

FOCUS ON...

Shipleys Saffron Walden

Originally set up by Roger St. John in 1971 to handle incomplete records and accounting in a cost effective way, the Shipleys Saffron Walden office has developed into a sizeable practice in its own right.

Gary Haselton joined the firm in 1977 from the Saffron Walden branch of Barclays Bank and partner Edward Oliver has recently been spending part of his time working from this East Anglian office.

Gary was brought up in the town and is well known to local traders and the business community. Edward, who also works from the London office, has a number of locally based clients and contacts.

The busy general office at Shipleys Saffron Walden, where Sally Anstee (standing, front) is responsible for much of the day-to-day activity.



The use of standard Sage accounting software makes lap-top computers invaluable for clients' meetings.

Over the years partners Roger and Gary have attracted their own local clientele by providing a personal service, including those things that clients really value, such as practical and helpful advice at sensible fee levels. The growth to three partners and 14 staff has meant that it has twice been

Most clients of Shipleys Saffron Walden are based within a 50-mile radius of London, though one notable exception is on the Isle of Skye!



necessary to move to larger premises and Shipleys in Saffron Walden is now located in modern offices in Market Walk in the heart of the town.

The region has provided fertile ground for expansion further afield: in 1989 former Saffron Walden manager Will Stephens opened a branch in Braintree. This now functions as a separate Shipleys office reporting to the Saffron Walden partners.

Saffron Walden manager, Sally Anstee, is responsible for much of the day-to-day activity in the office, such as the preparation of computerised accounts on the standard Sage software well used by clients. For some 40 clients, Shipleys Saffron Walden

"The strength of our practice lies in its local connections and in the person-to-person relationships with clients"

prepares and administers payrolls ranging in size from 2 - 200 people, for which Sandra Key is engaged full-time. Shipleys fills in all forms and completes the PAYE remittance advice. The full service includes a year-end reconciliation and preparation of P35s for submission to the Inland Revenue.

"We provide a more comprehensive payroll service than a bureau," said Roger St. John, "and we feel our knowledge of clients makes us more 'user-friendly'. We also provide these specialist skills in an out-of-London location."

Other specialist knowledge is acquired from the work Saffron Walden undertakes for charities. "In



FOCUS ON...

Shipleys in Godalming

Shipleys Godalming office, established in the late 1970s, will soon move from Meadow into larger premises closer to the heart of the town at Godalming Business Centre (see map).

The Godalming practice initially concentrated on providing an out-of-London tax service for clients, some of whom have a connection with Shipleys stretching back 60 years. With family firms, this link spans the working lives of several generations.

Today, an Audit and Accounting department flourishes alongside the original Tax department to provide businesses and individual clients with an all-round service.

Client service for tax matters at Godalming is represented by this group, from the left: Martin Frost, Jane Henman (Godalming's managing partner), Richard Stredwick, Les Baines, Mike Luckett, Tim Skinner, Debbie Pannell.

Staff numbers at Godalming have grown to 20, of whom 11 are professionally qualified. These include the two partners, Jane Henman and Simon Robinson, who also serve clients from Shipleys London office. "As with all Shipleys offices", said Jane Henman, "Godalming is self-sufficient in terms of having in-house professional expertise but has instant access to our London specialists, so clients are assured not only of a personal contact but of our full range of services."

Services from Shipleys

Partner Simon Robinson heads Godalming's Audit and Accounting team. Amanda Winter is audit manager and other key staff in this area are Sam Cornick and Hannah Tucker.



Shipleys in Godalming, well situated for the locality covering large areas of Surrey, Hampshire and West Sussex, also services clients on the South Coast.

Right: Simon Robinson heads Godalming's Audit and Accountancy team, with audit manager Amanda Winter.

Having worked with Six firm, post-qualification Simon has found his niche at Shipleys. "I recognise that personal service is clients want", he said. "Clients like ours, a medium sized firm like Shipleys beats the big firms hand down for service, while small firms cannot match our level of professional expertise."

