



Client Satisfaction



T W P

Chartered Accountants
& Chartered Tax Advisers

Partners:



Philip Munk - P.Munk@twpaccounting.co.uk

Appointed managing partner in 2002, Philip is head of the Audit and Corporate Finance Division, looking after a diverse portfolio of clients ranging from small companies to large UK and overseas organisations.



Andrew Goddon - A.Goddon@twpaccounting.co.uk

A specialist in business and corporate tax, Andrew's areas of expertise include property investors and developers, care homes and healthcare-related businesses, exit planning, reconstructions and strategic tax planning.



Graham Carter - G.Carter@twpaccounting.co.uk

Graham is head of the Business Services division and offers clients a wealth of knowledge and expertise in areas including family companies, solicitors, partnerships, healthcare and consultancies. He is also recognised for assisting and advising on business start-ups.



Mike Dawes - M.Dawes@twpaccounting.co.uk

Mike specialises in private client taxation and offers complex tax advice and planning across a wide range of taxation and trust issues, including international tax, expatriate taxation, employee share schemes, business and share valuation, and buying and selling businesses.



Bruce Morley - B.Morley@twpaccounting.co.uk

Bruce is able to assist clients in all areas of business support and financial management. He has a wealth of experience in dealing with owner-managed companies and start-ups and can advise on all aspects of business support, including outsourcing strategies and management accounting.

“Relationships of trust depend on our willingness to look not only to our own interests, but also the interests of others.”

Peter Farquharson

Philosopher

Nobody said it was easy...

Running a business can be many things. Challenging. Frustrating. Fun. Rewarding. But nobody said it was easy.

So whether your business is just starting out, getting ready to grow or an established enterprise, some expert help is always welcome.

At TWP Accounting LLP, we understand the way the business world works. We've been taking good care of every kind of business client for more than 75 years, so when you work with us you can be sure of high quality accounting, tax and business advice, delivered by a skilled and experienced team.

But we know you're looking for more than that. And you'll find it at TWP.

Teamwork

At TWP, we believe in working with you, not for you. We're proud to offer our clients all the best that traditional accountancy firms have to offer.

But you'll find that our commitment to adding value to your business sets us apart from the field.

With TWP working alongside you, it's like having another member of the team: an extra pair of hands and a fresh pair of eyes.

As well as our accountancy services, we can take on board many of your other financial and administrative responsibilities, so that you have more time to do what you do best: running your business.

Wealth-creation

Our focus is to help you to run your enterprise more efficiently, building both your business and your profits, in line with your personal objectives.

We'll provide all the financial management information you need, so that you have more control over your finances and are better placed to make key commercial decisions.

We can suggest ways to improve the way your business is run and opportunities to develop and grow.

And we can provide expert advice and practical help at the key stages of your business life – starting up, acquisitions, mergers, takeovers, selling up, retirement – to help make things happen more quickly and easily, and to make sure that you achieve the maximum benefit.

Personal

The personal approach is at the heart of the way we do business. We take time to get to know you and what you're trying to achieve, so that we can advise and work with you to help make that happen.

The personal touch is also part of every TWP phone call, email and visit. We'll keep you up to date on our progress with any work we're doing for you and we're always there if you need advice.

When you have a problem, you'll know that it helps to talk it over. So when you've got a business problem, it makes sense to talk to someone who understands the way things work in the business world.

That's what we're here for. Whether you have a simple query or need expert advice to prevent a problem becoming a crisis, we'll be happy to help.

If you've found dealing with other accountancy firms to be a chore, we think you'll find TWP makes a refreshing change.

Don't take our word for it.

At TWP, we like to let our clients do the talking...



Ian Oswin, Curchod & Co

Chartered surveyors face particular challenges in the way they operate, so they need an accountancy firm that fully understands their requirements and can advise accordingly.

That's exactly the sort of specialist knowledge that TWP provides to Curchod & Co. TWP has acted as the Weybridge-based chartered surveyors' accountants for over 30 years, and certainly before senior partner, Ian Oswin, started there. Such loyalty has been inspired by the "sound advice" provided over the years.

TWP takes care of the company's audit and provides personal tax advice, as well as carrying out work for management clients. The accountants also advised Curchod & Co on restructuring the company.

"We transferred from a Partnership to an LLP," explains Mr Oswin. "TWP gave us sound advice on the benefits to be gained from the new structure and guided us through the transition process."

"Now, two years down the line, they are keeping track of what is happening, which is proving their initial predictions were very good. The result has been very satisfactory financially, with substantial tax savings."

Mr Oswin is happy to recommend TWP to both individuals and companies, as he feels the firm is "accessible" and "provides good advice".

"TWP gave us sound advice on the benefits to be gained from the new structure and guided us through the transition process."

Ian Oswin
Curchod & Co





Dewi Fox, ARC (Europe) Ltd

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

ARC (Europe) Ltd is a debt collection agency based in Walton-on-Thames, which was originally owned 50:50 by Dewi Fox, the managing director, and a partner who took care of the accounts through his own accountants.

When Mr Fox bought out his partner 18 months ago, he wanted to bring in his own firm of accountants whom he trusted. After looking at two or three different firms, he chose TWP.

"I met Phil Munk and got on with him," explains Mr Fox. "I found him very personable and liked what he said."

TWP takes care of the monthly payroll and annual accounts, and also set up ARC's Sage software. As the debt collection agency doesn't have much relevant expertise in house, TWP guides them through the process from time to time.

The accountants also provide personal and company tax advice, which has been very beneficial, as ARC's Corporation Tax liabilities have gone right down, resulting in substantial savings.

"The good thing is, if we are not sure of anything, we can just pick up the phone or send an email, which is great," says Mr Fox. "When I started doing business with a company in Holland and wasn't sure of the VAT situation, Phil sorted it out for me."

"TWP are very reactive when we need advice, and very proactive in making recommendations to help us. The firm is very hands on, and if Phil sees something he thinks could be useful to us, he asks if I am interested and we talk it through."

"As well as the tax savings, I benefit from knowing there is help at the end of the phone. For example, we don't have a personnel department, so I run things by TWP from time to time."

Mr Fox would definitely recommend TWP to other companies as he is "very, very happy" with the service provided.

"TWP are very reactive when we need advice, and very proactive in making recommendations to help us."

Dewi Fox
ARC (Europe) Ltd

ARCEUROPE
LIMITED

David Lawrence, Vine Resources

Word of mouth and reputation in business are invaluable. David Lawrence established Vine Resources in 2004 to meet the growing need for specialised recruitment services. The company is now widely recognised as a premium international recruitment solutions provider, which aims to grow and establish itself in new sectors over the next five years.

When Mr Lawrence was looking for a firm to manage the accounts and provide financial advice, he chose TWP following a recommendation from Duncan Cheatle, founder of The Supper Club. He recommended TWP because they were a trusted partner who provided a good service.

TWP takes care of Vine Resources's end of year accounts and provides tactical advice as required by the business. In addition, Phil Munk has recently started acting as the recruitment company's part-time financial director.

"As well as benefitting from tax savings," says Mr Lawrence, "I also get up-to-date advice on how best to protect the business in the future and doing it within best practice.

"TWP provides a personal service. They clearly understand our business and the challenges it faces, which is something you do not always get with other firms."

Just as Mr Lawrence came to TWP following a recommendation, he is equally happy to recommend the firm to other business owners.

"They clearly understand our business and the challenges it faces, which is something you do not always get with other firms."

David Lawrence
Vine Resources

Adrian de la Touche, WSM Sponsorship

WSM is a client-led marketing services group of agencies where all the members share a centralised resource for business management and development, sharing best practice and collaboration with established international partners. WSM expects the same level of integration and connection from its professional service providers.

According to Adrian de la Touche, chief operating officer at one of the group's component agencies, WSM Sponsorship, that is precisely what they get from TWP.

"We have a very friendly, transparent and trusting working relationship with all at TWP," says Mr de la Touche, "their client service is excellent."

He has personally known TWP for around six years, and they have been the group's auditors for two years, following a competitive pitch where their client understanding, response and, of course, cost-effectiveness beat the competition hands down.

In addition to the audit service, TWP takes care of the group's accounts, tax returns and payroll, as well as occasionally assisting with special projects.

"Auditing clients is never an easy task, but TWP conduct themselves in such a professional and unobtrusive manner that the whole process is made very straightforward. I would not hesitate to recommend TWP to SMEs like ourselves."

"Their client service is excellent."

Adrian de la Touche
WSM Sponsorship

wsm ● ● ●
dedicated to building brands



Ernie Graham, The Graham Care Group

The Graham Care Group, owned by Ernie and Dr Karen Graham, provides care home accommodation for over 400 people in Surrey, Kent and Sussex. With six homes, another one under construction and several development sites, the group could potentially offer places to over 700 residents.

As a result, it is vital that the group has a professional services provision with experience in the care homes sector to ensure that they make the most of their finances and achieve maximum tax savings.

According to Mr Graham, this approach was also encouraged by his bank, which was keen for him to work with an accountancy firm with some depth of expertise in acting for care homes. Thus, when a colleague in the Surrey Care Association who had worked with TWP for a number of years recommended the firm, Mr Graham decided to take their advice.

TWP takes care of the group's auditing, as well as helping with tax planning and providing general financial advice. The firm has also helped to develop the structure of Graham Land & Developments to ensure that it provides an optimal structure for the group's new developments.

Such is the importance of TWP's input into the group, that they call TWP partner Andrew Goddon their "virtual FD".

"TWP has helped us to optimise our tax planning, as well as assisting with our business plan and funding proposal to the bank," says Mr Graham.

"They are very good on relationships; they are very friendly to work with and very keen to be involved with what we are doing.

"I would be happy to recommend TWP, and this will probably happen soon. The firm has done a good job so far, and I want others to benefit from their expertise too."

“They are very good on relationships; they are very friendly to work with and very keen to be involved with what we are doing.”

Ernie Graham
The Graham Care Group

THE GRAHAM CARE GROUP



Piers Meadows, Meadows Fraser

A joint commitment to putting the client first is central to the highly successful working relationship between TWP and Weybridge-based legal firm Meadows Fraser.

The two firms first met in 2005 as part of a mutual move to build new relationships with other local professional practices. Since that initial meeting, the two firms have done a lot of work together.

"I enjoy the relationship we have," says Meadows Fraser's managing partner, Piers Meadows. "It's a good fit."

Meadows Fraser refers clients to TWP on a regular basis. "People who come to us regarding property or business matters often need tax or accountancy advice, and I know TWP will look after our clients in the way we would want them to be looked after. TWP really does help our clients."

Both firms also carry out work directly for each other. The accountants take care of Meadows Fraser's audit work and tax returns, and provide general accountancy and taxation advice on everything the firm does, while the solicitors dealt with the membership agreements and legal structure when TWP restructured as a limited liability partnership.

"TWP looks at things in a commercial way, and it really helps that they are so commercially driven when advising us on making business decisions.

"It is particularly beneficial that the firm is so locally based; we are able to pop across the road for commercial sound advice. Additionally Phil is on the ball and very contactable by email or phone."

"TWP looks at things in a commercial way, and it really helps that they are so commercially driven when advising us on making business decisions."

Piers Meadows
Meadows Fraser

Meadows Fraser

Our Services:

- Accounts & Bookkeeping
- Audit & Assurance
- Business & Corporate Tax
- Personal Tax
- Tax Planning
- Corporate Finance
- Profit Improvement
- Capital Allowances
- Payroll
- IT Consulting

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TWP: Creating Advantage

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