

GETTING TO KNOW YOU

This is a feature where we ask clients of HH a range of obscure questions in order to get a better appreciation of their life and interests.

This edition features Rod Bartlett of R & RW Bartlett, a fifth generation family owned farming business based in Lichfield specialising in root vegetables.

1. Where were you born?

"Trunkfields Farm, Lichfield."

2. Can you summarise your education in a few words.

"Boarding school where it was impossible not to learn."

3. Can you summarise your business career in a few words.

"A hugely satisfying experience."

4. Where would you like to be in 5 years?

"At the end of my 5 year business plan and beginning another 5."

5. What do you enjoy most about being in business?

"Being in competition. Every day is a challenge."

6. What one piece of advice would you give to aspiring entrepreneurs?

"Good fortune and hard work go hand in hand."

7. What is your most memorable event in your life?

"Having children."

8. Who has influenced you the most in your life whether business or not?

"My father."

9. What is your favourite book?

"Papillon. A character who never gave up."

10. What country would you most like to visit?

"India where my grandfather was stationed in the 1920's."

11. What makes your approach to business unique/different/special?

"I am not unique I just never give up."



Left to right Roy and Rod Bartlett

12. What would your ideal Sunday be?

"A game of golf in the morning followed by a couple of beers in the clubhouse, then Sunday lunch at home followed by a game of rugby on TV in the afternoon."

Preferably England v France where England win the Six Nations (Ideally!!)"

13. What motivates you to work hard?

"It is in my nature."

14. What did you want to be when you grew up?

"A barrister."

15. Who would you want to play you in a movie about your life?

"Leonardo DiCaprio."

THE BUTTERFLY SPREADS ITS WINGS



Left to right Colin Rodrigues, Stephen Murray, Steve Richards and Jolyon Barker

There's a transformation going on in a West Midlands business, and with funding from Finance Birmingham, something more beautiful than a Monarch Butterfly will emerge from this "Chrysalis".

Put another way, Chrysalis Solmotive Ltd, ("Chrysalis") who are a West Midlands based world leading provider of renewal and retention programmes for more than two thirds of the top 200 UK automotive retailers as well as major car manufacturers, financiers and automotive retailers around the world have, in conjunction with Finance Birmingham, secured funding to help them continue in their expansion on a global basis.

"Chrysalis have always aimed to help clients develop robust and sustainable processes and with a new investment from Finance Birmingham, Chrysalis will be able to continue to invest in enhancements to its software and processes to exceed clients' expectations" said Jolyon Barker (CEO of Chrysalis Global).

Stephen Murray from Finance Birmingham said "Finance Birmingham has always aimed to help SMEs both locally and nationally in their ambitions for growth and as such we have launched in the summer of 2015 a £90m SME funding programme.

This has helped 35 businesses create and safeguard nearly 1,300 jobs in less than 12 months."

We acted for Finance Birmingham, Colin Rodrigues our Corporate Partner said "this funding deal had a number of complexities to overcome, but in order to achieve the expectations of the timeline set by Finance Birmingham and Chrysalis, Hawkins Hatton worked tirelessly using pragmatic and commercial skills in the application of the legal process."

Steve Richards of BSN Chartered Accountants (accountants for Chrysalis' global operations) said that, "as a practice, we have always worked in partnership with our clients in all the financial aspects of their business. Chrysalis is no exception and by working collaboratively in conjunction with Finance Birmingham and Hawkins Hatton, we were able to play our part in achieving the outcome desired by Chrysalis."

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ARE YOU IN OR OUT?

The countdown to the referendum has begun, the date has been fixed, the argument has been marshalled...are you in, out, or undecided? Make no apologies for your views on Europe as it has been dominating discussions and debates and this is a once in a lifetime decision, that should not be taken lightly.

We at Hawkins Hatton for our part hosted a pre-referendum economic event with HSBC with over 70 professionals and business clients in attendance. Colin Rodrigues opened the debate which was then taken forward by Mark Beresford-Smith, Chief Economist at HSBC. The event sparked discussions as to whether or not Brexit would be a leap in the dark and would lead to economic freedom, or to economic limbo.

Given that a lot of people are still undecided, and that businesses do not have a vote, we, as business advisors, should get involved to encourage business to enter into the debate to ensure that the voice of business owners across the UK are heard as they can help shape the debate.

What makes the debate even more difficult is that the different sectors of UK PLC have different competing interests and agendas, from farming, to industry, to financial services, there are various arguments and pressures which would be alleviated by either staying in or leaving the EU.

Whether in or out of Europe, it can never be said the UK will stop being the world's 5th largest economy, nor can it be said that the UK has not benefited from being part of the EU. What is important is that the outcome of the referendum will impact on jobs, growth and prosperity for the next generation of businesses within UK PLC.

