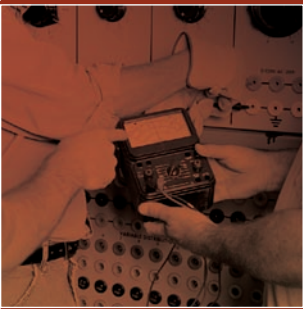




LAMBERT ROPER & HORSFIELD LIMITED  
CHARTERED ACCOUNTANTS  
Specialists in Business Development and Corporate Finance



**Client Testimonials**

# Welcome to Lambert Roper & Horsfield Limited

**Welcome to Lambert Roper & Horsfield, a leading independent firm of Halifax Chartered Accountants and specialists in business development and corporate finance, working across West Yorkshire and beyond.**

As we have been looking after our clients' needs since the 1930s, we understand that no two businesses are exactly the same. Past history, present performance and your plans and hopes for the future all add up to something unique.

That's why you want an accountancy firm which takes the time to get to know you and provides tailored advice to benefit both you and your business.

Building relationships is at the heart of the way that Lambert Roper & Horsfield do business.

Even though we work with hundreds of owner-managed businesses – one of our specialist areas – every one can expect personal contact, not only with the director designated as their primary contact, but also the team members responsible for dealing with their tax matters or accounts preparation on a day-to-day basis.

## **Putting together the different pieces of your personal financial jigsaw**

However, building strong client relationships isn't the only reason we are still going strong. Our forward-looking firm has developed a range of integrated services to look after all aspects of our clients' financial affairs.

In addition to delivering the comprehensive, high quality accounts, audit and tax services you would expect, we provide specialist expertise in every stage of your business lifecycle, from starting up to strategies for growth through to preparation for a successful sale. We also offer corporate finance expertise in sourcing funding for future development, ranging from plant and machinery to a merger or acquisition.

Our specialist wealth management company can help you protect and grow the wealth you've worked hard for, through investments, pensions and trusts. Tax planning is another key area, particularly with the impact of inheritance tax on an increasing number of families.

So whether you are an individual with a simple tax query or need expert advice at a key stage in your business life, talking to us can make a real difference.

And you can be certain that whatever we do for you, we will work to the challenging standards required by highly respected regulatory authorities.

**But don't take our word for it. At Lambert Roper & Horsfield, we like to let our clients do the talking...**



## PAW Structures Limited

***“We value them and they value us”***

Alan Walker, Director, PAW Structures Limited

**Compatibility is a factor that shouldn't be underestimated in any relationship, especially the one between a business and its accountancy firm.**

Sheffield and Gargrave-based PAW Structures Limited designs and manages the construction of steel framed buildings, using either steel structures or pre-made cold rolled lightweight galvanized steel sections that are bolted together to create buildings.

When the small to medium-sized specialist engineering contractor started seven years ago, a friend recommended Lambert Roper & Horsfield to director, Alan Walker.

“Lambert Roper & Horsfield is a small to medium-sized company, like us, but they are far more proactive and innovative than bigger firms I have used previously,” says Mr Walker. “They are perfect for us.”

The accountants take care of the audit, annual accounts, quarterly management accounts and the tax affairs of the director and the company, as well as Mr Walker's inheritance tax and offshore assets. They also provide accountancy advice throughout the year as required.

In addition, when PAW Structures acquired 50 percent equity in a company based in Scotland, Lambert Roper & Horsfield advised on the process and carried out the necessary due diligence by reviewing the management and audit accounts of the Scottish company.

“We are an important customer to Lambert Roper & Horsfield, so we get attention,” explains Mr Walker. “We value them and they value us.”

“I would most certainly recommend them, and I have done on a number of occasions to people starting out in business who want to work as sub-contractors for us.

“Lambert Roper & Horsfield are very attentive and their advice is very proactive. They think outside the box – instead of following a simple process, they are continually looking for opportunities that will maximise the benefits to our business.

“They are the best accountants I have dealt with in 40 years.”

## ***“I would recommend Lambert Roper & Horsfield”***

Clive Lloyd, Managing Director, Design & Display Limited

**Design & Display Limited designs and manufactures retail display equipment, including Slatwall panels, shop fitting equipment and accessories, and postforming and laminated products.**

While the father and son team of Gilbert and Clive Lloyd set the business up as a partnership in 1990, their relationship with Lambert Roper & Horsfield stretches back more than 30 years.

Such loyalty has been inspired by the long-term connection with the company and the benefits gained from continuity of service.

The accountancy firm takes care of the audit and the personal tax returns of the managing director, Clive Lloyd.

“I would recommend Lambert Roper & Horsfield, and have done so in the past,” said Mr Lloyd.

“Lambert Roper & Horsfield is a small company, but large enough to look after the needs of a reasonably-sized small business.”

## **Design & Display Limited**





## Key Electrical Contractors & Storefitters Limited

### *“Lambert Roper & Horsfield has taken us forward”*

Graham Ingham, Managing Director, Key Electrical Contractors & Storefitters Limited

Sometimes serendipity can play a part in choosing the right accountant. That is exactly what happened for Graham Ingham, managing director of Key Electrical Contractors & Storefitters Limited.

The company fits electrical and other equipment into premises such as shops, restaurants and supermarkets, with major customers including Asda and, more recently, Pizza Express. Their work can be on a new build or a refit, and may include items such as lighting, air conditioning and self service checkouts.

Twelve years after forming the business as a partnership with Steven Samardzija, Mr Ingham felt the firm was starting to grow out of its existing accountant.

After receiving a call from Lambert Roper & Horsfield, he decided to arrange a meeting with one of the directors, David Roper. He was so impressed by what David said about Lambert Roper & Horsfield and what the firm could offer his business that he immediately moved over to them – and hasn't regretted it since.

“Lambert Roper & Horsfield has taken us forwards,” says Mr Ingham, “they have done what they said they would.”

In 2004, the year he began working with Lambert Roper & Horsfield, the limited company Key Electrical Contractors & Storefitters Limited was formed by the accountants, and the transfer of trade from the partnership to the limited company took place a month later. Since incorporation, the business has increased substantially in size and profitability.

Lambert Roper & Horsfield takes care of the company's accounts, as well as advising on pensions and tax matters.

“They point us in the right direction and pick up things we should be claiming for,” says Mr Ingham.

“I would recommend Lambert Roper & Horsfield as they are easy to talk to and help solve any problems I might have. If I have a problem with the bank or a tax issue, they sort it out straight away.

“I will use them for the foreseeable future as they are good at what they do.”

***“Over the years, we have built up a  
friendship and an association”***

Ronnie Gill, Senior Partner, Ernest Gill and Son

Office furniture manufacturer Ernest Gill and Son began life in the village of Northowram, near Halifax in 1945. They supply the furniture to another business within the family group, Emergent Crown, as well as to unconnected companies.

Emergent Crown was formed in 1988 in a collaboration between The Crown Suppliers (TCS) - a government body supplying office furniture to the public sector - and Ernest Gill, to offer TCS goods and services to the private sector. Today clients include leading purchasing organisations, acting on behalf of a consortia of Police Authorities, Health Authorities and Universities.

The two Halifax-based companies, which employ a total of around 80 people and have a combined turnover of several million pounds, are still family-run. That continuity also applies to their relationship with Lambert Roper & Horsfield.

The accountancy firm has been part of the business for over 60 years, dating back to the days when Ronnie Gill, senior partner at Ernest Gill and Son, worked with Keith Roper, father of David Roper, who deals with their affairs today. In fact, the association goes back even further, as Mr Gill went to school with Mr Roper.

Lambert Roper & Horsfield takes care of the accounts and provides professional advice on issues including accounts, audit and tax as and when it is required.

“Over the years, we have built up a friendship and an association,” says Mr Gill. “He knows our business and we know him.”

“Lambert Roper & Horsfield are efficient and there is always someone available to speak to if and when required, so they suit us just fine.”

**Ernest Gill and Son**





## Wetherby Building Systems

***“It’s ideal knowing he’s there, as and when we need him”***

Steve Smith, Director, Wetherby Building Systems

**A decade after Wetherby Building Systems started life, the Warrington-based business is going from strength to strength. The same is also true of the company’s relationship with Lambert Roper & Horsfield.**

Launched in 1998 by a team of business partners with vast experience in the trade, Wetherby specialises in manufacturing and distributing a wide range of external renders for new build and refurbishment construction projects. With climate change putting energy efficiency into sharp focus, its insulated renders are particularly popular with clients ranging from large private developers to local authorities seeking environmentally-sustainable building solutions.

As for any business, carving out a niche in a competitive marketplace can be challenging at times. Lambert Roper & Horsfield have shared Wetherby’s journey to success from the start, following a recommendation of the firm to Wetherby by a professional contact, and that’s something director Steve Smith appreciates.

He said: “We are approached by accountants all the time, offering us quotes for their services, but we’re not interested. Lambert Roper & Horsfield understand our business and understand what we’ve been through, including the trials and tribulations.

“They understand our market too and the way that it fluctuates – after all, any accountant would understand that if you made Christmas trees, you’d be busy in November and December, but our business is a bit more complex than that.”

Steve looks after the day-to-day bookkeeping and finance for the company, which has grown to a workforce of 40, with Lambert Roper & Horsfield’s Nick Frost and his team providing specialist support.

That includes supplying management accounts and dealing with wide-ranging tax matters, from corporation tax and personal tax for some of the directors to benefits and expenses returns and VAT. The firm also assists with forecasting and cash flow projections and carries out Wetherby’s annual audit.

Steve values the confidence of being able to call on Nick’s advice when specialist advice is needed – “It’s ideal knowing he’s there, as and when we need him,” he says – which is complemented by Lambert Roper & Horsfield’s proactive approach.

He cites an example from three or four years ago, when Wetherby’s directors were growing increasingly unhappy with the approach of their existing bank. Steve says: “Our bank just wasn’t interested but Nick could see where our business was going and introduced us to Lambert Roper & Horsfield’s own bank and relationship manager, whose forward-thinking approach is perfect for us. That has worked very successfully.”

Wetherby also reaped the financial rewards of a referral by Nick to a tax specialist when they moved premises around a year ago, who was able to secure them a tax rebate on fixed assets running into several thousands of pounds.

Steve sums up: “We appreciate the fact that Lambert Roper & Horsfield go a bit further than just looking at the numbers. They do what they’re good at – and that helps us to do what we’re good at.”

# Meet our Directors

At Lambert Roper & Horsfield, personal service is as important to us now as it was when our practice began more than 70 years ago. That's why we'd like to introduce you to the directors who are the primary contacts for our clients.



Nick Frost

Nick Frost started his career in accountancy in 1987 and joined Lambert Roper & Horsfield in 1991, after qualifying as a chartered accountant with the Institute of Chartered Accountants in England and Wales (ACA). He was appointed as a partner in 1998 and is now a director of both the company and of LRH Wealth Management.

He works with a varied portfolio of clients, both in size and business sector, and offers particular experience in accounts and, as one of the firm's "responsible individuals", audit.

Nick says that his philosophy in his work is that preparing a set of accounts is just the start of the process for his client and himself, and he particularly enjoys working closely with directors and business owners to help them develop and grow their business, by providing proactive, timely advice.



David Roper

David Roper joined the firm in 1981, after training and qualifying with a multi-national practice, and became a partner three years later. He is now a director of both Lambert Roper & Horsfield and LRH Wealth Management, and is also chairman of the West Yorkshire region of the UK200Group of independent accountants.

A Fellow of the Institute of Chartered Accountants in England and Wales (FCA) and a Chartered Tax Advisor, David works with a wide-ranging portfolio of clients, including groups of companies. His expertise includes corporate finance, audits - with particular experience in charities - and business structures.

After 30 years in accountancy, David says he is enjoying his work more than ever, particularly building open, honest, long-term relationships with clients, to help them achieve the goals that will help them to improve their businesses and lives.

He also finds it rewarding to use his experience to guide and assist his clients to minimise the "unknown unknowns" that can cause potential problems.



Denise Thornton

Denise Thornton joined Lambert Roper & Horsfield in 1989 after working for both a small chartered accountancy practice, where she developed expertise in all aspects of accountancy and tax, and consolidating her experience at a leading firm.

She became a partner in 1992 and is now a director of both Lambert Roper & Horsfield and of LRH Wealth Management, which she played a key role in developing alongside fellow director Keith Lyons during the 1990s. She is a Fellow of the Institute of Chartered Accountants in England and Wales (FCA).

Denise's widely varying clients – ranging from pensioners having trouble with their tax returns to small and medium-sized enterprises – benefit from her expertise in general accountancy issues, wealth management and asset protection.

She particularly enjoys talking to clients and building relationships with them as she works with them to resolve problems and identify the most appropriate solutions for their individual circumstances.



## Business Services

- Acquisitions
- Annual accounts
- Audit
- Corporate finance
- Exit planning and business disposals
- Management information
- Pensions and investments
- Protection against Risk
- Strategic business planning
- Tax compliance
- Tax planning

## Private Clients

- Capital gains tax planning
- Income tax planning
- Inheritance tax planning and wealth protection
- Investments and pensions
- Mortgages
- Personal taxation

## Other Clients

- Charities
- Clubs and associations
- Trusts

## Special Industry

- Care Homes
- Haulage
- IT and Telecoms
- Light Engineering
- Media and Marketing



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