



Upcoming Events

All free to attend, unless otherwise stated

20th August, 16:00-18:00

Tourism and Leisure Networking Event

A unique networking opportunity for businesses in the tourism, leisure and conferencing industry.

The Royal Pump Rooms, The Parade, Leamington Spa, CV32 4AA

7th September, 12:00-14:00

Meet Your Chamber Networking Lunch

An event to help you understand the Chamber of Commerce's offer to local business.

Coombe Abbey Hotel, Brinklow Road, Coventry, Warwickshire, CV3 2AB

8th September, 09:00-15:00

International Trade Hub

Meet experts in all aspects of international trade and open your business to foreign trade opportunities.

CW Growth Hub, Cheylesmore House, Quinton Road, Coventry, CV1 2WT

2nd October, 10:00-15:00

CWCC Business & Trade Expo

Over 170 exhibitors and over 500 visitors make this one of Coventry & Warwickshire's best networking opportunities for businesses.

The Warwickshire Exhibition Centre, The Fosse, Fosse Way, Leamington Spa, Warwickshire,

For more information about these events, contact CW Growth Hub by phone on 0300 060 3747, or by email using contact@cwgrowthhub.co.uk

Rapid Growth for Clarke Oil Specialist oil distributor responding to renewed demand



Left to right: Phil Peak, Senior Account Manager [CW Growth Hub]; Emily Clarke & Paul Clarke, Co-Owners [Clarke Oil] standing in front of Clarke Oil's newly installed office.

Business is up at Clarke Oil; a family-run specialist oil distributor - based in Studley - with a passion for their products. Clarke Oil is not simply a distributor, however. They also work very closely with their customers, in a consultative style, to ensure that each customer's need is fully met.

Through providing such a thorough service, it is perhaps unsurprising that interest in Clarke Oil and their products has skyrocketed. This increase in demand recently led to them overgrowing their workplace and seeking to expand.

On the recommendation of Darin Tudor, Business Coach for the Business Growth Service, Clarke Oil

contacted CW Growth Hub in mid-April 2015 to see what support was available to assist them in growing their business. It was at that time that they were introduced to Phil Peak, Senior Account Manager at CW Growth Hub.

"Rapid growth in a small business can sometimes be difficult to respond to," Phil said, "Limited resources can restrict capacity, leaving a choice between comfortable stagnation or the uncertainty of continued investment."

"Working with Clarke Oil, I knew straight away that their business was not only well run, but also dead-set on growth. My goal was to support Clarke Oil in reinvesting in their business and help them to

reap the rewards of sustained growth," Phil told us.

Having gained an understanding of Clarke Oil and their situation, Phil weighed up the options available to assist them in the expansion of their premises. This then led to him introducing Clarke Oil to Tim Powell of the University of Warwick Science Park.

Working with Tim, Phil helped Clarke Oil to apply for a grant through the Rural Growth Network (RGN). Their application was accepted and Clarke Oil received £10,000 towards the cost of renovating their workplace. Their brand new office space, located within their warehouse, has now been completed and Clarke Oil is looking at a bright and busy future.

Following the opening of their new office space, we spoke to Emily Clarke, co-owner of Clarke Oil. "The support we received from Darin and then from Phil was brilliant - just what we needed."

"Clarke Oil offer the local market quality branded oil & greases with dedicated technical support & service," Emily added, "Now we have the extra capacity that this grant has allowed us to build, we are looking to trade with even more local companies, big or small."

To find out more about Clarke Oil, contact Emily by email at emily@clarkeoil.co.uk, by phone on 01527 850785 or visit their new website at www.clarkeoil.co.uk.

West Midlands 'Super Council' Announced

Leaders of seven local government authorities in the West Midlands have voted to form a West Midlands Combined Authority, encompassing Coventry, Birmingham, Walsall, Solihull, Wolverhampton, Sandwell and Dudley.

The combined authority will allow the West Midlands to make a stronger case for powers and funding to be devolved from central government. The combined authority aims to accelerate

the economic growth of the region and should be of great benefit to local businesses of all sizes.

Three questions remain to be answered. Firstly, what will this combined be called? Suggestions from Whitehall are that it must be called 'Greater Birmingham', which would likely contribute to some existing public concerns regarding the combined authority.

Secondly, what role will Warwickshire County Council - with its



constituent districts and boroughs - play in this new combined authority, if any? There are no immediate plans, but the inclusion of Warwickshire has not been ruled out.

Thirdly, will there be an elected mayor? Leaders of the local authorities say no, Whitehall says yes.

# New Offer to Business from the Chamber of Commerce

## CWCC planning several new schemes, designed by local businesses, for local businesses

The Coventry and Warwickshire Chamber of Commerce - led by Chief Executive, Louise Bennett OBE - has a track record for responding to the ever-changing requirements of local businesses.

The Chamber, which was established well over 110 years ago, is in regular dialogue with firms across the city and county - through events, its branches and its Quarterly Economic Survey - helping it to gauge the views and concerns of companies in the patch.

On the back of that, the Chamber is looking to enhance its offer to business with a series of new initiatives and schemes.

Young Chamber is one of these new schemes, which aims to bridge the gap between education and employment.

Louise Bennett OBE said: "Skills and work-readiness in young people was clearly identified as an issue for local businesses in our most recent Quarterly Economic Survey.

"This is why we are introducing the Young Chamber scheme; working with schools and businesses to ensure the next generation of young employees have the skills and characteristics that businesses require."

Another new service being developed is Corporate Member-



Left to right: Ajay Desai, Head of International Trade (UKTI); Louise Wall, Commercial Director and Angela Tellyn, Partnership Manager (both CWCC) at CWCC's International Trade Forum.

ship, which will provide additional ways for companies to make the most of the Chamber.

Louise added: "The requirements of firmly established businesses vary massively from those in their early stages of development.

"Offering a tailored corporate membership will allow us to provide networking and training opportunities that will be of great value to established businesses."

The Chamber has also recently launched its International Trade Forum (seen above), a series of expo-like events with experts in all aspects of international trade.

"Our International Trade Forum is

designed to help local businesses to capitalise on the huge potential of foreign markets," Louise added. The next forum is on September 8, 2015 at Cheylesmore House, Quinton Road, Coventry.

Last, but certainly not least, the Chamber is currently offering a price-match promise on the hire of its meeting rooms and conference facilities.

If you are interested in any of these new or existing services, feel free to contact the Chamber team by calling 024 7665 4321.

For more information on the Coventry & Warwickshire Chamber of Commerce visit:

[www.cw-chamber.co.uk](http://www.cw-chamber.co.uk)

### CW Growth Hub Editorial

## Craig Humphrey Managing Director of CW Growth Hub

On the 1st of this coming September, it will be exactly a year since I became Managing Director of CW Growth Hub.

In that year, CW Growth Hub has reached out to over 2,000 businesses; an achievement of which I am immensely proud.

In that year, CW Growth Hub has, itself, grown into what I believe is a paragon of how the public and private sectors can come together to benefit and support local SMEs.

In that year, I have also witnessed considerable change in the wider political and economic landscape of Coventry & Warwickshire... or should I now say the West Midlands?

What I would like to emphasise is my belief that local challenges require local solutions. In this regard, combined authorities can undoubtedly boost the economic development of a region, as funding and resources are increasingly devolved to those who better understand how to utilise them.

However, when it comes to Coventry & Warwickshire, I believe our challenges are our own and cannot all be solved from an office building in Birmingham. This is why the role of CW Growth Hub - and its neighbouring growth hubs in the Birmingham and Black Country areas - remains to be of great importance, to local businesses and the local economy.



Business owners and operators have told my staff and I that the greatest damage the combined authority can do is through uncertainty and indecision. The value of business and consumer confidence should not be understated.

I want to reassure you that CW Growth Hub will continue to offer support and guidance to local businesses. Our success is measured, in part, by the growth of businesses. We will therefore be successful together.

For more information about CW Growth Hub and its services, please call 0300 060 3747 or email on [contact@cwgrowthhub.co.uk](mailto:contact@cwgrowthhub.co.uk)

### Business News From Around the Web

Click headlines to be taken to the

[Unemployment hits record low in Coventry & Warwickshire](#)

Local unemployment reaches the lowest level since records began in 1985, according to the Department for Work and Pensions.

[Work begins on LTC's new factory in Ansty](#)

Over 1,000 jobs are to be created by the £250m investment, with a further 500 in the local supply chain. The site will have a capacity to assemble 36,000 vehicles a year.

[UK economic growth picks up to 0.7% in Q2](#)

Surge in North Sea oil & gas production causes 1% rise in overall industrial output. Manufacturing output declines for the first time in two years - falling by 0.3%.



GrowthHub



Supported by the  
Regional Growth Fund