

Client: Direct Selling Association
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Digest: Your guide to the week in business

» **A Bristol businesswoman has been named the best direct salesperson in the UK.**

Kizzy Harvey, *inset*, was awarded the Direct Seller of the Year prize at the national Annual Direct Selling Awards.



The awards, which are hosted by sales trade body Direct Selling Association (DSA), recognise the best individuals in the industry.

More than 425,000 people work in direct selling in the UK, and the £2.1 billion industry includes brands such as Avon, The Body Shop at Home and Neal's Yard Remedies Organic.

Louise White, of direct sales business Younique, which Kizzy works for, said: "Kizzy is an inspiration to her team and peers."

» **The general manager for UK sales at engineering company Renishaw has been appointed chair of the committee representing the machine tools industry in Europe.**

Stewart Lane, *right*, has been part of CECIMO - the European trade body representing the machine tool industries - since 2015, but has now been appointed to the body's new Additive Manufacturing Committee.

The committee will discuss EU policy challenges and drive additive manufacturing (AM) growth in Europe. It will also work with 350

AM organisations in 15 countries.

Stewart said: "CECIMO will be critical to ensuring Europe develops the right ecosystem to make the most of the technology.

"The committee gives the European AM industry a single voice to address issues essential to

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competitiveness, innovation and growth.”

» **The Bristol, Bath and West of England Initiative is celebrating its 30th anniversary.**

The initiative, which was founded in 1988 and is made up of a team of local business leaders, aims to help drive growth and development in the region.

It works with more than 200 partners from across the public, private and third sectors, and is focused on the region's economy and business growth; planning and development; employment; skills and education; low carbon technology and clean growth; transport and connectivity; and local and national government.

Chief executive of Business West James Durie said: “It is testament to the initiative's impressive track record and potential future impact that so many local business and city leaders continue to support and work with and it's great to have the chance to look back and celebrate.”

» **HSBC UK has appointed Daniel Felton as head of corporate banking for the South West and Wales.**

Matt Lock under the Vans365 brand.”

Vans365 was founded in 2010.

» **Two businesses have moved into newly refurbished office space at 140 Aztec West in Bristol.**

Global logistics company Agility has taken the South building at 140 Aztec West, *below*, while national housebuilder Keepmoat Homes has acquired the north building.

Daniel, *inset below*, who will be based in Bristol, will head a 110-strong team across the region, working with businesses with a turnover of between £7.5 million and £350 million.

He will have four area directors reporting to him, including Wales; Avon, Gloucester and Wiltshire; Devon and Cornwall; and Hampshire and Dorset.

Daniel has worked at HSBC for over 12 years. He said: “The mid-market business community across the South West and Wales is thriving.

“The regional appetite for growth is infectious and we are seeing management teams confident about the future, though aware of the challenges that exist.”

» **Two UK not-for-profit technology organisations are merging and will be based in Bristol.**

Jisc, the technology solutions organisation that supports further and higher education, will combine with Eduserv, which specialises in digital transformation in local government, public bodies, healthcare, charities, higher education and emergency services.



The two charities will begin operating as one from 1 January 2019, in a move that will retain existing staff and services.

Jisc's chief executive Paul Feldman said: “This is an exciting step forward in how we support and enable the education and wider public sector. “Together, Jisc and Eduserv will have greater scope to co-create innovative products and services to meet the needs and expectations of students and citizens.”

» **Bristol-based new and used commercial vehicle dealer Vans365 has acquired Low Cost Vans Bristol.**

The purchase of the dealership is part of the company's 2019 growth strategy.

Managing director and founder Jordan Franklin said: “The acquisition of Low Cost Vans Bristol is an exciting and positive step for our company.

“The business is well respected and has been trading in Clutton for some 15 years. The acquisition will bring together a wealth of light commercial vehicle experience and I look forward to managing the ongoing transformation and growth strategy with new general manager



Chartered surveyors Williams Gunter Hardwick and commercial property firm JLL acted as joint agents on behalf of Sterling House Estates.

Andrew Hardwick, director of Williams Gunter Hardwick, said: “The

speed at which the space was let, the interest that was shown from a wide range of potential occupiers and the fact that a new rent benchmark has been set for this part of the city, reflects the quality of the refurbishment and the excellent location.

“But it's also good news for North Bristol as rents here have slipped a long way behind the city centre over the last few years, discouraging investment.”

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The Bristol, Bath and West of England Initiative, which drives growth and development, is celebrating its 30 years



Matt Lock and Jordan Franklin, managing director of new and used commercial vehicle dealer Vans365