

Sales appointments by Ramfoam

Tivdale business Ramfoam has made two key appointments to its sales team.

Mark Adams is the new head of UK sales with Will Cross head of international sales.

The business, which has won a major contract to supply face visors to the NHS, will soon be moving into its new manufacturing premises, also in Hainge Road.

It is taking on 50 more staff with the opening of its new 80,000 sq ft factory.

The company is the UK's leading manufacturer, converter and supplier of polyethylene and polyurethane foam.

Ramfoam has created 520 jobs so far since winning the visors contract earlier this year is supporting another 1,250 in its supply chain.

Asbestos disposal plant opens

Wolverhampton-based Thermal Recycling opened a new demonstration plant last month to provide the world's first socially and environmentally responsible alternative to asbestos disposal.

The company diverts asbestos away from landfill, converts it into a new material that does not contain asbestos,

and produces a sustainable aggregate.

Chairman Graham Gould said: "Thermal Recycling is delighted to announce the opening of our demonstration plant. We can convert asbestos into asbestos-free material on an industrial scale in a commercially viable and environmentally safe way."

County town's 120-year-old cafe gets online in one day

Ourlocal.uk has helped The Soup Kitchen in Stafford to launch its click-and-collect service

JOHN CORSER
BUSINESS EDITOR



A 120-year-old cafe has launched a click-and-collect service for customers after signing up to a new online system that aims to save local high streets during lockdown and beyond.

The Soup Kitchen, in Church Lane, Stafford, got its e-commerce site up and running in just a day after Ourlocal.uk came to boss Duncan Sandy's aid.

Launched by Penkridge entrepreneur Darren Nelson, Ourlocal.uk is an innovative company that designs and delivers e-commerce websites for small businesses – covering the cost of set-up – so they can take online orders and arrange deliveries and collections. Mr Nelson is also covering all the subscription costs for the duration of the lockdown.

Mr Sandy said he was eager to get online to provide a takeaway service to help save his cafe, which has operated from the same site for 120 years.

"Darren managed to get us online in just a day which has been amazing and the great thing about ordering online is customers can pre-order and choose a time slot to collect," said Mr Sandy, whose family has run the cafe for 40 years.

"There is no minimum order and they know their freshly baked scones, for example, will be waiting for them when they arrive.

"With the current situation we have had to adapt to stay in business. It's been a big change this year but I can't believe how supportive our customers have been.

"The Soup Kitchen has been here so



Duncan Sandy, with teapot, is joined by Ourlocal's Russ James, left; Andi Elliott and Darren Nelson, right, at The Soup Kitchen

long it has a loyal following and they really care about us. It makes us feel quite emotional – I want to say a big thank you to them.

"Our first day went well, it was definitely encouraging and we've even had orders come through on Monday for the weekend which is great. We wanted to start small to get it right but we may bring delivery in the future."

The Soup Kitchen launched its online offering with a limited menu of coffees, teas, scones, cakes, hot food and afternoon teas for collection.

Mr Nelson, who recently sold highway maintenance business Carnell Support Services, joined forces with businessmen Russ James and Andi Elliott to launch Ourlocal.uk and has invested heavily in it to try to help small, independent busi-

nesses across the UK. He said: "I'm so pleased to see that Ourlocal.uk is helping another local business to survive in these difficult times. It's vital that we all support our local businesses because thousands of jobs are at stake.

Ourlocal.uk was established with the aim of supporting small, independent businesses by providing an online shop with delivery/collection service.

Raleigh changes hands for £22m

A contract coating business has been bought in a £22 million deal.

Raleigh Adhesive Coatings is the only independent company in the UK which specialises in acrylic and silicone gel contract coating for the wound care market.

The Eccleshall company works out of its recently upgraded facilities at Raleigh Hall Industrial Estate.

Raleigh, which was majority-owned by Tamworth-based Apollo Chemicals Group, has been sold to listed surgical and advanced wound care business Advanced Medical Solutions Group. Bosses at Winsford-based AMS say the acquisition will strengthen its position in the wound care sector by bringing in-house specialist services of acrylic and silicone coating, which are currently outsourced.

Fresh letting at trading estate

Agents at Harris Lamb have let a Tipton warehouse to an engineering specialist on a five-year lease.

Acting for landlord Avon Capital Estates, the business secured SCG Engineering as the latest tenant at Link One Trading Estate on George Henry Road.

The 5,369 sq ft unit had been fully refurbished to high standard, a project overseen by Harris Lamb's building consultancy team.

Tom Morley, who oversaw the transaction, said the landlords of a number of key Black Country estates were investing in the upgrading of their properties when they are vacant.

Tipton launches savings channel

Tipton and Coseley Building Society has announced the creation of a new savings distribution channel with the launch of a mobile app.

The building society is the first to offer new customers and existing members the ability to open, view and manage savings accounts on the go, whilst mortgage customers can view their balance too.

The app hosts a wide range of functionality including the option to view mortgage and branch saving accounts; transfer of money in and out of app accounts is via a nominated bank account.

The app is a significant investment in technology by the society.

The app is available for download for new and existing customers from the Apple App Store or Google Play Store.

Hawkins Hatton marking 15 years and remaining positive



Partners Colin Rodrigues and Harminder Sandhu at Hawkins Hatton in Dudley

A Dudley-based corporate law firm is marking its 15th anniversary this month.

Colin Rodrigues, corporate partner at Hawkins Hatton, said: "I genuinely cannot believe it has been 15 years since the inception of HH with the very first deal in my first month being the management buyout of Welconstruct Group on January 31, 2006. A lot of water has passed under the bridge and we have seen a lot of changes, not to mention the financial crash and now the Covid crisis."

The firm, which is based at Castle Court, Castlegate Way, has grown to now have a London office as well.

"15 years are usually symbolised by crystal, I wish I had been given a crystal ball and even then, I know I would never have predicted the times that we are now

in no matter how much I pretend to be a soothsayer when not practicing as a lawyer," said Mr Rodrigues.

The firm was launched with a small low-key party where Lord Digby Jones attended.

Mr Rodrigues, who started the business with dispute resolution partner Harminder Sandhu, said: "I know that this year is not a time for celebration and we have cancelled some key events where we always look to catch up with our friends and clients alike, both locally at Weston Park and also in London but we are undeterred and remain positive about the future."

HH has been recognised as a niche corporate practice and bank panel firm in the Legal 500 and Chambers.

Centre's virtual conference

A business centre in Stoke-on-Trent is holding its first virtual conference for Staffordshire businesses on December 10.

The Business Innovation Centre's conference – A Journey to Success – was initially planned to celebrate the Longton centre's 25th anniversary, but the lockdown has meant that it had to go online instead.

Rob Law, the inventor of the Trunkie, will be key speaker and a number of other organisations will be exhibiting. The focus will be on new product development.

The centre is based in Studio 10 at the Sutherland Institute.