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May 2018



CHAMBER NEWS • COMPANY SPOTLIGHT • EVENTS • NEW MEMBERS

Welcome from...



Jackie Matthias Chief Executive of West Kent Chamber of Commerce

Welcome to our Spring Newsletter. Apologies that it is a little late, but then so was Spring. We cannot complain however as we have just had a magnificent Bank Holiday week-end. Here in the Chamber office we are all hoping we have good weather for the two special events we have organised in June. The Summer Ball to be held at the Spa Hotel on 8th June is fully booked and bookings for the Golf Day to be held at Lamberhurst on 28th June are looking very promising.

I am sure that many of you will know that Malcolm Gray has 'retired' as a Director of Ward Mackenzie and is planning to train to become a Maths teacher. Sadly this has meant that Malcolm has resigned as a Director of the Chamber. We would like to say a very big thank to Malcolm who joined the Board in 2016. He and Ward Mackenzie have been great supporters of the Chamber for many years, but particularly latterly, whilst they have been looking after the finances of the Chamber.

We wish Malcolm success in the future and hope that he will keep in touch with Chamber members and let us know how he gets on in the world of education.

GDPR the new regulation is coming into force on 25th May. I am sure the majority of members are busily working to become compliant with this new law and to help the Chamber, I should be most grateful if you could please return the consent form to us as soon as possible. We need these forms in order for us to keep you informed about our future events.

Jackie

Please take a few minutes to think about who you could introduce as a member. If you introduce a new member we will reward you with one of four great gifts illustrated below. You may download a recruitment leaflet here. [➔](#)



Introduce a new member and choose one of the following gifts.



6 bottles of Chapel Down sparkling wine.



Free place at four Chamber lunches during the year, including the Christmas lunch.



Whiting & Hammond Lunch or Dinner for 2



A Kindle Paperwhite

Company Spotlight

Markerstudy Leisure

Markerstudy Leisure is part of the Markerstudy Group and includes the operation of Salomons Estate, One Warwick Park Hotel, One Media and Bewl Water Country Park. Markerstudy Group employs more than 4400 staff nationwide, with more than 1000 based in Tunbridge Wells alone. The group, which celebrated 15 years of trading in 2016, was ranked 4th place in the 'Sunday Times 30 Best Big Companies to Work For 2017'. Whilst the companies work closely under the Markerstudy Leisure umbrella, the services and products vary from site to site.



One Warwick Park Hotel is a boutique hotel nestled in the heart of old spa town Royal Tunbridge Wells. Composed of 39 individually styled, contemporary rooms and suites as well as an onsite restaurant SEVENTEEN, offering British classics inspired by modern seasonality and cooking techniques, you can dine and stay in the heart of the vibrant Chapel Place. One Warwick Park Hotel is also home to a range of event and conferences spaces suitable for intimate conferences and 1:1 meetings, through to extravagant product launches and stunning birthday celebrations. Whatever the event, One Warwick Park Hotel provides the perfect blank canvas.



In contrast, **Bewl Water** is an Area of Outstanding Natural Beauty, situated in the heart of the High Weald. Home to 800 acres of stunning landscape, rustic woodland and the largest stretch of open water in the South East, uncompromised views

and a thoroughly enjoyable day out is promised at Bewl Water. Bewl Water was acquired by Markerstudy Leisure in 2016 and since then plans have been undergone in order of positioning Bewl as an idyllic yet 'go to location'. The site is now home to a host of activities available including cycling, sailing, fishing, laser challenge, adventure playgrounds and nature walks. There is a wide range of events which take place every year at Bewl Water such as the Bewl Water Race Series, the annual Dragon Boat Race plus much more. Bewl Water may be a hub of activities and outdoor pursuits, however it has also a popular venue for weddings and private events over the past 12 months.



Salomons Estate is a large a stunning Victorian mansion, designed by the acclaimed architect Decimus Burton. Set in 36 acres of rolling gardens, parkland and woods, it enjoys an enviable location in the heart of England's garden, yet within an hour's travel of Central London. The estate is now frequently used for conferences, meetings, award ceremonies and private events such as weddings.



Lastly is **One Media**, a creative and experienced publishing and full service marketing agency, which publishes local newspaper 'The Times of Tunbridge Wells' and magazine 'SO' amongst many other publications. One Media strives to explore the most effective customer marketing and media strategies which also include online channels, with the latest channel theknow.guide, an online guide to Tunbridge Wells, with the latest places to visit, events across the town and much more.

Markerstudy Group, Chamber member since March 2017

Markerstudy House, 45 Westerham Road, Bessels Green,
Sevenoaks, Kent TN13 2QB
www.markerstudygroup.com

Look what's happened to the old chamber offices

A new office and co-working space right next to Tonbridge Castle is launching on 1st May 2018. This centrally located space, which was the home of West Kent Chamber of Commerce and Industry for 10 years, comprises 18 desks over two floors and four rooms, with a fitted kitchen and fully enclosed courtyard garden.

The aim of this project is to provide much needed affordable commercial space for small businesses, freelancers and start-ups in the rapidly growing town of Tonbridge. Castle Lodge will promote a collaborative environment where people across different sectors can work together to the shared benefit of themselves and their clients.

Desks or offices can be rented at a price of £195 + VAT per desk. This is a fully inclusive price covering furniture, internet and all bills. There is 24/7 access and a managed web connection.

Owned by Tonbridge and Malling Borough Council, Castle Lodge is managed by Desk Renter limited, who have over 100 desks in Tunbridge Wells, with plans also for further developments in Kings Hill.



Nicolas Heslop, Leader of Tonbridge & Malling Borough Council, is delighted with the outcome to this project:

“I have supported this project since its inception last year and am extremely impressed with the high quality feel of this much needed facility for small and start-up businesses. I have no doubt this space is going to fill up fast, and soon become a vibrant hub of entrepreneurialism in the town”

For more information or to book a tour please visit our website:

www.castlelodgetonbridge.co.uk

A new director for West Kent Chamber of Commerce

We would like to welcome Joanna Green to the board.

Joanna is a director of Ward Mackenzie Ltd, an established accountancy practice based in Tunbridge Wells which has been part of the business community since 1992. Having qualified as a chartered accountant in 2004, at another locally based firm, she went on to join Ward Mackenzie Ltd in 2009 and now as director and audit partner is delighted to have been asked to be a part of WKCCI team.



Travelling is a passion of Joanna's having lived for a short time in Australia with her husband, where she enjoyed the outside life including qualifying as a diver. She returned to the UK to raise a family and is now living in Southborough.

Having grown up in Kent and now running a business plus raising a family here she understands how valuable the WKCCI is to local businesses and the importance of strong relationships both with other businesses, colleagues and clients.

Belvoir Celebrate Tunbridge Wells

Belvoir Sales and Lettings celebrated their relocation to Vale Road at the end of Tunbridge Wells High Street with a soiree at Soprano. Owner, Natalie Boardman, handled the short notice change in venue from Coco Retro, due to a flood, with her customary calm. Natalie welcomed the Mayor, the CEO of Tunbridge Wells Borough Council, existing clients and local business contacts with a brief introduction to Belvoir and her passion for all things property related.

Guests were then treated to a talk by artist Elaine Gill about the new illustrated Tunbridge Wells Tourist Map. The map, which beautifully illustrates the historic buildings a wealth of green spaces in the town, will undoubtedly help house-hunters who are new to Tunbridge Wells. Belvoir are delighted that it is on display at their new offices where they offer a comprehensive service dealing with both sales and lettings.

Belvoir aim to provide a fresh approach with a team who are friendly, professional and put excellent communication at the top of the agenda. This was evident at the launch as the team mingled



with guests who enjoyed delicious canapes, and drinks catching up with existing contacts and meeting new ones. Guests all took home goodie bags containing discounts from local businesses.

Natalie would be delighted to talk to vendors and landlords about any aspect of their property be it how to show your home off to its best advantage when selling, the changing regulations that impact the rental sector, what to look for in a property investment.

Belvoir Sales & Lettings

01892 615406

www.belvoir.co.uk/tunbridgewells

Board members & Patron



Dame Kelly Holmes
Patron

Managing Director, Cafe 1809,
Hildenborough



Gillian Forsyth
President

General Manager
Halliwell Care Home
Tunbridge Wells



Brian Whiting
Director

Managing Director,
Whiting & Hammond Ltd,
Chiddingstone Causeway



Shane Raggett
Director

Managing Director, Broadlands
Commercial Property Agents Ltd,
Tunbridge Wells



Joanna Green
Director

Partner, Ward Mackenzie,
Tunbridge Wells



Matt Wilkey
Director

Managing Director, ID&C Ltd,
Tunbridge Wells



John McAuliffe
Director & Company Secretary

Partner, Warners Solicitors,
Tonbridge



Jackie Matthias
Chief Executive

CEO, West Kent Chamber of
Commerce and Industry,
Tunbridge Wells

Dates for your diary

Date	Event	Venue	Cost
MAY			
Wednesday 23rd 6pm - 7.30pm	Business Exchange Evening	Warners Solicitors Tonbridge	FREE
JUNE			
Friday 1st 7.30am - 9.30am	Tonbridge Chamber Breakfast Club	Café 1809 Hildenborough	£14 + VAT = £16.80 Non-members: £18.50 + VAT = £22.20
Friday 8th 7.30pm - Midnight	Summer Ball	The Spa Hotel Tunbridge Wells	£58.33 + VAT = £70
Wednesday 13th 12.45pm-1.45pm	One Hour Lunch Club	The Warren Tunbridge Wells	£14 + VAT = £16.80 Non-members: £19 + VAT = £22.80
Wednesday 20th 6pm - 7.30pm	Business Exchange Evening	Hotel du Vin Tunbridge Wells	FREE
Thursday 28th 9am	Annual Golf Day	Lamberhurst Golf Club Lamberhurst	£65.00 + VAT = £78.00
JULY			
Friday 6th 7.30am - 9.30am	Tunbridge Wells Chamber Breakfast Club	Woods Tunbridge Wells	£14 + VAT = £16.80 Non-members: £18.50 + VAT = £22.20
Friday 13th 7.30am - 9.30am	Tonbridge Chamber Breakfast Club	Tonbridge School Tonbridge	£14 + VAT = £16.80 Non-members: £18.50 + VAT = £22.20
Wednesday 18th 6.00pm-7.30pm	Business Exchange Evening	P D Recruitment Solutions Tunbridge Wells	FREE
SAVE THE DATES			
Autumn Lunch with guest speaker Tom Tugendhat MP Friday 28th September		Christmas Lunch Friday 14th December	

WKCCI New Members

Company	Business	Contact name	Website	Telephone
MindTheFullness	Stress management and motivation training. Leadership and executive coaching	Aran Dadswell	www.mindthefullness.co.uk	07799 130840
ReSpace	Commercial fit-out and refurbishment company	Ben Bullen	www.re-space.co.uk	01892 506851
PD Recruitment Solutions	Recruitment Agency	Ellie May	www.pdrsolutions.co.uk	01892 530226
The HR Dept	End to end bespoke HR Consulting for SME's based in Tunbridge Wells, Tonbridge and Sevenoaks	Sandhya Iyer	www.hrdept.co.uk/licenses/sevenoaks-tonbridge-tunbridge-wells	01892 629669
Just Us Financial Solutions Ltd	Mortgages & Protection, Wealth Management & Pensions	Daniel Kitchener	www.jufs.co.uk	0207 5625767
Carbon Cloud Ltd	Cloud computing consultancy and IT support	Terry Rumsey	www.carboncloud.co.uk	01892 337337
Thomas Mansfield Solicitors Ltd	Leading employment law practice and specialist family law solicitors	Neill Thomas	www.thomasmansfield.com www.tmfamilylaw.co.uk	01892 337541
Tunbridge Wells Hyundai	Hyundai main dealer	Dean Stoner	www.kenthyundai.co.uk	01892 520026
Practical Car & Van Hire	Car & Van Hire	Steve Tasker	www.practical.co.uk/locations/england/southeast/tunbridgewells	01892 337236
Enaflo Interiors	Commercial Interior design, refurbishment & fit-out in London & South East	Tracey Green	www.enaflointeriors.co.uk	01892 834794

New Members Profiles

JUST US FINANCIAL SOLUTIONS LTD

are a London based Mortgage, Insurance and investments



and pensions Wealth Specialist. Danny Kitchener is based in Tunbridge Wells and is an experienced landlord, property investor and Mortgage Broker and his goal is to smash the myths surrounding property finance. If you think you can't get a mortgage or even just a better interest rate just call Danny on 0207 562 5767.

Take advantage of the discounts we offer on the WKCCI Members Discount Scheme

PD RECRUITMENT SOLUTIONS

are a bespoke recruitment agency that has become well established in a variety of sectors throughout the South East.



We help our local and national clients with their recruitment needs by taking time to understand your business objectives and how we can help meet them. We seek to understand your style of recruitment, your processes and how we might complement these. We listen to what makes people successful with you, what has worked well in the past and, how we can provide creative and flexible recruitment solutions to ensure long term matches.

We aim to deliver a unique and unparalleled service to enable you to identify, attract and retain top talent.

After 12 years in Corporate HR, Sandhya Iyer launches the **HR DEPT** in Tunbridge Wells. It caters to SMEs across Sevenoaks, Tonbridge and Tunbridge Wells. The HR Dept provides tailor-made solutions for small businesses, which cannot afford to have an in-house HR Department, whilst providing clients with tribunal claims cover, subject to conditions.



CARBON CLOUD provide a range of IT services to small and medium businesses. We have a fully managed IT support service and our friendly service desk team



are great at helping out users or resolving more complex infrastructure related problems.

RESPACE LTD specialises in commercial refurbishment and fit-out with extensive experience across a range of commercial sectors. We are a friendly, professional, ethical and reliable company who pride ourselves on providing turnkey packages for all size projects nationwide. We consider no job too big or too small so whatever size your project we are here to help.



We help organisations to embrace modern cloud based technologies, from Microsoft's Office 365 for email and collaboration through to fully outsourced hosted cloud servers, we enable businesses to benefit from the flexibility and scalability of cloud computing.

We have significant experience in the IT industry and are passionate about delivering great customer service alongside innovative technology solutions.

Members News

A new look and name for St George's!



ST GEORGE'S CHILDCARE is an Ofsted 'outstanding' nursery and registered charity in Tunbridge Wells. They recently changed their name from St George's Community Children's Project to St George's Childcare to better reflect what they do. They also have a brand new logo and website - visit www.stgeorgeschildcare.co.uk

Westerham-based chemicals distributor expands with launch of new business sector

BLAGDEN SPECIALTY CHEMICALS, a leading supplier of chemicals and additives to manufacturers in the UK and Ireland, has launched a fourth sector within its industrial group. The new sector is focused on the Graphic Arts industries and creates a one-stop-shop for formulators and manufacturers of digital and printing inks.

"Our industrial business has grown considerably over recent years," explained Blagden CEO Graham Turton. "This new dedicated sector is an exciting opportunity for us to substantially develop our business in these markets."



WKCCI Golf Day 2018 at Lamberhurst Golf Club

The Club Committee, Captain's Committee, Members, Management and Staff are greatly looking forward to welcoming the WKCCI back to Lamberhurst Golf Club for their Golf Day on the 28th of June, 2018.

The event, sponsored by Hilden Park Accountants Ltd., will be an 18-hole stableford competition open to all WKCCI members and their guests. After registration at 9am players stoke-up the energy with bacon rolls and coffee. Tee off times starting at 9.30am. Enter as an individual or as a team of four for the West Kent Chamber Cup. There will also be prizes for Nearest the Pin and the Longest Drive.

Lamberhurst Golf Club is situated within easy travelling distance of Tunbridge Wells, Hawkhurst, Cranbrook and Wadhurst. The Club's 18 hole course is situated in parkland of outstanding beauty, on both sides of the River Teise, with spectacular views over the local Kent and Sussex countryside.

At first glance, at 6,448 yards off the back tees, the course looks deceptively easy but the subtle slopes and undulations test even the lowest handicapper. Master our signature 12th hole, with a carry over water, and you will be well on the way to a good round of golf.

We are constantly reinvesting in our course and our facilities. In recent years we have upgraded our irrigation system, placed significant investment to improve our greens and developed our catering and dining facilities. Equally our members and staff are the most important assets in supporting the Club and that is why golfers keep coming back to us. Our members have full playing rights 365 days a year with no need to book tee times except



on Sunday mornings. They can hold an official handicap which makes them eligible to enter all club competitions and represent the club in matches.

We actively encourage new members and have a number of different membership packages designed to suit all types of golfer from experienced to beginner. Visiting golfers of all ages and handicaps can expect a warm welcome and a challenging day's golf. We have exciting golf and food packages on offer. County card golf players are encouraged with competitive rates. Play our course once and you will find yourself longing to come back again and again.

So for a Club that offers great value and that something special...look no further than the warm welcome you will receive at Lamberhurst Golf Club, Kent.

Lamberhurst Golf Club also have some exciting and mutually beneficial sponsorship opportunities – tee box signs, main signboards, etc.

For more information – Lamberhurst Golf Club – please contact – Tel: 01892 890591 or email: andrew@lamberhurstgolfclub.com.

WKCCI Members Discount Scheme

NEW DISCOUNTS ADDED TO THE MEMBERS DISCOUNT SCHEME

We are pleased to advise that two new discounts have been added:-

Just Us Financial Solutions Ltd and Cheeky Communications

Could you offer your fellow members a discount? This is another good way to promote your business.

Why not join our Members Discount Scheme today, just give the office a call 01892 774769 or email us info@wkcci.com

Are you making full use of your card? See our website for full details of all the Members who offer you a discount.



17 Church Road, Tunbridge Wells
Call **01892 774769** Email info@wkcci.com

