



KILSBY WILLIAMS

Chartered Accountants



Change in business is inevitable. Successful entrepreneurs embrace change and find new ways of making business better. As is often quoted, sometimes good things fall apart so better things can fall together.

The initial impact of our forthcoming Brexit forced immediate change on many of our clients. The latest economic forecasts for the UK suggest challenging conditions ahead as we continue along the path of negotiation towards Brexit.

Our clients have been thinking how different scenarios might play out and are readying themselves for the next challenge. Facing change and planning for it makes a business stronger.

Our business is shaped to help and advise you on such challenges. We're winning business on this advice some of which we share with you in this newsletter.

SIMON TEE, Managing Partner

GLOBAL FOODS, MAJOR MARKET LEADER IN FOOD WHOLESALE IN WALES, SEES CONTINUED EXPANSION.



Pictured are Shahil Iqbal – Global Foods and Ataf Salim – Kilsby Williams

The foundations for Global Foods were laid in 1964 by Muhammad Yaqub, Company Director, with the opening of a corner shop. Having branched out into catering supplies in the '70s, he sold the shop the following decade as this side of the business expanded, culminating in a move into a purpose-built 50,000 sq.ft warehouse in 1987. 30 years later, the company serves over 5,000 clients with over 20,000 products and employs over 120 staff. Mubarik Ali co-founder of the company said its turnover is expected to exceed £100 million next year.

Confident in its future, Global Foods engaged the services of Kilsby Williams to ensure growth is effectively managed. Kilsby Williams advises the wholesaler on how to report and control its finances in the best possible manner, recommends procedures and suggests succession plans. Shahid Iqbal, Finance Director of Global Foods, said: I am pleased to engage with Kilsby Williams as they have highly skilled advisors in every field of business. We are confident that with the professional help of Kilsby Williams we will keep up with business growth effectively.

BENEFITS OF TIDAL LAGOONS WILL BE EXTENSIVE AND LONG

Tidal Lagoon Power Executive Speaks to the Forum

TIDAL lagoons such as Swansea Bay will bring significant 'blue tourism' benefits as well as its alternative energy, a senior executive behind the scheme told an audience of business people.

Graham Hillier, Managing Director of Development, Tidal Lagoon Power, said the water within the breakwaters would enable enhanced sailing and other water sport experiences, while marine aquaculture such as oyster farming could also emerge.



Speaking to The Forum business network group at Cardiff Metropolitan University, Graham said the benefits of the lagoons would be extensive and long. The company is waiting for the go ahead for the Swansea Bay project from the Westminster Government following the publication of the Hendry Review into the feasibility and practicality of tidal lagoon energy in the UK.

Subject to its approval, Graham said work on other lagoons, especially Cardiff, would follow, with a possible start date for Cardiff by the mid to late 2020s. The Cardiff project would dwarf the Swansea Bay lagoon, with a breakwater of 22 kilometers, and 60-90 turbines generating eight to ten times the energy which would be produced at Swansea – enough to power every home in Wales.

The Forum is a business networking group whose partners are Kilsby Williams, Cardiff Metropolitan University, Berry Smith, Santander, and Effective Communication.

Pictured from l-r: Martin Pursall – Berry Smith; Graham Hillier – Tidal Lagoon Power; Simon Tee - Kilsby Williams; Ashley Charlton – Santander; Alastair Milburn – Effective Communications; Sian Rees – Cardiff Metropolitan University.

PRO-ATHLETE SUPPLEMENTATION LTD TEAMS UP WITH KILSBY WILLIAMS FOR GROWTH GUIDANCE

Pro-Athlete Supplementation Ltd (PAS) – leaders in the field of research driven sports nutrition products; and an official supplier of the British and Irish Lions – has engaged us to work in conjunction with its longstanding accountancy team at Beverley & Williams.

With ambitious expansion plans to double the current £1million turnover within the next 12-24 months - and having just secured the company's first major retail listing with Co-op in Wales – Stephen Williams and the team at Kilsby Williams will supply advice and guidance to south Wales-based PAS as the business targets key retail areas for growth.

Speaking about these latest developments, PAS Director – and current WRU national squad nutritionist – Jon Williams said: "The business has been built on its reputation within professional sport as is demonstrated by the fact we are official suppliers to the Welsh Rugby Union, Football Association of Wales, the four Welsh Regions (Blues, Dragons, Ospreys and Pro 12 champions the Scarlets). We supply 10 premiership football teams including 2015/16 Champions Leicester City FC.



Pictured are Darren Campbell and Jon Williams

"Direct sales via our website are going very well and we feel it is now time to take things to the next level; with a specific focus on crossing over into the retail sector and giving the public the opportunity to fuel like the pros. We are at the stage of growth where we have received investment and merger opportunities so it is essential to have a trusted partner in Kilsby Williams to provide support.

We have made a number of new appointments



Sadia Khan, Olivia Dyer and Rachael Sakkas have joined the business services team. Rachael joins us as a manager and Oliva and Sadia join as trainee accountants.

Ataf Salim, business services partner said "These appointments will help us to continue to provide excellent customer service and add capacity as we continue to grow. Olivia and Sadia will work alongside senior staff as they work towards becoming qualified chartered accountants. Rachael has over a decade of experience in accountancy and audit and clients are already benefiting from her extensive knowledge."

Our specialist tax team has been strengthened recently by the arrival of Lucy Creese and James McGaw as tax manager and tax trainee respectively. Lucy joins us from a top 10 firm where she was a member of its national Innovation Tax planning team; Lucy will work with the rest of our dedicated Research & Development Tax Relief team to enhance its current tax offering. James is a member of the Association of Accounting Technicians and has started on his tax studies with a view to becoming a qualified Chartered Tax Advisor in record time!



And had a few retirements!



March saw Edwin Bryce's retirement. Ed had been with the firm for almost 25 years, initially joining as an accounts assistant and payroll supervisor.

He soon became office manager and ran the firms' administration with a certain German efficiency learnt from his time in the forces! He has been fundamental in supporting and developing the firms systems whilst we have grown.

We were all sad to see him go but wish him well in his retirement.

August saw Joy Gadd's retirement after being with the firm for 21 years.

Joy is well known by our clients and has been a stalwart figure in our administration team. She will be missed by all her colleagues and our clients.

We wish her a long and happy retirement and many holidays!



FURTHER WARNING



Cyber criminals are after your money, your data and your intellectual property. We take the security of your data seriously and we are pleased to announce that Kilsby Williams has been awarded the Cyber Essentials certification.

One in four businesses has reported a cyber breach or attack in the past 12 months.

Our clients continue to be affected and the level of deception is increasing.

Cyber Essentials is an industry supported certification scheme developed by the UK Government. The certification scheme provides criteria for organisations to measure their cyber-security systems by measuring and implementing 5 key controls that can prevent 80% of cyber-attacks.

Contact Us

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If you have any comments or suggestions, please contact Helen Vincent, helen.vincent@kilsbywilliams.com.

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