simply prepare a Profit and Loss and a balance sheet have changed."

"Pelham Chartered Accountants will happily do that, but there is a good chance that these days a firm will want something more," said John White, a partner at Pelham.

There is no pressure on their clients to take any additional services, but the options (and more importantly, the benefits arising from those options) are all carefully and calmly explained and available to all.

There are times when the owner of a company is so ab-

sorbed with his or her core business that they fail to look beyond that. Very often it boils down to simply 'not having enough hours in the day'.

A company might want advice on how to set up an employee pension scheme, or take out life insurance for the directors and key employees, or how to get the best from its assets such as the property it owns.

It is also surprising how many firms are still paying too much tax or because they do not know what is deductible and what is not or what tax strategies can apply to their business.

Johnson Hunt Wealth Management is specifically designed to help both firms and individuals grow their wealth.

The advisors explain the options and the risks associated with various investments and then help the client come to a decision that is best suited to them

So much depends on how cautious or adventurous a client wants to be when investing. Their life goals or plans for the family all have a bearing.

Every saver knows that the returns from normal bank or building societies savings products are abysmally low and that situation is likely to remain so for some time yet.

There are specialist ways of getting a much better return, but most do include some element of risk. Johnson Hunt helps people weigh up the pros and cons associated with these investments.

Its advisers will work through a number of products to create a balanced portfolio that provides a secure platform that can be reviewed and adapted whenever circumstances change.



Partners, directors and staff at Johnson Hunt and Pelham.

The same also applies to planning for retirement, inheritance, pensions, asset disposals and acquisitions and personal tax.

Graeme Holtby, director and IFA, said: "We understand that wealth can come from many sources. These include profits from the business, income from work, the sale of an asset or what to do with an inheritance or a personal injury settlement."

Johnson Hunt Corporate Finance and Consultancy specialises in business development, mergers and acquisitions, business restructuring, refinancing and business sales and disposals.

Chris says: "It is very much about strategic planning. We go back to basics and find out why a firm wants to expand and then carry out a search and select to find the most appropriate tie up."

"It is very much the same when it

comes to selling. In both cases confidentiality and to deal at the right price are key. Your identity is protected until you are sure that you know what you want to do."

Johnson Hunt, has built up a strong business data bank covering all of Lincolnshire and Yorkshire – and beyond. "Much of our information comes through word of mouth," Chris added.

The rapid advance in technology (and it is still a long way from being over) has probably had more impact on businesses and their development than anything else over the past couple of decades.

Simon Brunskill, head of IT at Johnson Hunt, said: "This company embraces technology and has developed its IT Services so that our clients have a simple, cost effective way to access these benefits."

● To have your business profiled call us on (01472) 204020.

## BUSINESS BRIEFING

### Honour for fish merchant

A LINCOLNSHIRE fish merchant, who is a major supplier of seafood to Grimsby, has been honoured by Ostend fish market in Belgium.

Kamil Kolancali, from Boston, received a commemorative plate from the mayor of Ostend when he was named as the "highest trader" at the Belgium fish centre.

He said he was delighted to be recognised by one of the most important fish markets in Europe.

### Signage plans

MARKS & Spencer have applied for permission to display four illuminated fascia signs, two illuminated projecting 'bus stop' signs and two no illuminated fascia signs outside its store in Victoria Street, Grimsby.

### Conversion bid

MS J. Barnes of Greetwell Road, Lincoln, has applied for planning permission to convert a shop and maisonette at 1, Pelham Road, Immingham into two maisonettes.

## Closure of solicitors' office confirmed

THE legal firm Wilkin Chapman Grange has confirmed it is to close its office in St Peter's Avenue, Cleethorpes on April 1.

The Chronicle reported

last year that the firm had announced a period of consultation regarding a possible closure.

They will transfer to the firm's Grimsby offices at

St Mary's Chambers in West St Mary's Gate.

Mike Siddle, leading Cleethorpes property executive, will start work at Wilkin Chapman Grange's top town office from Monday, April 4.

He said: "I have been serving Cleethorpes clients, as well as clients from Grimsby and across the country, for the last 33 years.

"Even though a lot of the work we do these days is conducted by telephone and email, we do offer home visits to clients and will be happy to continue to provide this service after April."

Mary-Ann Summerfield, probate executive, has been looking after Cleethorpes clients since 2003

and adds: "I'm really looking forward to joining the sizable Wills and Probate department in Grimsby and working as part of the team and can assure all our clients that they will continue to receive a first class service."

Julia Whittaker, chief executive of Wilkin Chapman Grange, said: "It is with regret that we are leaving Cleethorpes after 60 years but we are sure that we can maintain our high standard of service to clients from our Grimsby offices.

"I must stress to all clients that they need not worry over their documents that we hold.

"Documents including



The offices in St Peter's Avenue, which are to close.

wills and deeds will be transferred automatically to Grimsby and our extensive practice management

system will be updated to show the location of any documents."



Mike Siddle and Mary-Ann Summerfield of Wilkin Chapman Grange

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