

THE BUSINESS

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IN BRIEF

Siemens awards £11m contract to Clugston

JOBS: A family-owned Humber business has landed a major contract to build a service and logistics facility for Siemens' blade factory in Hull.

The new building will house facilities for the maintenance of wind turbines, as well as the storage of parts and equipment required in pre-assembly and operational phases.

It will also be the logistics hub for Siemens' UK onshore and offshore service business.

The contract, said to be worth about £11m, has been awarded to Clugston in Scunthorpe.

Shaun Cray, of Siemens, said: "We are very pleased to be able to award a major contract to a company with a long history in the Humber region and, once again, deliver on our commitment to support local procurement wherever possible."

Construction will begin in November.

Top tendering tips

EVENTS: Bondholder members are invited to a free tender training workshop in North Ferriby.

The event, on Friday, October 9, is being hosted by Encompass Consultancy and aims to help firms find the opportunities that could lead to million-pound contracts.

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NHS

Business that makes science fun for kids is really taking off

Entrepreneur sees company's turnover treble in second year

By **James Burton**

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AN ENTREPRENEUR who uses explosions and goo to show how science can be fun has seen her company's turnover treble in its second year.

Katie Norman founded Lab Rascals in 2013. The company runs workshops and parties where children get to grips with higher-level science by making slime and manufacturing volcanoes.

Now, Katie is turning her attention to core business skills to help prepare her for anticipated future growth.

She said: "If the business keeps growing, I'm going to have a bit of a problem because I don't have the staff to keep up with it."

"It has taken off a lot more quickly than I expected and I am getting to the point where I will need to take on four or five staff."

"I have to think about what to do next."

The chemistry graduate came up with the idea for Lab Rascals while studying for a master's degree at



BUSY RASCALS: Katie Norman, of Lab Rascals, carrying out science experiments with some youngsters. Picture: Jon Corken

the University of Hull.

Haunted by the memory of the "boring" science lessons she endured at school, she wanted to help young people explore the science, technology, engineering and maths (Stem) subjects that had previously passed her by.

Katie received a grant and business advice through the university's graduate entrepreneurship project.

She also received support through the John Cracknell Youth Enterprise Bank, and received accounts advice from fellow board member Di Garbera, general manager at Golding Computer Services in Hull.

With Di's help, Katie is now continuing to explore using Sage for computerised accounts, as well as government requirements to automatically enrol staff into a pensions scheme.

Katie said: "I didn't know anything about business when I started."

"I didn't have a clue about how to build it up or anything like that, and I wouldn't have got anywhere without the help of the university, Di and the Youth Enterprise Bank."

'Katie had a lot to do to turn her idea into a business'

IN YOUR WORDS

Di Garbera, manager at Golding Computer Services

KATIE came up with a great idea, but she still had a lot to do to turn it into a business.

The university helped her with research and a business plan and Goldings, working

with the John Cracknell Youth Enterprise Bank, are helping her learn about the various accounting issues, which are not very exciting but are essential to running an effective business.



House builder Beal Homes in finals of national award

CONSTRUCTION: An East Yorkshire company has reached the finals of The Housebuilder Awards 2015.

Beal Homes is one of four finalists in the Best Customer Satisfaction Initiative category.

The family-run firm

has been recognised for its Customer Selection Studio, an initiative designed to give buyers "the freedom to create a home as individual as they are".

The purpose-built suite includes a fully-operating kitchen,

multimedia area and displays of flooring, tiles, and fittings.

Beal's Sue Waudby said: "Our studio and experienced, creative team of home designers is far removed from the traditional approach to buying a new home.

"Here, our homebuyers have a private appointment, are able to take their time over their choices and are offered the opportunity to alter layouts, as well as decide on their home's fixtures, fittings and finishes."



Stay put, earn more

JOBS: An influx of entry-level and low-paid vacancies is driving down average salaries in the Humber region.

The region's average advertised salary is now £30,221 – down 0.1 per cent.

However, the reduction pales in comparison to the 5.3 per cent fall seen in London.

Andrew Hunter, co-founder of Adzuna, said: "It's currently easier to climb the career ladder by staying in your current role and asking for a pay rise than by moving."

A pro-jobs approach

POLITICS: A successful Government cannot be pro-growth without being pro-business, according to the director general of the CBI.

Responding to yesterday's speech by the Shadow Chancellor, John Cridland said: "A thriving private sector is essential for raising living standards and paying for high-quality public services."

Construction hits a high

CONSTRUCTION: The value of commercial and retail construction contracts hit a four-year high in August, according to Barbour ABI.

According to the organisation's latest Economic and Construction Market Review, the office sector dominated the market, representing 84 per cent of contract values.