

Where to find the right tool for the job!

If Steve and Gary, at Link Tools haven't got what you need, they will get it! However, the chances are, that within their extremely well stocked showroom at Link Business Centre – you will find 'the right tool for the job'.



Steve (left) and Gary

Steve Metcalfe set up Link Tools 13 years ago, based in Unit 14. When, in 2006, Gary Looker joined forces with Steve, they decided to expand their premises to Unit 15, giving them the space to improve their customer service by having a large showroom to display the wide range of products in stock.

Link Business Centre is an excellent location for Link Tools. It is conveniently positioned for local building and allied trades,

and has plenty of parking, making it ideal for their customers – saving them valuable working time. Steve and Gary will even offer free daily delivery in the local area. They also provide a specialist customer ordering service.

Having over 50 years combined experience within the industry, their extensive knowledge of the trade enables them to provide their customers with valuable advice and guidance. Trade comes mainly by word of mouth and recommendation. Their excellent reputation in the local area has grown through the personal service they provide.

Link Tools supply power tools, hand tools, fixings, fasteners and ironmongery to the building and allied trades. They offer a full range of services, ranging from small local projects to major national work, and everything in between.

Link Tools Trade Show

Steve and Gary are holding an open day 'Trade Show' on Friday 16 May, where members of the public are invited to 'come and meet the experts' and take part in a free prize draw, to see for themselves the extensive range of products Link Tools has available. There will also be special show deals, opportunities to 'try before you buy' and free accessories offers.

For more information, contact Steve or Gary on 01684 578866



Sue Lane – your new point of contact



Sue Lane has recently replaced Kim Riding as Office Administrator for both Link and Upton Business Centres.

After leaving Malvern to join the WRNS (Navy) at 19, Sue spent several years in the south of England, working as manager of Sankeys Builders Merchants and also for Wimpey Homes.

She returned to Malvern in the 90's to attend Cheltenham College, and gained an HND in Business and Finance. After graduating, Sue became a Financial accountant at The Science Museum in London. Not keen on the weekly London commute, Sue decided to look for a position back in Malvern. She has worked as Bookkeeper for local companies for over 10 years before joining Link Business Centre as Office Administrator.

Sue will be based at Bond House from 9.00am to 1.00pm every weekday, to ensure the smooth day to day running of both Centres, and to assist with any queries tenants may have. You can contact Sue on 01684 561238

Business is definitely 'brewing up' at The Friday Beer Company!

In August 2011 Gerald Williams, Perry Jackson and Andrew Kier, owners of The Friday Beer Company (TFBC), took their first 500sq ft unit at LBC, just one year later they doubled in size to 1000sq ft and in 2013 they leapt to 2500sq ft – tripling their brewing capacity.

The extra space has allowed them to invest in new brewing systems – enabling them to brew three times as much beer in the same amount of days, producing up to 2,000 ltrs litres in a single week!

This increase in productivity, along with the extra space Unit 4 has given them for storage of bottles, casks etc., has made it possible for them to supply to a much wider range of outlets, pubs and restaurants across the Three Counties. In fact, sales this year have also trebled.

TFBC beers can already be found in several local pubs, including The Nag's Head; The Great Malvern Hotel; The Chase Inn at Colwall and The Cardinal's Hat in Worcester ... as well as outlets such as The Fold at Bransford, Link Wines, Malvern Link, The Hop Pocket near Ledbury and most recently – Webbs of Wychbold, near Droitwich – their biggest customer to date.

TFBC are also proud to have been involved in various local events recently – including the Great Malvern Jazz Weekend which took place in April and proved to be a huge success. They are sponsoring Malvern Rocks, the three day festival of music being held over the weekend of 25th – 27th July. This year, Malvern Rocks will be raising money for Acorns Trust and St Richard's Hospice.



Pictured from left to right: Gerald Williams, Perry Jackson and Andrew Kier



So people can raise their glasses of TFBC beer proudly, knowing that together they are helping raise money for great local charities.

If customers wish to enjoy their Friday Beer Company beers at home, they are also for sale at Unit 4, where there is plenty of free parking.

For more information: www.thefridaybeer.com

It's your round!

Antoine, Theresa, Jacqueline and Eric enjoy beer.

They drink FBC Fifty, FBC Blue, Stella and Fosters.

On Thursday, Friday, Saturday and Sunday they drink one, two, three and four beers.

Hints:

A man drank four "Fifty" but not on a Thursday or Sunday.

Jacqueline did not have one or three beers and she did not

choose Laurentide.

No one had Fosters on Sunday.

Eric did not consume four beers.

Theresa chose "Blue", on Saturday. She had more than one beer.

Questions: What kind of beer, what day and how many did they drink?

It's onwards and upwards for Central Machinery!



John Blackmore, owner of Central Machinery, Unit 5B Upton Business Centre, is excited!

Rather than deciding to just 'ride the recession storm', John had the forethought to look into ways to expand CML, ready for when the economic climate picked up.

When a larger unit became available at the Centre, he moved from his smaller single unit, and the extra space allowed him to build up the business and increase the range of stock he held. In fact, over the past two years, John has taken on 4 new employees and doubled his turnover.

John has also been concentrating on building the internet side of CML, and, 6 months ago, he took on Jill (pictured below), to handle all online sales. Jill has proved to be a great asset to CML, online sales have increased dramatically, becoming a lucrative source of extra income for the company.



Spurred on by the growth of CML, and having money to invest, John made the decision to expand further, and when the opportunity arose for him to invest in another company, Partex Services Ltd, he knew the timing was right.

Partex Services Ltd, is based in Pershore. It is a well-established family business with over 35 years of experience in supplying both JCB parts and construction plant and agricultural spares.

At present, Partex is known to be a 'Garage for diggers', supplying machinery parts to local customers. John will be changing the company name to Partexs.com, and will be concentrating on online sales, but he will still cater for existing Partex customers by keeping the walk-in trade side of the business. He will be employing more staff, and is going to give the business a 'facelift', by re-vamping the premises and having new company vehicles. All of which is welcoming positive news for the surrounding area.

Meanwhile, with plans to increase the size of Upton Business Centre on the horizon, John has plans to eventually move to a bigger unit, and move Partexs.com to the Centre, bringing both CML and Partexs.com to the same premises.

Upton Business Centre has certainly given John room for development!

For more information: www.centralmachinery.co.uk

How?

A cowboy rides into town on Friday, stays for three days and leaves on Friday.

Question: How did he do this?

What am I?

I'm full of holes, yet I'm full of water.

Question: What am I?

What is it?

There is an ancient invention still used in some parts of the world today that allows people to see through walls.

Question: What is it?

Gary is King of the Bouncy Castle!

Three Counties Entertainment (Unit 21, Link Business Centre) is definitely a family run business – in fact, whenever owner, Gary Kennett, needs to test out new inflatables, he is never short of volunteers – his partners two sons are more than happy to help out!

Gary launched Three Counties Entertainment earlier this year and business is proving to be 'buoyant'! He prides himself on providing a reliable and competitive service for any parties and events where entertainment is required.

Unit 21 at LBC is the ideal location for Gary – it is large enough to inflate the bouncy castles to dry out indoors when the weather is wet, and gives him the space to store the extensive range of inflatables that are available for hire. It also provides him with the on-site facilities to test all electrical equipment before each hire, ensuring customers' peace of mind.

As well as inflatables, Three Counties Entertainment also supplies Rodeo Bull and Rugby Ball Rides, Candy Floss and popcorn Machine Hire and Mascot/Costume Hire, and are constantly updating their stock, keeping up to date with any new trends. They will supply and deliver within the Three Counties – and with their high standards, personal friendly service and innovative ideas, they really are the one stop entertainment shop.

For more information: www.bouncycastlehiremalvern.co.uk



Only kidding!

Tom and Dick are building a house when Tom sees Dick going through a bag of nails. He looks at each nail in turn and some he puts into a box and others he throws into a bin. "Why are you throwing those nails away?" asks Tom. "Because they're pointed at the wrong end," says Dick. "You idiot," replies Tom. "Those nails are for the other side of the house".

I am not scared of goblins or ghouls and things that go bump in the night ...
... Werewolves and bats and witches and such do not give me much of a fright ...
... But there is this one thing that scares me to death and only this one thing I fear ...
... And that's to open my fridge at night and find that I'm all out of beer.

Issue 7's brain teaser answers
Who, what where? Answer: Donald - red - Welland - 36 years, Jackie - green - Worcester - 33 years, Emily - blue - Upton upon Severn - 34 years, Ralph - black - Malvern - 35 years
Why push a car? Answer: Playing Monopoly
It probably will be red... Answer: The probability of the driver encountering a yellow light and the light turning red before the car enters the intersection is about 5.5%. At 45 mph the car is travelling at 66 feet/second and will take just over 3 seconds (3.03) to travel the 200 feet to the intersection. Any yellow light that is in the last 3.03 seconds of the light will cause the driver to run a red light. The entire cycle of the light is 55 seconds. $3.03/55 = 5.5\%$

Link Business Centre:**Unit 1****Tulip Cleaning**

Commercial Cleaning Services
Tony & Melanie Baker
01684 565187
www.tulipmalvern.co.uk

Unit 2**Tulip Laundry**

Commercial Laundry Services
Tony & Melanie Baker
01684 577617
www.tulipmalvern.co.uk

Unit 3**Black Pepper (Ledbury) Ltd**

School Lunch Caterers
David Mabey
01684 891560
www.blackpepperlunches.com

Unit 4**The Friday Beer Company Ltd**

Micro Brewery
Andrew Keir, Perry Jackson,
Gerald Williams
01684 572648
www.thefridaybeer.com

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**

Electronic Design House
Kate Stockall
01684 574977
www.stockallelectronics.com

Unit 7A**Estate Office**

Penny Cook, Property Manager
and Sue Lane, 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 8**Cash 4 Clothes**

Clothes Recycling
01684 438030
www.cash4clothes.co.uk

Unit 10**Malvern Engineering Ltd**

Chris Smedley
01684 574471

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

Patrick
07872 991286

Unit 11B & 25**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**Malvern Cleaning and Supplies Ltd**

Cleaning Product Supplies
Darren Leeming, Joanne Hodgkiss
01684 899320
www.malverncleaningsupplies.co.uk

Unit 17**Alto Flooring Ltd**

Contract Flooring
Russell Simon
01684 573222
www.commercial-flooring-contractor.co.uk

Unit 18**Asiri Foods Ltd**

Food Production
Asiri Hall
01684 572721
www.asirifoods.co.uk

Unit 19**Beacon Sports & Trybike**

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

Unit 20**Three Counties Entertainment Ltd**

Hire of Leisure inflatables
Gary Kennett
01684 301453

Unit 21**Three Counties Mobility**

Mobility Equipment
Gary Kennett
01684 301453
www.tcmobility.co.uk

Units 23 & 24**HD Connectivity Ltd**

HD TV Distribution Systems
Chris Pinder
01684 576348
www.hdconnectivity.com

Units 26 & 27**RPM Car Repairs**

Car servicing, repairs & MOT's
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 2**Forest Traffic Services Ltd**

Traffic Management
Terry Thomas
01684 591240
www.forestsupportservices.co.uk

Unit 4A**Go For Granite Ltd**

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

Unit 5B**Central Machinery Ltd**

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

We hope you like the new brain teasers we have introduced and just to tease you more, you will have to wait for issue 9 for the answers!

Cleaning made even clearer – and nearer!



Darren and Joanne

When Darren Leeming started out as a window cleaner, he had his sights set further than the top of his ladder!

He soon expanded into other areas of the cleaning industry, and joined forces with Joanne Hodgkiss to form Malvern Carpet Cleaning, Malvern Cleaning as well as Malvern Window Cleaning.

Darren and Joanne then decided to start up their own retail company – selling only products they would be happy to use themselves and therefore could recommend. Working from home initially, they formed Malvern Cleaning & Supplies Limited (MCS).

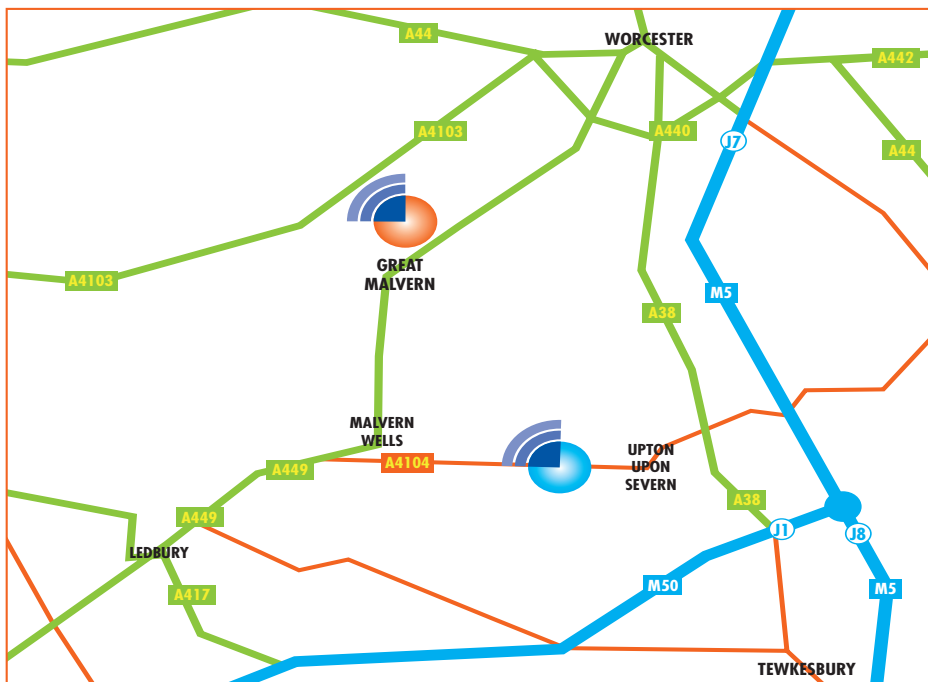
One of Darren's customers was Martin Wilesmith, owner of Link Business Centre. Being familiar with the Centre – when Unit 16 became available in 2013 – Darren knew it was the ideal location for MCS. The layout of the Unit was perfect for their needs, having it's own retail area, plenty shelving for storage and an office area.

Darren and Joanne aim to sell to both commercial and domestic customers and are the only place in Malvern where customers can purchase certain cleaning products and equipment, including Numatic, Robert Scott, Clover Chemicals and Unger. With their vast knowledge of the cleaning industry, they can advise and help customers with any questions they may have about the most suitable chemicals and cleaning equipment for their particular needs.

Being located in Malvern Link, their store is convenient for local customers, and as there is plenty of room to park, they don't have to worry about getting a parking ticket! For customers who can't get to the store, MCS are launching a new on-line store, which will be linked to Ebay, Amazon etc. www.malverncleaningsupplies.co.uk, making it even more convenient.

For more information: www.malverncleaningsupplies.co.uk

LINK & UPTON BUSINESS CENTRES



Units available at UBC

Unit 4B: 1972sq ft + compound

Unit 3: 1824sq ft + compound

New occupiers

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

Unit 16 Malvern Cleaning & Supplies Ltd



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.

Ledbury Office t: 01531 634648
e: ledbury@johngoodwin.co.uk

Malvern Office t: 01684 892809
e: malvern@johngoodwin.co.uk

Working together to secure your business

Newsletter designed and produced by Full of Bright Ideas

t: 01684 575021 • e: julie@fullofbrightideas.co.uk • www.fullofbrightideas.co.uk