

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 **John Brierley, Director of Signis Limited.**

1. Where were you born?

Edinburgh.

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

Career long social care professional. I started out as an unqualified children's residential care worker then at 26 became a qualified social worker. I have spent the last 15 years buying and building a range of small / medium businesses in the care and training sectors.

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

Doing exactly what I am now; sharing business interests with my wife whilst having the time and flexibility to enjoy watching our four children grow up.

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

Being in control of my own destiny and creating opportunities for others.

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

Work wisely as well as hard and realise others can often do things better than you.... so let them. Don't be a 'control freak', it only slows everything down.

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

My wife, she maps out a safe journey to get us to the place I had the vision for. I provide creativity, drive and risk-taking; she provides structure, detailed planning and realism.

7. If you had one wish what would it be?

Good health and long life to all family, friends and colleagues.

8. What are you currently listening to?

The voices in my head.

9. What was the last film you watched?

The Man from U.N.C.L.E.

10. What country would you most like to visit?

Canada.



John Brierley and his wife Linda Gresty.

11. What is the highlight of your career to date?

Successful exit from one of our businesses in 2011.

12. What did you wish you knew this time last year?

That Brexit would have occurred, as the betting odds were very good!

13. What three words would you use to describe your business and why?

Caring, Innovation, Expertise.

14. What motivates you to work hard?

Making things happen, not only for myself but also for the wonderful group of people we work with and the thousands of end users of our services. It is a genuine privilege.

15. What is your favorite thing about your career?

I never saw it coming! You work desperately hard to get on and sometimes you feel that you're not getting very far or even going backwards, then suddenly your efforts are rewarded.

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

A truck driver.

17. If you could change one thing about yourself what would it be?

I all too often act in haste and repent at leisure. This generally only happens when my wife leaves me unsupervised!

CONWAY PACKING SERVICES LTD



Colin Rodrigues of Hawkins Hatton, David Conway (director of CPS) and David Chance, Relationship Director at Lloyds Commercial Banking

Conway Packing Services Ltd ("CPS") is a Black Country based company formed in 1991. CPS was created by enlisting a number of managers working within the packaging industry who collectively have in excess of 200 years' hands-on experience to create a successful specialist business.

CPS, using the latest technology and highly skilled crafts people, offer a bespoke packaging, design, manufacturing and packing service to businesses, from multi-nationals to smaller SMEs. CPS operates from premises covering 18 acres and relied upon its long partnership with Lloyds Bank to facilitate its further expansion.

We acted for Lloyds Bank in the transaction and ensured the timeline for completion was achieved by taking a commercial approach delivered on a team basis.

Colin Rodrigues, our corporate partner, said "this deal had a number of complexities to unwrap but this is all part and parcel of how HH delivers its service for the Bank and the Bank's clients and

this is done by thinking laterally and focusing on solution based advice."

David Chance, Relationship Director at Lloyds Commercial Banking, said that "CPS are not just a long standing client of Lloyds but a company I have dealt with for a number of years and we were proud to support CPS with their continued expansion."

David Conway (director of CPS) commented that "expansion was a key objective for CPS and knowing that we had the backing of Lloyds, it was a natural step to continue to expand CPS in a way which would enable the business to gear up for further growth, and deliver more employment opportunities within the Black Country".

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HAWKINS HATTON FREE TRADE DINNER



We hosted our annual event at Weston Park, at which ideas were freely traded around the format of the UK's relationship with the EU and the Rest of the World post Brexit!

