



Client Testimonials

Ace Arc Limited is an owner managed business client of Wes Scales based in Coalville. Frank and Christine Fairbrother's business serves the quarrying, mining and construction industries specialising in the repair and maintenance of machinery. They focus on delivering a high quality service which is enhanced and illustrated by their capability to make and supply bespoke parts.

Frank appreciates Wes' flexibility and the contribution he makes in supporting him with preparing budgets, monthly projections and management accounts enabling the Directors to know how their business is performing at any point in time.

With the help of Wes and our network of financier contacts, the business has been refinanced recently leading to a restructure. This further strengthens this very well run business and places it in a beneficial and strong market position.



"Not only did Mark J Rees help us navigate our way through the toughest recession in over seven decades, but we have also been able to make decisions to take the company forward with confidence based on accurate up to date financial information and sound business advice. Mark J Rees are more than 'our accountants', their support to the company has been vital, it's like having a business partner."

Frank & Christine Fairbrother, Ace Arc Limited

Airport Bearing Company Ltd or ABCO as it is better known has been a client of Mark J Rees since 1981.

Marketing and selling bearings and specialist engineering components from its base in Nottinghamshire, ABCO has been advised by Stewart Collier since it first traded from the company's original premises in Kegworth.

ABCO is the market leader in Nottinghamshire and takes huge pride in its reputation for high service levels and good stocks in the East Midlands. ABCO is a member of the Independent Authorised Distributor Alliance (IADA Ltd) enabling it to offer a truly national service to its multi-location customers. Membership of this national alliance of independent distributors of bearings, power transmission products and engineering components is sought after within the industry and stringent criteria have to be met.

Over the years, Mark J Rees has provided key financial advice and business support including assignments such as reviewing the company's dividend policy and conducting an annual contributions audit of the company's pension scheme. Integral to our service has been the assistance Stewart has provided to the Directors in their wealth management plans.



"I appreciate the stability and consistency offered by Mark J Rees in being able to deal with the same people over the years we have been a client. During this time their services have expanded too and we always find them professional, approachable and friendly. I run everything which has a financial implication by them"

Andrew Gibson, Managing Director, ABCO Ltd

APT Training & Consultancy Ltd in Leicester or 'APT' as the company is known is a client of MJR Computer Solutions.

Dr Will Davies founder of the company aims to provide the most exciting, relevant and applicable training in mental health and related fields organising well over 10,000 participant-days training annually. Communication with their customers and tutors is central to the company's activity so, when Chris House and his team at MJR Computer Solutions overhauled the email system, it revolutionised their communications capability.

Chris has since rationalised APT's anti-virus protection, providing not only a cost and administrative saving, but improved protection using Panda anti-virus software.

Much of the work MJR Computer Solutions carries out for APT is undertaken using remote access to their server providing an efficient service both in time and cost.



"The IT work Chris and his team have done has transformed my job, they are terrific. They have saved me so much time, I no longer operate with hand-written notes to customers and tutors! Chris listens, he is enthusiastic and approachable and doesn't make you feel stupid! His empowering style makes me feel I know more than I do!"

Dr Will Davies, Managing Director, APT Training & Consultancy Ltd, Leicester

Barrie Stephen, founder of the Leicestershire multi award-winning Barrie Stephen Hair phenomenon/fame is well known to Mark J Rees, but particularly to MJR's Paul Hollinshead, who has advised on his business and personal financial affairs since 1998.

Barrie is the first to admit that one of his strengths is realising the need to take advice from the experts. This enables him to focus his creativity and entrepreneurial spirit on building and further developing his flourishing business from what is now a group of 4 salons.

The backbone to the success was an early corporate restructure recommended by Paul to facilitate the future planned growth. With a fully systemised business operation and professional image at every level, this vibrant company is well positioned to seize opportunities and take on new challenges.

We are Barrie's adviser in every sense of the word providing him with a sounding board for all his personal and business financial decisions.



"The advice and support Paul gives me is second to none. He is professional and consistent and always on the end of the 'phone when I need advice. Infact, I consider Mark J Rees to be the best business advisory firm in Leicester and I wouldn't work with anyone else!"

Barrie Stephen, Barrie Stephen Hair Ltd

The Leicester Bearing Company Ltd distributes and supplies bearings, chains, belts, transmission products and hand tools to a variety of local and national customers including those from the industrial engineering and agricultural markets to individual domestic consumers. Formed by current Managing Director, Steve March in 1984 this well-known family owned business became a client of Mark J Rees in 1991.

During this time MJR has been a key adviser to Steve helping him to build and maintain a profitable and efficient business. Our support extends beyond tax and accounting advice. Chris House at MJR Computer Solutions looks after the business' IT requirements whilst David King at MJR Wealth Management advises on the personal and corporate financial planning aspects relating to pensions and investments.



THE LEICESTER BEARING
POWER TRANSMISSION • PNEUMATICS • INDUSTRIAL SUPPLY **CO. LTD.**

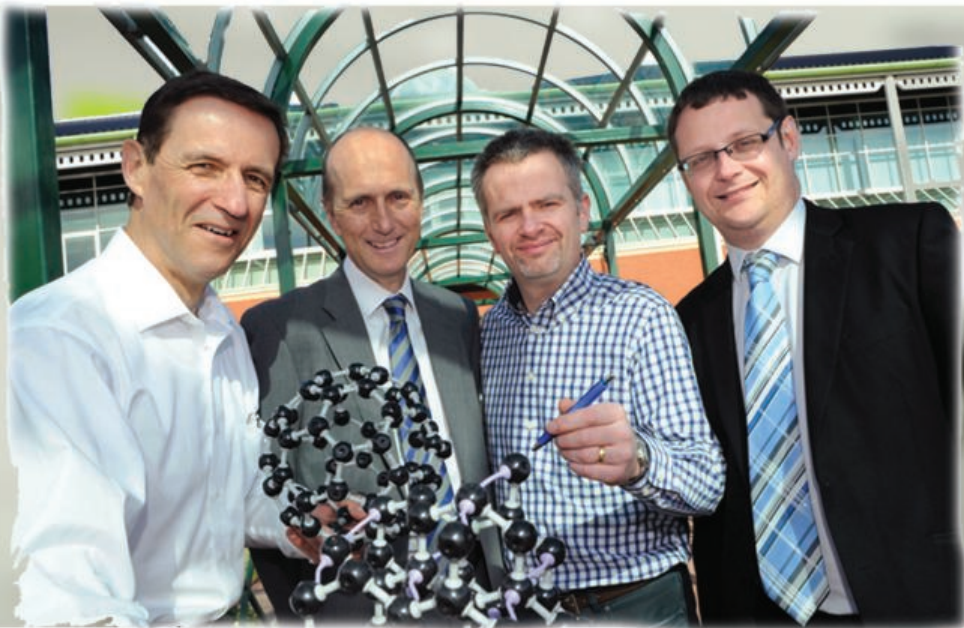
“It’s a huge comfort having Mark J Rees at my side; they take care of everything which means I can sleep soundly at night. Each and every one I work with at MJR provides me with a fantastic service and I would always recommend them to anyone in need of reliable personal financial or business advice. Employing Mark J Rees is the lowest risk business decision you could make.”

Steve March (Managing Director)

BAST Inc Ltd was founded by Dr Joachim Grevel, former Global Leader of Pharmacometrics at AstraZenica based in the Research Centre in Loughborough and the first to form a new business from the ashes of its closure.

A leading authority in his field, Dr Grevel is the founder and Scientific Director of BAST Inc Ltd which predicts the likely success of studies of new drugs by analysing existing knowledge and data. BAST also conducts in silico research, either publicly or privately funded, in areas of oncology, autoimmunity (eg asthma) and drug delivery (nano technology). Model-based Drug Development, is a novel development process where investment decisions are supported by a simulation of the probability of success.

Stewart Collier at Mark J Rees advises Dr Grevel in accounting and tax matters whilst also supporting him through special projects such as taking advantage of a Government Incentive Scheme to save employer NICs. Additionally, our membership of HCWA and top ten worldwide accounting network Crowe Horwarth International has enabled him to access local due diligence expertise for a French acquisition opportunity.



"Choosing your accountant is like choosing your partner for life. I learned early in the US, that you want to keep your accountant throughout the life cycle of your business. I am happy that I have chosen Mark J Rees. I cannot see my business outgrowing their capabilities".

Dr Joachim Grevel Scientific Director, BAST Inc Ltd

Crane & Walton LLP is a dynamic multi office solicitors practice with four locations in Leicester, Coalville, Ashby de la Zouch and Melbourne, Derbyshire. Already an accountancy client of Stewart Collier at Mark J Rees, the partners turned to MJR Computer Solutions when they became frustrated by the services of their incumbent IT provider.

The efficiency and reliability of IT systems and equipment is crucial in the day-to-day running of most businesses so, when Crane & Walton's email system started to let them down, Chris House, Director of IT at MJR Computer Solutions quickly addressed the problem and went on to recommend some email system enhancements.

Impressed by Chris' approach and specialist advice, one piece of IT support work has led to another with MJR Computer Solutions now supporting Crane & Walton's entire IT requirements across the four offices. The four office locations necessitates ongoing network support and with the use of 'remote access' software, MJR Computer Solutions is able to work with optimum efficiency in both time and cost for the client.



"I am very pleased to deal with MJR Computer Solutions for our IT support. Chris' approach is refreshing and pragmatic. He has taken the time and trouble to acquire an in-depth understanding of our business methods and requirements. Overall the package is excellent and it is useful to have an IT consultant who has the skills but also the ability to tailor his approach to the professional sector"

Andrew Klimowicz, Partner, Crane & Walton LLP, Leicester

Commercial Cleaning Services run by Anton Kloos in Wigston which first became a client of Adrian Lambourne at Mark J Rees in 2008.

He came to us having been somewhat frustrated by the unresponsive service he was receiving from his previous firm of advisers, which we find is not an uncommon complaint.

Commercial Cleaning Services operates as a sole trader and has a large number of customers of differing sizes and complexity. Adrian first focussed in on helping Anton systemise his business central to which was assessing the businesses' needs and advising on the most suitable accounts package. With additional guidance on excel training, record keeping and payroll the business is moving forward.

Anton is fully aware of the financial results and now is reaping the benefits of having his accounts prepared on time so he can use them as a management tool in his decision making



Commercial Cleaning Services
The Complete Cleaning Service

"Adrian is helpful and proficient but what I really appreciate is his ability to explain financial matters in layman terms. Originally I assumed that my business would be too small for Mark J Rees and that they would be a lot more expensive. In fact, their fees compare favourably with smaller firms and I am finding that the advice I get is proactive and valuable."

Anton Kloos, Proprietor Commercial Cleaning Services

Industrial Insulation Ltd, formed in 1978 by Chris Jones, the current Managing Director, specialises in insulation for industrial applications, the company operates both nationally and internationally with many large and prestigious commercial contracts which have included 2012 London Olympics, The New Billingsgate Fish Market, Althorp Hall, London Zoo and projects in Jersey and Spain.

This successful family owned business in Kibworth continues to prosper despite the roller coaster ride faced by many in the building trade. Mark J Rees, and in particular Stewart Collier, has guided the company from the outset, making Industrial Insulation one of our longest standing clients.

Chris not only appreciates the reliable advice and professional service offered by Mark J Rees but also, the accessibility of advice from one adviser enabling him to confidently pick up the phone to discuss both business and personal financial matters.

The logo for Industrial Insulation Ltd is displayed in a white rounded rectangle. The word 'industrial' is in a bold, lowercase, sans-serif font, and the word 'insulation' is in a larger, bold, lowercase, sans-serif font. The background of the entire image is a blurred photograph of an industrial interior with various pipes and equipment.

**industrial
insulation**

"My business has benefited immensely from the personal service we have received from Stewart and his team. In fact, Mark J Rees has become part of the family over the years. They are always responsive to my business needs and take much of the pressure away from running the business. I would recommend them without hesitation."

Chris Jones, Managing Director, Industrial Insulation Ltd

Monarch Knitting Machinery (UK) Ltd faced a difficult period of disruption and limited supplies, when a devastating earthquake destroyed its partner's manufacturing facilities in Japan.

Fast, accurate financial information was vital and Mark J Rees was involved on a daily basis, handling rescheduling strategies and financial forecasts, advising on currency exposures and international taxation and dealing with insurance claims and loss assessors. Less than two years later, the company resumed its position as world market leader with a new range of high technology machines.



“Mark J Rees’ advice has been invaluable. They have been advising Monarch on all aspects of finance since our inception in 1969, so they know our business well and provide a sound accountancy service. We have a very high regard for the firm.”

***Norman Brunton, Director (retired),
Monarch Knitting Machinery Ltd***

Outerspace Home and Garden Ltd is owned and managed by husband and wife team Andy and Sue Suffolk who started the business in 2007 operating from their original outlet at Wistow Rural Centre. The business offers contemporary and unusual items for homes and gardens from three retail outlets which also now include Market Harborough and the exclusive shopping area of Stoneygate in Leicester. As the name 'Outerspace' suggests, they focus upon providing quality but affordable products which extend living space into gardens and conservatories.

Andy and Sue are both talented individuals not only with an eye for design but also for businesses. When they started working with Wes Scales, Principal of Mark J Rees a couple of years after starting the business, they soon reaped the rewards of being able to focus on developing the successful family business they have today. With the burden of dealing with VAT returns, bookkeeping, tax returns and payroll removed, Andy and Sue could concentrate on growing their business. In recent months under Wes' advice and guidance, Outerspace has been restructured to maximise the tax efficiencies which can be gained from converting a partnership to a limited company structure. The business continues to thrive whilst Andy and Sue are assured that the finances are managed in the most efficient and effective way.



outerspace

INSPIRING PRODUCTS FOR YOUR HOME AND GARDEN

"We are both creative people and doing the accounts had always been a real nightmare and a job that we always put off doing. Since our accounts have been handled by Wes it has been a weight lifted from us and we have more time to concentrate on other aspects of the business. We always feel confident that everything is being looked after and nothing is ever too much trouble.

Wes seems to understand that accounting is like foreign language to us and he manages to explain things in a way that we can understand. We have managed to successfully grow our business since being with Mark J Rees and we are continuing to grow at a time when many businesses have been struggling."

**Sue Suffolk, Director Outerspace
Home and Garden Ltd**

TGW Limited is an Austrian owned subsidiary of the TGW Logistics Group a leading supplier of highly dynamic, automated logistics solutions for warehousing, production, picking and distribution operations. The group which has 16 offices across three continents, employs around 1,500 people worldwide.

Managing Director, Andy Smith, and Financial Controller, David Jenkinson, are at the helm of the highly successful regional office in Market Harborough which has enjoyed impressive growth since opening in January 2007.

Mark Harrison has advised the company since they first established the business which is responsible for sales in the UK, Ireland and the Benelux area. Mark takes care of the statutory audit and accounting requirements whilst also relieving the business of the time burden associated with payroll processing and reporting. The accounting systems which were selected and implemented with the assistance of Mark and MJR manager Phil Bott have given Andy and David the confidence that their management information is generated efficiently, accurately and aligned with the businesses' needs.



"We benefit greatly from the relationship we have with Mark and his team who are always on hand to assist us. They give us peace of mind and the conviction to activate plans enabling us to get on with developing the business successfully."

Andy Smith, Managing Director, TGW Limited

W&J Brooks, is a family run business which began selling fruit and vegetables from Leicester Retail Market over 40 years ago. Today, Bill and Jacqui Brooks run Leicestershire's largest potato merchants with more than 20 employees and a fleet of lorries.

Through innovation, development and continuous investment, the business has invested substantially in purpose built units installing computer controlled sorting, packing machinery and temperature controlled storage facilities to handle more than 250 tonnes of pre-packed potatoes a week.

With assistance from Stewart Collier, Bill and Jacqui have been able to access the funding required to expand the business healthily and steadily in a trade which requires careful planning and commitment.



"Over the years I have turned to Mark J Rees for advice on different projects and the day-to-day running of the business, as well as for the monthly management reports and annual figures. They always provide good, down-to-earth advice that is easy to understand and realistic to the needs of the business."

Bill Brooks, Managing Director, W&J Brooks