

# LINK & UPTON NEWS

## BUSINESS CENTRES

WHERE BUSINESSES THRIVE IN MALVERN AND UPTON

# Keeping it in the family

Andy Haigh is a happy man. Twenty-three years ago he spotted a gap in the market and the result is Mid West Automation, a successful family business which continues to go from strength to strength.

It's very much a niche industry as Andy explains: 'We supply high-quality aluminium frame design for all kinds of applications. For example, we make the guarding that goes on a machine for assembling components, anything to do with industry really. We've also started to gain a market in Sim Rig. These high-quality simulator machines enable people to take part in virtual races – that might be a drive around the track at Silverstone or a high-speed boat race.'



Mid West Automation's tenure at Link Business Centre began in 2001 with a 1,000 sq ft unit. Having doubled in size, they took on 2,500 sq ft at Unit 5 in 2004 and a further 1,000 sq ft unit in 2011.

Their clients are mostly in the UK but they provide one global company with a ready-to-go product that is wrapped and packaged, ready for export.

While some companies are shedding jobs due to automation and AI, these advances have brought work Andy's way: 'With automation and AI, companies shed labour as they put robotics into transformers. That results in extra work for us because everything we do is connected to the robotics industry. When there's a downturn in business, companies switch to automation because it's cheaper than employing people. They then realise how much money they've made using robotics and buy more goods from us. Essentially, we've found a niche which holds its end up regardless of the economic climate.'

But it hasn't all been plain sailing for Andy. A brush with cancer in 2018 resulted in an eight-hour operation, followed by a prosthetic pelvis. It took

him two months to learn to walk again but he came out with a smile on his face.

It's a family business in the truest sense. Andy's wife Jennie is Co-Director and does the book-keeping, His daughters, Lisa, Sara, Emma and grandson Josh are all in the business. Emma and Sara work on the eBay site. Josh, along with Craig and Lisa (who are both employees rather than family) work in the production area.

They're an optimistic team, and have every reason to be so. 'Going forwards we're growing organically and it's all word of mouth. It's a great business to be in' concludes Andy.

For further details about Mid West Automation see [www.midwestautomationltd.co.uk](http://www.midwestautomationltd.co.uk)



Andy with some of the Mid West Automation team

For further information about Upton or Link Business Centres please contact Richard Evans, Property Manager, on **01684 561238** or visit [www.linkandupton.co.uk](http://www.linkandupton.co.uk)

# Accounting for small businesses – it all adds up for MMC

Stuart Thomas knew what he wanted to do from an early age. Aged just 17, he started work at MMC Accountants, then left to do his accountancy training and work for a Top 40 accountancy firm. In 2017 he was invited back as a Partner and hasn't looked back since.

The accountancy firm has been based at Link Business Centre since 2004, occupying 2,150 sq ft of office space. Stuart says benefits include ample parking and the passing trade from nearby Travis Perkins, particularly from tradesmen.

'I liked certain aspects of working for a larger firm but it was quite corporate' says Stuart 'Here at MMC, a lot of our clients are tradesmen and small business owners. Their businesses include pubs, small shops and construction companies.'

'As small business owners ourselves, we face the same challenges as our clients. So we're well placed to help them overcome difficulties'

MMC's most popular services are annual accounts whether that be for sole traders or limited companies. VAT, cashflow advice, payroll and book-keeping are also high on the list of requirements.



Stuart Thomas FCCA, Partner, MMC Accountants



Tax and VAT obligations can get complicated, especially if clients go from being employed to self-employed. If they start at a particular time, it could be 18 months before they pay any tax. VAT thresholds can also cause difficulties so MMC helps their clients navigate these obstacles.

*As small business owners ourselves, we face the same challenges as our clients. So we're well placed to help them overcome difficulties.*

Stuart's fellow Partner is Mike Cushing, who has over 30 years' experience in public practice. Other team members include Kevin Hill, their senior accountant, plus Becky and Tracy, who combine book-keeping and Reception duties. Mike's wife and Stuart's Mum both work for the firm part-time.

Together, the team support 460 clients, an increase of approximately 60 following their move to Link Business Centre. 4 of those clients are other tenants on the estate.

'It's very satisfying working with small businesses' says Stuart 'We see some businesses when they are just starting out and we help them to grow. That's a great feeling'

For further details about MMC Accountants see [www.mmc-accountants.co.uk](http://www.mmc-accountants.co.uk)

# Directory of occupiers

Unit	Tenant	Trade	Contact	Telephone	Website
<b>Link Business Centre</b>					
<b>1 &amp; 23</b>	<b>Global Opportunities Marketing Ltd</b>	Distribution of toys in UK and Ireland	Chris Wreghitt	<b>01684 564272</b>	globalopportunities.co.uk
<b>2&amp;3</b>	<b>Black Pepper (Ledbury) Ltd</b>	Providing quality hot school meals	Alice Mabey	<b>01684 891560</b>	blackpepperlunches.com
<b>4</b>	<b>enz UK Ltd</b>	Innovative solutions for surface, tube, sewer and pipe cleaning	Mark Malsom	<b>020 375 70369</b>	enz.com/en/home
<b>5 &amp; 22</b>	<b>Mid West Automation Ltd</b>	Providing high quality aluminium frame designs	Andy Haigh	<b>01684 899103</b>	midwestautomationltd.co.uk
<b>6</b>	<b>MMC Accountants</b>	Accountancy Services to the small and medium sized business	Mike Cushing Stuart Thomas	<b>01684 565486</b>	meigh-mansbridge.co.uk
<b>7</b>	<b>Stockall Electronics Ltd</b>	Supporting weld monitor needs	Kate Gee	<b>01684 574977</b>	stockallelectronics.com
<b>7A</b>	<b>Estate Office</b>	Business Centre Management	Richard Evans, Property Manager Sue Lane, Administrator	<b>01684 561238</b>	linkandupton.co.uk
<b>7C</b>	<b>Worcester Renewable Energy Ltd</b>	Installers of Renewable Energy Systems	Darren Stockall	<b>01684 892121</b>	worcester-renewable.co.uk
<b>8</b>	<b>Signs Central</b>	Creatively designed and manufactured signage to help your business stand out	Russell Amphlett Barbara Amphlett	<b>01684 892011</b>	signscentral.co.uk
<b>9&amp;10</b>	<b>Malvern Engineering Ltd</b>	Precision CNC machining	Chris Smedley	<b>01684 574471</b>	
<b>11 &amp; 12</b>	<b>Foiling Services Ltd</b>	Trade Foil & Film Lamination	Ian Rocke	<b>01684 575655</b>	foilingservices.co.uk
<b>13</b>	<b>AVAILABLE TO LET</b>	Call us on for more details	Martin Wilesmith, or Richard Evans	<b>01684 561238</b>	linkandupton.co.uk
<b>14 &amp; 15</b>	<b>Link Tools Ltd</b>	Tools & Fixing Supplies	Steve Metcalfe Gary Looker	<b>01684 578866</b>	linktoolsltd.com
<b>16</b>	<b>Beaver Plastic Solutions Ltd</b>	Supplier of building plastics to the construction industry	Tommy Baker	<b>01684 491212</b>	beaverplasticsolutions.co.uk
<b>17</b>	<b>Altofloor (Malvern) Ltd.</b>	Contract floor laying	Russell Simon	<b>01684 573222</b>	commercial-flooring-contractor.co.uk
<b>18</b>	<b>Amity International Ltd</b>	Speciality Chemical & Equipment Manufacturer for Health Care and Industrial Processes	Stephen Byrne	<b>01226 770787</b>	amityinternational.com
<b>19 &amp; 21</b>	<b>Unique Polymer Systems Ltd</b>	Epoxy and polyurethane supplier	Tom Pettigrew	<b>01531 636300</b>	uniquepolymersystems.com
<b>20</b>	<b>EasyRead Time Teacher Ltd</b>	Time teaching systems for children	Sue Shackleton	<b>01684 566832</b>	easyreadtimeteacher.com
<b>24</b>	<b>Hydro-Logic Services (Int) Ltd</b>	Water management	Simon Bond	<b>01885 485866</b>	hydro-int.com

## Upton Business Centre

<b>1A &amp; 1B</b>	<b>Nammu Tech</b>	Customised diving gear	Anthony Smith	<b>0330 043 0761</b>	nammu-tech.com
<b>1C &amp; 10</b>	<b>Highway Care Ltd</b>	Highway safety and security solutions	Kevin Shaw	<b>0344 840 0088</b>	highwaycare.com
<b>2,3 &amp; 5</b>	<b>B.R. Hodgson (Framing) Ltd</b>	Steel Frame Building Manufacturing	Chris Hopkins	<b>0117 9372481</b>	brhframing.co.uk
<b>4B</b>	<b>GPD Contracts Ltd</b>	External wall insulation contractors	Simon Grove	<b>01684 593431</b>	gpdcontracts.com
<b>9</b>	<b>RSK Raw Ltd</b>	Pollution Response and Remediation	Simon O'Rourke	<b>01684 578484</b>	rskraw.com



# Unit 13 To Let

After 8 years at Link Business Centre, Morris James from Morris Mini Motors is moving to new pastures. We would like to thank Morris and wish him all the best in his new home in Canada.

As a result of Morris' departure, Unit 13 – which measures 1,000 sq ft - is now available.

- Flexible use
- Parking and loading space
- Up and over doors to front
- Concrete floor
- Office
- Kitchenette WC facilities
- Gas fired warm air heater

If you know of anyone who would be interested in renting Unit 13 Link Business Centre, or for further information, please contact Martin Wilesmith, or Richard Evans, Property Manager, on **01684 561238** or visit [www.linkandupton.co.uk](http://www.linkandupton.co.uk)

## Meet the team

Father and son, Martin and Mark Wilesmith, working in partnership with Richard Evans, Sue Lane and Geoff Walker, Gatekeeper at Link Business Centre, to provide a professional and friendly home for growing companies to build their own business success.



**Martin**



**Mark**



**Richard**



**Sue**



**Geoff**



tel: **01684 561238** • email: [info@linkbusinesscentre.co.uk](mailto:info@linkbusinesscentre.co.uk)  
Bond House, Link Way, Malvern, Worcestershire WR14 1UQ  
[www.linkandupton.co.uk](http://www.linkandupton.co.uk)