



# **INSIDE THIS ISSUE:**

Conference preview | Conference Cycling Challenge |

Corporate Member Inspections | TNT Travel Show |

Central Office staff visits | BAR new Fluting |

European Countries Served

# WELCOME TO THE SIXTH EDITION...

Welcome to the latest edition of the Hello Britannia newsletter. We're now well into 2012 so it's a great opportunity for us to look ahead to what we've got to look forward to at Britannia in the coming year.

The Britannia Conference is always a pivotal point in any year and 2012 is no different with our main event of the social calendar moving to Newcastle. This year the Northern Area will host us at the Hilton Gateshead located at the appropriately named Bottle Bank. The hotel boasts a swimming pool, gym and spa, although I imagine these healthy pursuits may be overlooked in favour of other facilities. All in all a good looking venue with some enjoyable events as usual will provide great entertainment for all in attendance.

No Conference is complete without some kind of challenge and this year is no different with a cycling challenge on offer for those courageous enough to get involved. There's a good cause due to benefit so please read through the articles inside and give generously when the time comes.

Catch up with the latest projects from the Marketing committee, including an overhaul of the Britannia brochures, leaflets and other materials as well as an insight into new ideas for van livery. You can get an update on the Childrens' Road Safety project to see how participating Members have benefited from contact with local schools and safety campaigns.

As for the rest of this issue, there is of course all our usual features along with some details on Britannia's latest foray of promotional activity. We're also looking forward to attending the TNT Travel Exhibition for the first time. Take a look and come along if you fancy!

Finally, take a look at our articles on recent Member visits by BMI staff as well as updates on our Quality Audits on Corporate work around the country.

All this and two new charts showing a list of Britannia members and which major European destinations they deliver to along with a complete breakdown of Members' depots and the services and facilities provided at each warehouse for visiting crews from other Members.

Please enjoy your reading and send the HB team your requests for future issues.

# CROYDON STAFF GET OUT ON THE ROAD!

The final three months of 2011 saw Croydon based BMI staff getting out and about to visit an individual Southern Member for the day. The purpose of the exercise wasn't to gain fresh air and a breather away from Croydon, but to learn what the local Members do and to get their individual perspective of the business be it corporate or private work. All staff came back in one piece having had a thoroughly enjoyable and (in some cases) eve opening experience.

First up was Jackie and her visit to Reeves. Mel and the team made her feel so welcome and Jackie had the opportunity to visit several moves taking place and attend a survey. Next up was Gina, Bearsbys was her destination of choice. In Gina words she now has a "mega crush" on Ralph as he is the fountain of all knowledge, watch out Ralph! Robert (Bob as he is now called) made his way South to the team at Beckwiths. Robert had the opportunity to attend several surveys, he found the experience invaluable as he now has the knowledge of what the individual sales reps have to

contend with on a day-to-day basis. Emma made her way North to the team at Ryans, by the sounds of it she was kept busy in the office. Sam spent the day at Sandersteads out on the road with Steve carrying out several surveys. This was the first opportunity for Sam to see a local branch and she was well and truly impressed with the organisation at Sandersteads. Lastly was myself (Havden). I want to say a huge thank you to the team at W. Harris, I was seconded to be an extra man out on the road for a local domestic move and I have to admit Tom and the team work extremely hard. I have a feeling the client was extra impressed with me on the job, plus let it be noted nothing was damaged!

Once again thank you very much to each of the Members who allowed us to visit and for the hospitality and expertise that were shared with us.



The team at Ryans take time out during their visit

# BRITANNIA CONFERENCE 2012 GATESHEAD

For most people, the name of the place brings to mind a series of hackneyed clichés - Newcastle Brown Ale, Byker Grove, a lot of coal, and everybody saying 'why aye man', right? Wrong!

A city to the north, and a town to the south, divided by the river Tyne, but united by seven dramatic bridges that cross it. A former industrial powerhouse which has reinvented itself to become the capital of the north east, and a centre for business, culture and nightlife. This place is beautiful, buzzing and full of Geordie charm, and during the conference you'll have the opportunity to find that out for yourself. Newcastle Gateshead is a brilliant synthesis of old and new. There are 2000 years of history here. starting with the Roman settlement of Pons Aelius close to the river. In the same location stands Castle Keep, the remaining section of a castle (from which the city gets its name) built in 1080 by the son of William the Conqueror. A short stroll away is the magnificent Georgian architecture of Grev Street. the famous Grey's Monument, and Grainger Market - home to the very first Marks and Spencer's Penny Bazaar!

The area was once a centre for the wool trade, coal mining, and for ship building and repair, but all of these industries had disappeared completely by the 1990s. However, Newcastle Gateshead's decline



was halted and reversed in recent years by extensive redevelopment of the Quayside area, resulting in a number of iconic buildings. Now visitors can explore the extraordinary Sage Gateshead music centre, designed by Sir Norman Foster, the BALTIC Centre for Contemporary Art, and take a walk across the Millennium Bridge - the world's first and only tilting bridge. A little further afield lies the Metrocentre, Europe's largest indoor shopping complex, and on the hills above the town Antony Gormley's 200 tonne sculpture the Angel of the North welcomes visitors to the area

All that before you have even left the city! If you want to explore further then Beamish: The Living Museum of the North and Alnwick Castle and Gardens are



definite highlights, and Hadrian's Wall is within easy reach. Come and visit our staff on the Hospitality Desk for lots of ideas on how to make the most of your free time during the conference.

#### Friday 13th April

**Welcome:** For those of you who are planning to arrive early and do some sightseeing, our Registration and Hospitality Desk will be open in the hotel lobby between 09.30 and 18.15 today. We will be happy



to assist you with information about the conference, the hotel and the local area. Please do come and see us at the desk and collect your conference badge prior to attending the evening function.

**Welcome Evening:** Sometimes you find a venue so fantastic that it's worth breaking with tradition in order to use it. That is the case this year - we are taking you out to the hotel for a Welcome Evening, but when you get to the venue, you'll understand why!

After a five minute coach transfer, you'll alight at the famous BALTIC Centre for Contemporary Arts where Britannia will have exclusive use of their River Terrace and Restaurant for the evening. There you can enjoy a relaxed drinks reception, a delicious barbecue dinner and sophisticated live musicall overlooking the Quayside and the spectacular Millennium Bridge. This will be a great way to get the conference started, and a fantastic opportunity for you all to catch up with your friends and colleagues prior to the business sessions.

Dress code: casual

#### Saturday 14th April

**Conference:** This morning breakfast will be served in the hotel's Windows on the Tyne Restaurant from 6.30 onwards.

At around 09.30 the conference begins in the Gateshead Suite. This year the Northern Area and the team from Croydon have worked hard to design business sessions that build on the success of the last few years. We will do our best to keep the

presentations and seminars stimulating, interactive and informative so that you go home armed with the information and ideas you need to improve your company.

In the morning, we will have some business updates from Croydon staff, and there will also be a panel discussion based on the 'Question Time' format giving you the opportunity to pose your questions and have your say.

After a group lunch in the hotel restaurant, we will resume the afternoon sessions with a format we have never tried before - a formal debate. A statement will go up on the screen, and everyone in the room will decide whether they agree or disagree, then sit on the appropriate side. We will hear arguments for and against the statement, open it up to general comments, and then we can vote once again at the end. There will be time to debate several motions, so if there is something particular that you would like to see discussed, please let us know.

Dress code: business attire

**Gala Dinner:** We are staying in the hotel for the Gala Dinner tonight, but we promise that you will barely recognise the Gateshead Suite after its transformation. Our private drinks reception will begin at 19.00 in the Gateshead Suite foyer, and from then onwards you will enjoy a sumptuous dinner, fantastic live music, and dancing and entertainment into the night. A fabulous end to the conference.

#### Sunday 15th April

**Farewell:** For those leaving us today, we wish you a fond farewell and a safe journey home. If you are staying for an extra night to do some sightseeing, then do remember to stop by the hospitality desk in the lobby where our staff will be happy to give you some tips on must-see attractions.



# TEAM BRITANNIA CONFERENCE CHALLENGE





- Fancy cycling to the Conference venue for charity?
- Join the team from the start, or on the way!
- There are 3 options:
  - 1 Start from Lands End to Gateshead
  - 2 Start from Bristol to Gateshead
  - 3 Join in for the final 5 miles





To enquire about either option contact marketing on 0208 256 1735 or email marketing@britannia-movers.co.uk

PUMP YOURSELF UP FOR THE CONFERENCE CHALLENGE

# **CONFERENCE CYCLING CHALLENGE**

Cycling... something we're actually good at as a nation! At the last count we currently have one World Champion, eight Olympic champions and a couple of Junior World Champions. So, while the forthcoming pre Conference challenge may not reach these professional heights, we do think it'll be a test for participants nonetheless!

So what's the plan? Well we've come up with a list of three options to span various skills and experience allowing one and all to get involved should you wish. These are:

- Begin at Lands End on Sunday 8th April arrival in Gateshead Thursday 12th April (472 miles in 5 days).
- Join the team in Bristol on Tuesday 10th April, arrival in Gateshead on Thursday 12th April (272 miles in 3 days).
- 3. Join the team for a fun cycle from the Angel of the North into the Conference venue at the Hilton Gateshead on the afternoon of Friday 13th April (3.5 miles approximately).

The team are currently working out a route for the cycle across country via smaller roads and local areas. All participants will be responsible for their own travel, accommodation and refreshments costs and most importantly - bringing a bike! More details regards the meeting point in Bristol and stopping points along the way will be available soon.

In terms of the final option for the Friday Fun Cycle, bike hire will be available on the day, but please do register your interest in advance as there are only a limited number of bicycles available.

While we expect this event to be great fun with the intention of raising money for a worthy charity, there are some important guidelines to appreciate if you are taking on one of the two longer challenges:



- Ensure you are fit enough to complete the challenge. Have a check up before the start and tell your doctor what you intend!
- Make sure your bike is road worthy and suitable for the task (a great website offering much information can be found at www.bikehub.co.uk/featuredarticles/cycling-and-the-law/).
- 3. Wear the correct clothing especially high-viz or reflective outer wear.
- 4. Make sure you check your tyre pressures at a minimum every day.
- 5. Wear a helmet! It isn't a legal requirement but it makes enormous sense It should be meet an approved standard and fit correctly.
- 6. Finally, get fully acquainted with the Highway Code before setting off... just remind yourself of the laws regarding cyclists!

For all further information or to take part please contact us at the following email address: **marketing@britannia-movers.** 

co.uk

# BMI CORPORATE MEMBER INSPECTIONS UPDATE

As the New Year has come and gone the Britannia Corporate team is eight months into the Corporate Member Audits. The Corporate team first announced that the audits were to take place in the September issue of the HB magazine. Since the launch of the inspections the team has received a number of positive comments from local Members about the surprise inspections. Both the Corporate team and the Members have learnt from each other where Britannia has its strengths and weaknesses, as a whole we can only improve in these areas.

To date the Britannia Corporate team has targeted a total eleven Members in the South East and in the Midlands. Over the coming months the Corporate team will continue the inspections for both UK Domestic and International clients. We will be looking to further our basis, watch out Western and Northern Areas the Audit team will be targeting you at some point in the near future.

The top three common issues that have arisen during the Audits are the following and have been highlighted to the local members:

- Use of non-liveried cartons for Corporate work.
   Please note as a requirement to participate in removal work the Member must use Britannia liveried cartons.
- Timing issues. Just under half of the inspections
  that have taken place the crews have arrived at
  the client's residence late, in some cases we
  have seen delays on two or more hours. Please
  note it is up to you as the Member to notify the
  client of the late arrival of the crew and also to
  notify the Corporate Team. Too many occasions
  this has not happened.



 Cameras and photo books. It is the requirement for several high profile accounts that photos and the use of photo books are to be used simultaneously. Members are to supply details of any damaged items to the Corporate team as soon as the damage has been discovered. The purpose of this is to make the claim process as stress free for the client as possible and also to reject any false claims made against Britannia Movers.



If you would like to find out further information about the Audits and what the team is specifically on the lookout for than please contact **corporate@**hritannia-movers co.uk

### **TNT TRAVEL SHOW 2012**

After a short hiatus away from Exhibitions and Expos, Britannia is back in March with a stand at the TNT Travel Show in Earls Court.

The one day show will fall on Saturday 3rd March this year at London's Earls Court. Expectations are high for another successful event after excellent attendance at the 2011 show at the same venue. Last year saw 12,260 people coming along to an event that is always colourful with plenty going on for visitors and exhibitors alike. There's already considerable interest in this year's show with over 100 exhibitors and several major promotional events planned, interactive competitions on the day and a huge range of stands offering everything from food and drink, entertainment and advice on travel and emigration services.

In general attendees tend to be in the 18-35 age range from Australia, New Zealand, South Africa and of course the UK. Britannia Movers sees this as an ideal opportunity to promote our services and highlight the groupage and baggage services that we can provide to the correct target market in an effective environment.

Britannia will be showcasing a brand new stand and encouraging visitors to the stand via a number





of different schemes including an iPad give away competition. We have a number of volunteers joining us for the day to give out info packs, discuss our services and to represent Britannia at this enjoyable day.

The TNT Travel Show always has a party atmosphere and therefore perhaps wisely only covers a single day! Things kick off in the morning at 9.30am with the Exhibition Hall closing at 5.30pm in the evening.

Standard tickets are free and can be pre booked via this link **www.tnttravelshow.com** 

If you are interested in attending and visiting the Britannia Mover stand, please email us at **marketing@britannia-movers.co.uk** so we can send you a floor plan with our location.



# MOVERS AND SHAKERS ON THE RED CARPET - OSCARS SPECIAL

It seems to have been a fairly quiet year in film, with only a few blockbusters to speak of at the local Odeon. We've seen Harry Potter wave his wand for the last time and (thankfully) an end in sight to the Twilight saga, but not much else. Small wonder then that this year's Oscars seem to have taken on a nostalgic look to their nominations.

The main films in the running are all retrospectives on times gone by with a nod to the 70's prevailing via films such as 'The Iron Lady' and 'Tinker Tailor Soldier Spy' and even a black and white movie - 'The Artist'.



There is plenty of British interest in this year's event, scheduled to take place on Sunday 26th February; with acting royalty Gary Oldman and Kenneth Branagh both in with a good chance of picking up a statue. The big favourite to sweep the board seems to be 'The Artist', but HB's favourite from the nominations was 'Tinker Tailor'. This is a fabulously atmospheric spy thriller with an equally excellent cast that make the fairly slow and deliberate plot build rather than drag. The recreation of 1970's Europe is pitch perfect and the cold war paranoia evident in every shot and every suspicious glance as the main players try to work out the identity of the spy at the top of MI6!



HB's predictions for main awards are as follows:

Best Actor - Gary Oldman (Tinker Tailor Soldier Spy)

Best Actress - Meryl Streep (The Iron Lady)

Best Picture - The Artist

Best Director - Martin Scorsese (Hugo)

As usual though the Oscars have overlooked the really big films of 2011. In HB's opinion the best film from last year was 'Drive' (Ryan Gosling and Carey Mulligan) a great crime thriller supported by moody LA cityscapes and an excellent soundtrack. Worst film was undoubtedly Brit Summer 'comedy' hit 'The Inbetweeners' (Simon Bird and James Buckley). A load of juvenile nonsense set around four teenagers flying the flag on a lad's holiday in the Greek islands. The best bit is that it's only 82 minutes long.

# **BRITANNIA ON THE BOX!**

Britannia's Marketing team talk to a whole variety of promotional and advertising companies on a daily basis. Whether it's email marketing campaigns, online banner advertising or good old fashioned copy advertising in property magazines and migrations papers, it all gets considered. In the past few years, there's been an intentional shift from Britannia's traditional advertising mediums through to a more online focus, taking advantage of easy access and click through banners that are relatively low cost and high on results.

However, one advertising medium seems to have stayed constant both in terms of its appeal and desirability. TV advertising has always been shrouded in mystery, a sort of distant and unattainable commodity that would always be out of reach. There are preconceptions about advertising of course; it's expensive, the placement on the channel is pricey, the production of the advert is costly and the Agency fees over the top. These are all fair assumptions to make and may well explain why we don't see adverts about removal companies every day! In fact, I doubt we've ever seen one.

In spite of this, Britannia has held some meetings recently with the likes of Channel 4 and ITV to get a better, more accurate insight into this exciting area. The meetings threw up some interesting facts and exploded some of the preconceptions previously held. It was evident that TV advertising was a little more flexible and inexpensive than previously held. It was also still a very relevant and effective means of hitting a mass audience with a commercial message. While (rightly) we have become very focused on advertising activities via the internet, it's still a fact that as a nation we spend 3 times longer viewing the television every day that we do on the web!



There's also more choice these days on TV. With Sky providing 500+ channels, Virgin media 140+ channels and over 40 Freeview channels it means that the stranglehold that commercial terrestrial channels have had over advertising spend has now well and truly evaporated. Indeed with the expansion of special interest channels focused on travel. overseas property and home improvement there is a ready made and relevant forum for Britannia to promote its removal services. This provides a better more well defined audience rather than the scatter gun approach that the main terrestrial channels will offer where the large viewing figures mask the fact that the vast majority might be disinterested in your message.

The additional benefit with smaller channels is the cost. While the likes of ITV continue to charge big bucks for prime time slots, smaller satellite or digital channels have lower costs. Britannia is currently in talks with a small Production company about a series of adverts on the Home channel, where series such as DIY SOS, Extreme Makeover: Home Edition, House Doctor and many other celebrity fronted home shows are broadcast.

Over the next few weeks hopefully we can find a way of getting Britannia onto a cost effective TV Advertising campaign as well as developing a series of catchy commercials that will take the Britannia name onto another level.

# BRITANNIA BENNETTS WIN AT MOVERS AND STORERS SHOW

Congratulations to Britannia Bennetts for their recent success at the Movers & Storers show. The team consisting of Alan Bennett and Nigel Gilks managed to beat off stiff competition from other removal companies and win the prestigious Movers & Storers packing competition.

The challenge appeared straight forward with teams purely having to load a single pallet container with a jigsaw puzzle of packing materials. While no teams actually managed to completely fill the container, Alan and Nigel came closest in the shortest time and with the fewest penalties.

Right: The dynamic duo pick up their trophy Below: Alan and Nigel size up the challenge





# **LOWER COST CORRUGATED CASES**

#### BAR Services announce the introduction of a lower cost RB flute to be used in its corrugated cases

Britannia members will be very interested to know that after months of development, BAR Services is launching a new range of corrugated cases that are manufactured using a revolutionary new fluting. RB-flute is a new type of corrugated fluting that is smaller, flatter and closer together than its BC flute predecessor so consequently, it has major benefits to the removal industry.

So what are the advantages? Firstly, the cost is lower than the existing BC flute. The specially designed shape and pitch of the flute means 33% more

Does the decrease in fluting size mean its performance is compromised? Definitely not, RB flute still provides the necessary and optimum protection for the contents. During extensive testing, the new fluting design has a consistently out-performed the BC flute both in its crushability and stackability. The closeness and structure of the flute tips delivers a better print quality and enables the pack to fold more

> grade can be obtained from BAR Services on 0342 870087 or email sales@harservices. co.uk

> accurately. The effect is neater, squarer and has a better overall appearance. The implications for the environment are also huge. With less pallets required to transport the same quantity of cartons, fewer lorries are required therefore less pollution on the roads. Further information on the board

> corrugated can be loaded on to a pallet. This

leads to fewer deliveries to handle therefore

savings in logistics, less storage space

requirements and also increased machine

line efficiencies in the factory. All of these

factors lead to a reduction in its cost.





# **BRITANNIA LIVERY - TIME FOR A CHANGE?**

One of the most common reasons that customers give for contacting Britannia about their removals is that they've seen our trucks. Whether on the motorway, down their road or driving around town on the way to a removal Britannia's trucks are one of the most effective means of promoting Britannia Movers and our services.

It's vital therefore that the trucks are clean, presentable and look the part so recent discussions about a new livery design have been critical to

get a good balance. A contemporary look that is appealing and easily replicated across Britannia fleet nationwide is key so that any new launch can achieve maximum impact on UK roads and give Britannia trucks a facelift that makes them stand out to one and all.

The Marketing team have been trialling various styles and will be consulting with Members to canvass opinion over the coming weeks about this important step.

## **NEW BRITANNIA BROCHURE DESIGN**

The finishing touches are being put to a new range of Britannia brochures with a more up to date and modern touch. Following a recent photo shoot in a RedRow show home and some general rewriting of the text, the key UK and International brochures should be ready for launch over the next few weeks and available for order from the Croydon warehouse. The brochures will also be available on pdf via the Marketing Portal on Interweb allowing them to be sent to customers on email or to be shown to customers via tablets/iPads during surveys.

While the new design retains the traditional Britannia colours, there is a more contemporary feel with the latest packing materials, protection and vehicles on display as well as Britannia's new royal blue and red uniform.

## **NEW HOME FOR BECKWITHS**

Congratulations to Britannia Beckwiths on their recent move to spectacular new premises in Newhaven. After 22 years at their previous depot John, Simon and the team have upped sticks to an all purpose modern warehouse a short distance down the road from the previous building.

The Beckwiths team moved into the new warehouse at Europa House, Euro Business Park, New Road, Newhaven, East Sussex, BN9 0DR on Monday 6th February. All telephone numbers, emails and other contact details have remained the same with

Beckwiths intending to continue their regular services to Switzerland, France, Spain and Germany from their new base.

There is an open invite to all Britannia Members to pop in and look around.



# **EMPLOYEE OF THE ISSUE**

This HB's Employee is Jackie Illingworth - Jackie has been a mainstay of the Britannia Corporate department for 6 years now. Ever present rain or shine, Jackie has become one of BMI's most reliable staff. As an early riser, Jackie's always in first thing, getting things underway on the Corporate desk and getting the kettle boiling in time for the rest of the team's arrival!

Over the years Jackie has developed excellent relationships with BMI's Corporate client list as well

as cementing an excellent

rapport with the

Membership. In 2010 Jackie was promoted to Corporate Supervisor and now represents BMI at the Britannia Conference each year demonstrating her passion for dancing and the odd tipple.

Well done Jackie and thanks for all your hard work.

# **KEEPING KIDS SAFE - CAMPAIGN UPDATE**

Over the last few months Britannia's road safety campaign for children has been a huge success. Participating Members have been out and about in their local community contacting schools and donating mini High Vis jackets for their children to use when crossing roads around the local area.



This is heightening positive awareness for these Members in their areas and providing invaluable support to keep kids safe during these dark winter mornings and afternoons. The campaign has been so well received that the schools involved have been asking for more vests so that they can involve more schoolchildren.

An additional fillip has been that these campaigns have been picked up by local press with coverage and photo opportunities making it into local newspapers and online. Head Teacher of Welford Primary School, who were supplied vests by Britannia Squab's Emlyn Evans had this to say, "The children do a lot of walking and with these jackets we know that they are going to be seen all the time". The teachers are also using them for when new children join the school. The children are asked to wear them in the playground so they can be identified more effectively.



The Marketing team are now looking to place another bulk order for more High Visibility vests in the near future, depending on demand from members. If anyone is interested in ordering, please come back to the Marketing team as soon as possible so we can keep the costs as low as possible. As you can see from the photos of Goodwins, Squab and Lanes of Devon at local schools, the teachers and children have enjoyed the campaign as well!



## **CROSSWORD**

#### ACROSS

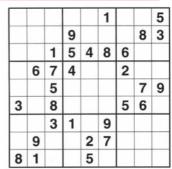
- 1 Woman's wallet (5)
- 6 Tallest bird (7)
- Operating-theatre doctor (7)
- Skulking (7)
- Anointing ointment (7)
- 15 Injuring (7)
- Kenya's capital city (7)
- Italian rice dish (7)
- 22 Trap, enmesh (5)

#### DOWN

- 2 Pronounce, say (5)
- 3 Parisian river (5)
- 4 Loud guffaw (5,5)
- 5 Deliberately avoid (4)
- 8 TV stylist Mr Wan (3)
- 9 Possess (3)
- 11 Jolly \_\_\_, pirates' flag (5)
- 12 Boudicca's tribe (5)
- 13 Start to control (3,1,4,2)
- 16 Cry of discovery (3)
- 17 Ruin, sully (3)
- 18 Infamous Roman emperor (4)
- 19 Norwegian dramatist (5)
- 20 Semi-aquatic mammal (5)



# **SUDOKU**





Herbert changes churches so often that we decided to skip the packing and unpacking stages."

## **GUESS WHO?**

Can you guess who this 007 is complete with bow tie and Bond girl on his arm?

All you have to do is email: marketing@ britannia-movers.co.uk who you think this person is by the 19th March 2012.

The winner of issue 5's competition

was Janine Aldridge from the Central Office, who correctly identified Lauren Pizzev (Marketing Liaison Oficer). Congratulations Janine, treat yourself to something nice!



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# **EUROPEAN COUNTRIES SERVED**

Below is a list of all the European countries that members regularly travel to. You might find this useful when dealing with enquiries that you aren't able to take care of directly, and keeps the work within the Britannia Group.

* iSlockphoto	France	Spain	Germany	Belgium	Portugal	Switzerland	Netherlands	Italy	Austria	Poland	Hungary	Czech Republic	Finland	Denmark	Sweden	Norway	Luxembourg	Bulgaria	Slovakia Benelux	Estonia	Ireland	Channel Islands
Appleyards, Hull	<b>√</b>			✓			✓															
Appleyards, Rotherham	✓		✓	✓		✓	✓	✓		✓	✓	✓										
Bardies	✓	✓	✓	✓	✓		✓		✓	✓				✓	✓		✓				$\checkmark$	
Bearsbys	<b>✓</b>		$\checkmark$				✓	✓														
Beckwiths	<b>✓</b>	<b>√</b>	<b>✓</b>	✓	✓	✓	✓		<b>✓</b>								✓					
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Edinburgh																						
Fleets	✓		✓	✓		✓	✓							✓			✓					
Freestones	✓		✓	✓			✓										✓					
George Bernard Shaw	✓	✓	✓	✓			✓							✓								
Glasgow	✓		✓			✓																
Goodwins	$\checkmark$		$\checkmark$	<b>√</b>		$\checkmark$		<b>\</b>														
Harrison & Rowley	✓	✓	$\checkmark$	✓			✓										✓					
Lanes of Cornwall	✓																					
Lanes of Devon	✓	✓	✓	✓	✓		✓	✓	✓					✓								✓
Lanes of Somerset	✓	✓	✓					✓														
Leatherbarrows B'mouth	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				$\checkmark$	✓
Leeds	$\checkmark$	✓	✓	✓		✓	✓	✓														
Neaves				✓			✓															$\checkmark$
Quickmove	✓	✓	✓	✓	✓	✓	✓		✓							✓	✓					
Robbins	✓	✓	✓	✓	✓		✓	✓	✓					✓	✓	✓	✓					
Ryans	$\checkmark$		✓			✓			✓	✓	✓	$\checkmark$						✓	✓	✓	$\checkmark$	
Sandersteads	<b>✓</b>	<b>✓</b>	<b>✓</b>	✓	<b>√</b>	✓	✓															
Smeeton Panton	<b>√</b>	<b>✓</b>	✓			✓																
Squab	✓	✓	✓	✓			✓	✓	✓	✓	✓						✓			✓		
Thomas Casserlys	<b>√</b>	<b>✓</b>	✓	✓			✓															
W. Harris	✓	✓	✓			✓	✓															

# **BMI MEMBERS**

Anchor	Bolton & Wigan (N.Manchester)	01617 906666	11 🐙 🖃
Appleyards, Hull	Hull	01482 221898	
Appleyards, Rotherham	Rotherham	01709 549718	
Bardies	Leicester	0116 2899011	
Bearsbys	Tonbridge	01732 358900	
Beckwiths	Brighton	01273 611650	
Bennetts	Malvern	01684 892236	
Bradshaws	South & Central Manchester	01618 775555	
Caledonian Bucks & Herts	Aylesbury	01296 658766	
Caledonian Edinburgh	Edinburgh	01315 534374	
Caledonian Glasgow	Glasgow	01412 210001	
Cestrian	Chester	01244 521950	
Devereux	Cleveland	01642 565182	
Fleets	Liverpool	01514 820432	
Freestones	Oxford	01280 703863	11 🗷 🖃
George Bernard Shaw	Newcastle-upon-Tyne	01434 609631	
Greers	Aberdeen	01542 880333	
Goodwins	Stafford	01785 251161	
Harrison & Rowley	St Neots	01480 225830	
Knight Packing	Dundee	01382 456611	
Lanes of Cornwall	Truro	01872 560147	
Lanes of Devon	Exeter	01392 494966	
Lanes of Somerset	Bridgwater	01278 447099	11 🗷 🖃
Lanes of Bristol	Bristol	01179 811220	
Leatherbarrows	Bournemouth	01202 495600	
Leeds Removals	Leeds	01132 453030	
Neaves	Norwich	01362 820020	
Pink & Jones	Kettering	01536 512019	
Premier	Burton-on-Trent	01283 517700	
Quickmove	Swindon	01249 813430	
Reeves	Petersfield	01730 262158	
Robbins	Swansea	01792 584229	
Ryans	North London	0208 803 5151	
Sandersteads	South London & Surrey	0208 669 6688	
Smeeton Panton	Lincoln	01529 469100	
Squab	Coventry	01926 882282	
Thomas Casserlys	Oswestry	01691 778080	
W. Harris Movit	Braintree	01376 326946	
Whitby Oliver	York	01904 655106	
Willis	Skipton	01756 792980	















