

Secretary of state to address midlands scientific and business technology leaders

The Secretary of State for Innovation, Universities and Skills, the Rt. Hon. John Denham MP, addressed Midlands scientists and business technology experts, at the annual QinetiQ lecture at the University of Worcester in December.

Mr Denham's lecture was on the theme; "Harnessing Knowledge; Turning Innovation into Wealth: Changing Culture, Changing Policy".

The lecture and Question and Answer session was an opportunity to hear the Secretary of State's views on what changes can be made to facilitate the process of transforming today's inventions and intellectual property into tomorrow's products and services.

Mr Denham viewed an exhibition of the latest cutting edge capabilities of QinetiQ and toured the University's own current scientific, technological and business developments. This includes the work of the National Pollen and Aerobiology Research Unit, with its leading research into asthma, hay fever and airborne allergies; its 3D Motion Analysis Research and Rehabilitation Centre, which is designed to tackle and prevent injuries in sports, manual handling and other health related fields and the launch of its Worcester Innovators Network.



This student-led society fosters inventiveness and business entrepreneurialism.

Double appointment for Sanctuary

Sanctuary Group, one of the UK's leading housing associations, has restructured its finance department to meet the growing needs of the business. There are now two distinct streams - financial control and financial planning and analysis - both based at the Worcester head office.



Jim Stockton has been appointed to the new position of Group financial controller and Nathan Warren to head of financial planning and analysis. Jim will be responsible for strengthening financial control within the Group as well as accelerating the pace of integrating new subsidiaries.

He said: "I am excited about my new position at an extremely interesting time in the organisation's development. There is huge opportunity for the Group not only to become one of the largest social housing providers but also the most efficient and well managed."

As head of financial planning and analysis, Nathan is responsible for assisting the business in making decisions with respect to potential development opportunities. He said: "I believe the creation of this team will allow Sanctuary to better monitor and mitigate business risk, and drive commercial efficiency and best practice across the Group."

Nathan heads a team of 15 professionals, one of whom recently took part in the World Ironman 70.3 Championships in Florida. In November's event, Gareth Dixon finished 792nd out of 1,500 competitors, completing the 1.2 mile swim, 56 mile bike ride and 13.1 mile run in four hours and 54 minutes.

Whitefoot-Forward to store world's oldest newspaper



Left to right: Kevin Ward and Michael Whitefoot with some of Berrow's historic archives

Historic copies of Berrow's Worcester Journal, the world's oldest continually published newspaper, have been moved into the expert care of Hartlebury records management specialists Whitefoot-Forward.

With more than 300 years of publications to store, the Journal team were keen to ensure that the newspapers - some dating back to the 1700s - would be in good hands. The original printed copies contain an irreplaceable record of past life in the City of Worcester, and are the weekly source of inspiration for Mike Grundy's popular Memory Lane feature in the Worcester News.

Kevin Ward, editor of the Worcester News, explains, "Like any newspaper the Journal's storage needs increase on a daily basis, but when we have over three centuries of publications to store our needs run a little deeper! Whitefoot-Forward recognised the delicacy of some of our records and were able to provide us with a flexible, cost effective solution with plenty

of room to see us through to our 400th birthday!" Michael Whitefoot, Whitefoot-Forward managing director said, "It's an honour to be able to look after Berrow's Worcester Journal. The history of the paper is unique, and to be part of its continuation, and perhaps even of its history, is fantastic."

Whitefoot-Forward is an award-winning, independent supplier of 'smart storage' solutions for businesses. Its services include records management and archive storage, containerised storage and distribution services. For further information contact Michael Whitefoot on 01299 250566, email michael@whitefoot-forward.co.uk or visit www.whitefoot-forward.com



RBS lend support to Cunningham's

The Royal Bank of Scotland ("RBS") in Worcester has recently supported its customer Cunningham Cash Registers Ltd in their acquisition of Cash Registers Supplies Ltd a Scottish based company which extends the geographical reach of the Cunningham business operation.

Cunningham Cash Registers sell and lease cash registers and EPOS systems to a large customer base across the UK. They stock a wide product range which is configured to the needs of their customers, and their products are now in use in approximately 16,000 sites.

The company's strategy is for continued geographical expansion, and the purchase of Cash Register Supplies Ltd is the first evidence of this in operation. The synergies between both businesses provides a real benefit to Cunningham's as they can trade on their strong position within England and now have a major foothold in the Scottish market as well.

RBS has been the banker to Cunningham's for 24 years and Relationship Manager, Lynne Snipe has been close to Sales Director, Lawrence Bailey and his business strategy for a number of years. The bank was able to respond quickly to the Cash Registers Supply Ltd opportunity, with



the bank providing debt funding to enable the purchase as well as the ongoing working capital facilities to support the day to day operations of the company.

Lawrence Bailey, Sales Director of Cunningham Cash Registers said:

"We are delighted to have completed the deal for Cash Registers Supplies. The acquisition transforms our geographical reach within the UK market and provides a solid base for the expanded business to grow even further. The opportunity to move into niche markets provides good solid additional revenue lines to the company, and the synergies of both operations should provide tangible benefits to the profitability of the company. We have a strong relationship with Lynne and the team at RBS and through working in partnership we have felt supported in every move we have made to grow the business and its operational model."

Harrison Clark's expands Business Services Department

Leading Worcestershire and West Midlands law firm Harrison Clark LLP has recently appointed top commercial litigator Andrew Spooner as a Partner in its Business Services Department which is made up of Corporate, Commercial, Employment, Commercial Property and, Commercial Litigation.



Andrew who is from Bewdley, spent a large part of his career with Birmingham law firm Martineau Johnson, where he started as a Trainee Solicitor and worked his way up to become an Equity Partner and then Head of the Commercial Litigation Department. In 2001, Andrew was appointed a Deputy District Judge and in this capacity hears a wide variety of civil claims in the High and County Court. In 1999 he was appointed a solicitor member of the Solicitor Disciplinary Tribunal and is one of only 33 solicitor members who sit with lay members to hear cases involving professional conduct against members of the profession. He is also an accredited mediator.

Prior to joining Harrison Clark, Andrew spent a year working as a Specialist Litigation Consultant to Averta Employment Lawyers who are based near Birmingham Airport. As well as being a partner in Harrison Clark's busy Commercial Litigation Team, Andrew will also continue to be Specialist Litigator of choice for Averta Employment Lawyers.

In his new post at Harrison Clark, Andrew will be handling complex contractual disputes, regulatory work (mainly in relation to Health & Safety and Trading Standards), partnership disputes and director's duty claims. He also expects to carry on with his mediation work.

Richard Morgan, Head of the Commercial Litigation Team said, "Andrew's appointment adds strength and depth to our Team. We already act in multi million pound litigation cases and by having h a litigator of Andrew's calibre on board we will be able to offer our clients even greater experience and expertise."



Evolution of Malicious IT Attacks Threatens Small Businesses

According to a recent survey by the British Chambers of Commerce and Microsoft 84% of businesses claim to have suffered at least one computer related incident or e-crime within the last 12 Months. The survey also highlighted the fact that 52% claim to have suffered a computer virus infection. 6% have been affected by hacking, compared to 10% who have had a computer stolen. At this rate of growth, next year a business is more likely to be a victim of hacking than theft.

The history of IT related crime has evolved from the threat of someone physically breaking into premises and removing important hardware, to attacks by malicious third parties possibly thousands of miles away. A malicious attacker can compromise a system, steal everything of value, and completely erase their tracks within minutes.



A few years ago 'hackers' as they became known would target corporate computer networks, aiming purely for notoriety. Now hackers are increasingly targeting small businesses whose IT infrastructure tends to be highly vulnerable. With small business becoming more reliant on their IT in order to continue trading this can be catastrophic. The Chamber of Commerce's own figures show that 4 out of 5 businesses who lose data cease trading within 2 years. Even if business is disrupted for a couple of days, you can calculate the cost in lost productivity.

More worryingly, there is a move towards attacks for financial gain. This has seen an exponential growth in spam e-mail in the past couple of years. Spam E-mail is now the most common method of delivering malicious attacks.

Integratech can protect your business from spam, hacking, viruses and staff abuse of system by deploying industry leading products. For a free consultation, call 01905 758900.