

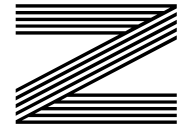
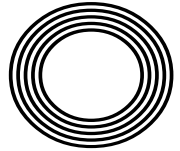
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BEFORE



AFTER

AFTER



AFTER



BEFORE



AFTER





Editor's notes...

NOVEMBER 2021



Nik Allen, Editor

Hello and welcome to this month's edition of **VISION** Chelmsford/Beaulieu. I am writing this after the recent death of Sir David Amess MP. Sir David was a monthly contributor to our **VISION** Leigh/Thorpe Bay edition. Over the past few days, I have read many articles and seen local people talk about their admiration of Sir David. For certain, he was a great person and a family man who cared greatly for the soon-to-be city of Southend, and his commitment to his role has been reinforced by the Prime Minister and the Queen in their recent speeches. For more than 40 years, he worked tirelessly for the area of Southend.

My thoughts and prayers are with Sir David's family and close friends.

If ever we needed a reminder to hold our loved ones close, this is it. Spread love, not anger. In a world full of hate and cruelty, it's moments like this, when honouring a true gent in Sir David, that remind us life is short and you never know what's next. His legacy lives on through the lives he's touched over the years and his mark in Essex and in politics. RIP Sir David Amess MP.

In this month's edition, we look back on Romesh Ranganathan's career and his new venture as host of *The Weakest Link*. We also discover Prince Charles's latest attempt to reduce his carbon footprint.

Nik Allen

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CONTRIBUTORS | Tabatha Fabray, Christina Pantelly

At the time of print all content in **VISION** was relevant and up to date according to COVID-19 government guidelines Inside pages recyclable

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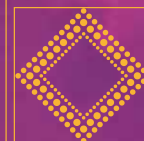
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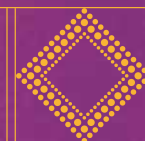
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ASTON *marvelling*

HOW HRH PRINCE CHARLES, SOME LEFTOVER WINE AND A CONSTITUENT OF CHEESE ARE HELPING THE PURSUIT OF ECO TRAVEL

It's a fine line between innovation and eccentricity, but HRH Prince Charles appears to have landed the right side of it... just.

The Prince of Wales, who turned 73 in November and is first in line to the throne, has converted his cherished Aston Martin DB6 so that it can run on cheese waste and surplus white wine. His move to decarbonise fits perfectly with a modern revolution in motoring, where electric cars, the future ban of the sale of petrol and diesel vehicles, and various road taxes designed to keep gas-guzzlers out of our city centre spaces are giving our roads a green makeover.

Charles revealed in a recent interview that he was offered the conversion some time ago and did not hesitate to accept.

"I think when opportunities and ideas come your

way, you need to judge them on their own merits," he says.

"Certainly, where classic cars are concerned, there is the temptation to leave them as they are and not tinker with them, but if we all thought like that, we wouldn't make the strides we have, and the strides we need to."

It was Gloucestershire-based firm Green Fuels – the company has since earned a Royal Warrant of Appointment – which suggested it could supply bioethanol produced from a combination of wine and cheese (whey).

Blending the fuel then adding 15 per cent unleaded petrol meant the car was more powerful than before, yet significantly greener.

Of course, this isn't

the first time Prince Charles has taken the lead where green and eco matters are concerned. He established The Prince's Trust and The Prince's Rainforests Project and has always been a passionate advocate for initiatives that put the planet's needs first. He became the first member of the royal family to adopt electric cars for official duties in 2018, and has rallied behind his son William's successful efforts with The Earthshot Prize, with its £1million bounty awarded to fund solutions to help tackle climate change.

However, Charles believes there is much still to be done. He says the world's leaders are big on environmental talk, but rarely take the actions required to back up the platitudes.

"It is time for a lot of

people, influential people, to stand up and make real decisions," he says. "They have the expertise, they have the wherewithal and they have the resources, so there is no reason why we can't be moving forward much quicker than we are."

"Green initiatives in the past always seemed to come with some sort of cost or inconvenience. A lot of those I see today have no such thing – look at my DB6, it is a better vehicle than it was before."

The classic Aston Martin emerged in 1969 and has been one of Charles's true joys. He even enlisted the services of two-time Formula One world champion, Graham Hill, to teach him how to drive the car to its maximum potential.

He added: "It gives me great pleasure every time I drive it – and to know I can do that while limiting harm to the environment is a wonderful feeling."



Photo credit: David Hartley/Shutterstock

SUPER subscriptions

THE CHRISTMAS GIFT IDEAS THAT KEEP ON GIVING

A gift isn't just for Christmas, so treat your loved ones to a subscription box this festive season and leave it to the postman to deliver the perfect package to your friend or family member's doorstep each month.

Flower and plant subscription service – If you have a green-fingered friend, what better gift than a new potted plant or bunch of flowers each month? Also suited to remote workers who could do with freshening up their home working environment. You can even find sustainable providers who only work with Fairtrade growers.

Cocktail subscription service – For your boozy bestie or a mum who loves a mojito, a cocktail subscription service makes the perfect gift. Depending on the service you select, the recipient can expect to receive ingredients and instructions to make a new cocktail each month.

Food subscription service – Whether you know someone who is a real foodie or your loved one could do with a helping hand in the kitchen, a weekly delivery of high-quality, fresh ingredients is just what they need. Choose the size of the box depending on how many people they cook for. Subscriptions are available to cater for all dietary requirements.

Gadget subscription service – Being a tech enthusiast can be expensive, but what if you could enable your gadget-loving friend to try out a new device every month? Pick between health and fitness gadgets, entertainment devices and even relationship tech.

Craft subscription service – If you are looking for a subscription service for children, then a monthly craft box is a great idea. With subscriptions available for all ages, you can find boxes that contain a range of fun science, technology, engineering, art and maths activities.

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



FAQs

⊕ **Symptom:** I have gaps in or around my windows and it's causing a draught.
Diagnosis & Solution: This could be the hinges which can be replaced or the frame has a gap around the edge which can be re-sealed.

⊕ **Symptom:** I find it hard to close my door or window.
Diagnosis & Solution: This could be a number of problems and could be as simple as a small adjustment to your hinges.



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BREAK OUT THE Brake cleaner

Brake cleaner isn't just for vehicle maintenance. It can also be used in several household applications, with unbelievable results.

How to use brake cleaner

If you have used brake cleaner on your car, then you won't have any problems using brake cleaner in your home as the application process is the same. However, if you haven't used brake cleaner before, simply follow the below steps:

- > Shake the can thoroughly to activate the formula.
- > Hold the can about 30cm away from the surface and apply.
- > Allow the brake cleaner to soak in and evaporate.
- > Reapply to stubborn areas and wipe away any excess dirt with a clean cloth before it evaporates.

Always wear gloves and use in well-ventilated areas. Do not allow brake cleaner to come into contact with plastic or rubber, and keep away from any open flames.

To clean windows: With the ability to cut through grease without leaving any residue, apply sparingly when using brake cleaner to achieve streak-free

windows. Wipe with a microfibre cloth for optimum results.

To remove stains from a driveway: Unsightly oil stains can ruin the look of your concrete driveway, but can be easily removed by throwing down some cat litter or sawdust to get rid of the worst of the spill and then applying brake cleaner.

To remove ink and paint: Brake cleaner can effectively remove stains made by permanent markers, paint and nail polish on surfaces such as walls, tables and countertops.

To remove stains from fabrics such as tablecloths: Perchloroethylene, a chemical that is commonly used in chlorinated brake cleaners, is also used by professional dry cleaners to remove food and oil stains. Always test in a non-conspicuous spot first and wash the fabric as usual after application.

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It's perhaps peculiar that Dulux waits for the time of year when the summer skies begin to seep away, and the radiant, elegant blueness of those warm months is dissipating, to name its much-heralded Colour of the Year... as blue.

The reveal of Bright Skies as a shade that is set to transform our homes for the next 12 months coincides with an autumnal browning and greying of life outside our windows. Yet the paint expert's choice has been met with approval for its ability to extend our elevated, enlightened view on the year for just a little bit longer, as winter gradually approaches.

Dulux's choice has much to do with the brightness and optimism that is being felt in the wake of the end of lockdown. The brand speaks of uplift and progression, with the colour working as an alternative to the mass of light grey shades that have

been so prevalent in offices.

The ability of Bright Skies to blend with all manner of other tones makes it stand up to scrutiny. Its pastel essence draws in other colours instead of repelling them, so use it in living spaces, against light or medium woods, and even on ceilings. Alternatively, pick out the colour on cushions or fabrics.

In the kitchen, a Blue Skies splashback can offer incredible contrast to silver or copper pots and pans; while in the bathroom, ditching formal white for this breathless, brilliant blue will give 'big sky' thinking to every groggy winter morning.

Where, in the past, light blue could feel cold and frosty, particularly when temperatures begin to drop in the winter months, Dulux is asking us to view it from a new angle, accompanying it with textures and tones to help us decorate even the gloomiest of days with bright, sunny, uplifting moments.

Photo credit: dulux.co.uk



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HOME & DIY



How to clean a COOKER HOOD FILTER

Can you remember the last time you checked underneath your cooker's hood to see if the exhaust fan filter needed a good clean? If it's been a while, we warn you, this is not going to be a pretty sight.

Fortunately, you can get your filter looking squeaky clean and grease-free in just eight simple steps.

WHAT YOU NEED:

Boiling water | Washing-up liquid | Baking soda | A non-abrasive scrubbing brush | Paper towels or a tea towel

HOW TO CLEAN:

- > **Step 1: REMOVE THE FILTER FROM THE HOOD**
The filter should easily slide or pop out from underneath the hood.
- > **Step 2: FILL A BUCKET WITH BOILING WATER**
You can use hot water from the tap, but boiling water is more effective.
- > **Step 3: ADD BAKING SODA AND WASHING-UP LIQUID**
Pour ¼ cup of baking soda and a good squirt

of washing up liquid into your bucket of boiling water and swirl around with a brush. Be careful not to place your hands directly into the water, to prevent burns.

- > **Step 4: SUBMERGE YOUR FILTER IN THE WATER**
Make sure the filter is completely covered by the boiling water.
- > **Step 5: LEAVE IT TO SOAK**
Allow the filter to soak for a minimum of 10 minutes, longer if possible.
- > **Step 6: SCRUB THE FILTER**
Once the filter has finished soaking, take it out of the water and scrub with a non-abrasive brush. Add more washing-up liquid to your brush if needed.
- > **Step 7: RINSE AND DRY YOUR FILTER**
Rinse the filter in hot water and dry with paper towels or a tea towel.
- > **Step 8: REPLACE THE FILTER**
Put the clean filter back into the hood and repeat as and when needed. It is recommended to clean your hood filter once a month to keep it working properly.



LITTLE BIG BELL

ARE YOU IN NEED OF A COLOUR BOOST IN YOUR INTERIORS? LOOK TO BRIGHT AND BEAUTIFUL BLOG **LITTLE BIG BELL**

The world can be a little bleak sometimes; the last year has shown us that. Therefore, it's refreshing when a ray of sunshine comes into our lives that lifts our spirits and puts a smile on our faces. And that ray of sunshine is Little Big Bell.

Little Big Bell is the interiors blog of Dr Geraldine Tan, whose passion for design is clear to see. Little Big Bell is where Geraldine shares her incredible style, but by day, she's an NHS doctor based in London.

So what makes Little Big Bell's style so popular, and how can you get the look in your own home? Some of the most popular interiors trends at the moment favour muted colours and neutrals – a classic choice, but not everyone's cup of tea. So it's exciting to stumble across a style like Geraldine's. It's fresh, colourful and full of beautiful ideas. Her style is like pop art brought to life, and it's impossible not to smile when you browse through her incredible photos.

HOW TO STYLE YOUR HOME THE LITTLE BIG BELL WAY

- > Don't be afraid of colour. Geraldine uses all the colours of the rainbow for her interiors, creating a look that's light, energetic and so much fun.
- > Use bold prints to brighten up your walls. Even if you're not confident enough to go for full-on colour, prints can be a subtle way to add colour to the most neutral of spaces.
- > Go for the mix and match approach. Not everything has to be matchy-matchy – mix up your accessories to create a more interesting look. Geraldine's kitchen is the perfect example of how different types of vases and dinnerware can complement each other, even when they're all different. Using display cabinets can add colour and interest in your kitchen.
- > Geraldine uses accessories such as cushions and rugs to inject some colour while bringing looks together. She uses cushions of the same shape and size in different colour and pattern variations, as well as rugs with complementary colours and patterns, to create a look that is cute and colourful but doesn't look over-the-top or gauche.
- > In the bedrooms, Geraldine mixes muted colours with bolder hues that keep the room looking airy and spacious. A colour block wall is all you need as a starting point, and you can add furniture and accessories in different colours to create a similar look.
- > Many people shy away from colour in the bathroom, but Geraldine's style provides the perfect inspiration for how pastel shades can make your bathroom look fun and interesting – a space that makes getting ready for the day all the more enjoyable.



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Trendsetting TERRARIUMS



HOME & DIY

Embrace the green interiors trend and bring a bit of nature indoors with our DIY guide to making your own terrarium.

Essentially a miniature glass plant display, a terrarium is simple to make and easy to look after, and each creation is 100 per cent unique.

YOU WILL NEED:

A glass container such as a jam jar or a large pasta container – with or without a lid | Small stones or pebbles | Gravel | Potting soil – a small handful | Activated charcoal – you can buy this online and at some garden centres | Decorative items such as moss or marbles | Your chosen plants | A selection of small tools, including a little trowel and a pencil or chopstick.

HOW TO PICK PLANTS:

Ideally, you should choose a slow-growing and small plant for your terrarium. You can consider a range of leafy plants, succulents and cacti depending on whether you are planning on having an open or closed ecosystem. Examples include:

Air plant | Nerve plant | Meadow spikemoss | Polka dot plant | Inch plant | Sweet woodruff | Earth Star bromeliad

HOW TO SET UP YOUR TERRARIUM:

1. Add 2-3cm of pebbles to a dry and clean glass container. You could vary your design by turning the container on its side.
2. Add a scattering of activated charcoal. This will keep the water fresh and prevent bacteria from growing.
3. Layer on the potting soil. You need enough to comfortably cover the plant's roots.
4. Select your biggest plant first and then make a hole in the soil. Gently place the plant in and fill around it with soil.
5. Add any smaller plants that you want to feature in your terrarium.
6. Place in some more stones, pebbles, sand or moss.
7. Add any finishing touches.

OUR TOP TERRARIUM DESIGN IDEAS:

- > Use a mini glass geometric terrarium container.
- > Create a hanging terrarium wall.
- > Make a miniature waterfall terrarium.
- > Design a lightbulb terrarium.
- > Add candles or fairy lights instead of plants to your container.





Living the island lifestyle



Having completed projects for them in their two previous homes, it was probably no surprise that that Mr & Mrs Emerson contacted Regal Kitchens when they bought a new property in Benfleet, Essex.

With the aid of their sister company, Regal Developments, Phil Edgell was able to help design an open-plan living area. Knocking down the small, cramped, unwelcoming kitchen and extending to create a generous sized (over 40 sqm) area.

When the architect plans were drawn up, they asked designer John Martin, with whom they had worked with on both their previous projects to assist with the kitchen plan. After consultation they concluded that as well as a main kitchen, they needed a working utility space (with no visible appliances) & ideally a separate drinks area for hosting friends & family, also a dining area with additional soft furnishings, tv etc.

John explains the design: "By opting for the Schuller furniture, we were able to integrate the extractor above the induction hob yet keep the bottom of the wall cabinets in a straight line, creating a modern unfussy look. We ordered the handle less trims in brushed metal to compliment the seamless strips joining the Neff oven & combi.

Putting the sink in the island meant that we were able to keep that big kitchen feel without demanding the cook jog a marathon to create every meal.

Although the build granted both a sky-pod and bi-fold doors we didn't want to lose the natural light from the existing kitchen, so the window was replaced with a narrower one to allow for

the tall and wall cabinets in the new utility area. By housing the freestanding wet appliances in a bespoke deep & wide larder and duplicating that in front of the vertical beam, we were able to hide the structural support, giving us generous storage as well as creating a symmetrical look to the area & clearly defining each zone.

A free-standing wine cooler, a twenty-four-bottle wine rack, a worktop ice maker and wall cabinets with built in LED lights creates a Barkeeps dream area without compromising on the homogenous feel of the room.

Mr and Mrs Emerson had previously enjoyed the unrivalled capabilities of Neff products in their other two Regal Kitchens, this time they opted for a pyrolytic single oven, microwave-oven combi, flexinduction hob with hidden extractor, under counter fridge and freezer as well as dishwasher to complete their beautiful new space.

The counter tops are 40mm Schuller laminate to co-ordinate with the top cabinets with a warm grey Alusplash wall covering. The statement piece is the beautiful island worksurface, made from 20mm Cambria Quartz, it contrasts wonderfully in thickness, colour, material and look with the other tops as well as lightening the impact of the sophisticated, dark base furniture. The huge piece not only covers the integrated dishwasher, bins, sink, compulsory kettle tap it still leaves room for additional storage, pop up electrics and seating for four. Really creating that elusive WOW factor.

Overall Regal & (our hat trick achieving) clients are both proud and delighted with this project.



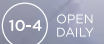
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LOCAL NEWS

from your neighbourhood



Photo credit: Chelmsford City Council

Plans revealed to improve the city centre

Chelmsford city councillors approved plans for a project to pedestrianise and redesign Tindal Square at a recent cabinet meeting.

The proposed project, jointly prepared by the city and county councils, will see the High Street extended all the way to the doors of Shire Hall, recreating the city's Georgian-era layout.

New trees will be planted, and seating and a platform for public events will be created in the historic square.

The newly paved area will be recognised as a car-free pedestrian priority place, allowing cyclists to safely pass between Market Road and New Street.

The councils hope that the scheme will help the city to continue recovering from the pandemic.

Mike Mackrory, cabinet member for sustainable development at Chelmsford City Council, said: "Although the Tindal Square plans began years ago, the green light could not have come at a better time."

"Our High Street is bustling again, but we want to make the city centre even more attractive and inclusive for visitors and easier to access by bicycle."

"Linking and making the most of two of our city's most iconic buildings – Shire Hall and the cathedral – will be a major breakthrough in doing that."



School pupils break record in essay competition

Year 5 pupils at a Chelmsford school have broken a record in The Queen's Commonwealth Essay Competition.

Eight Year 5 children at St Cedd's School were thrilled to receive awards in the prestigious competition.

The children won three silver and five bronze awards – the highest number St Cedd's School has ever had in a single year. There were a record-breaking number of entries in the competition this year, with 25,648 young people submitting essays – the most since the contest began in 1883.

The competition is the world's oldest international writing competition for schools. It provides the opportunity for young Commonwealth citizens to share their thoughts and ideas on key global issues

and have their hard work celebrated internationally.

The children at St Cedd's entered the junior category for writers aged under 14 and wrote essays with the title, *What I missed during the pandemic*.

Their observations and experiences were described as "poignant and descriptive", ranging from sadness at missing friends, family and celebrations to pragmatism about how they coped with online learning, travel restrictions and turning their bedrooms into places where they could exercise.

Caroline Picking, head of English at the school, said: "The Year 5 pupils thoroughly enjoyed participating in such a prestigious global competition. They are very proud to have achieved these awards, and everyone at St Cedd's School is delighted with their success."

Return of charity Christmas Gift and Food Fair

As the festive season approaches, shoppers are due to descend on Chelmsford City Racecourse for the return of the Helen Rollason Cancer Charity's Christmas Gift and Food Fair.

The fair, which will take place on Saturday, November 27 and Sunday, November 28, is tipped to be one of the biggest and best Christmas shopping events in Essex, showcasing more than 100 small local businesses.

On Sunday, children will also have the chance to meet Santa in his grotto.

Helen Rollason Cancer Charity community fundraiser, Karen Mitchell, said: "We always ensure a wide variety of different stalls, from home-made crafts, food stalls, Christmas gifts, toys, unique gifts, personalised items from local designers, boutiques and bespoke craftsmen."

Helen Rollason Cancer Charity is also hosting its first Christmas Market at Trinity Park, Ipswich, on Saturday, December 4.

Tickets for the events are priced at £6 for adults, £5 concessions, and under 16s go free. To buy tickets, call 01245 380719 or visit www.helenrollason.org.uk/find-an-event



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LOCAL NEWS

Chelmer Wanderers Football Club growing each game

It's been a challenging start to the season for Chelmer Wanderers, whose numerous injury woes continue to hold them back.

Despite admirable performances and unquestionable effort on the pitch, the newly assembled Chelmer Wanderers squad has suffered from a number of long-term injuries – from broken wrists to damaged knee ligaments.

Despite this, the team's morale and togetherness have been admirable, both on and off the pitch. Several new young players have also joined the ranks, bringing energy and pace with some early eye-catching performances.

Across their first eight league games, stand-out performers include Niah Elliston, who has been an absolute rock in both defence and midfield, and Mitchell Parker, who has scored a number of important goals for the club, rising as one of the top overall goal scorers in the league.

With a strong core to the team and the addition of new young talent, Chelmer Wanderers are looking to climb the table with a strong remainder of the campaign.

For fixtures, results and announcements on **VISION**ChelmsfordBeaulieu's man of the match, follow @chelmerwanderersfc on Instagram.

Police appeal after handbag stolen from hotel

Essex Police released an appeal last month following a burglary at the County Hotel in Chelmsford earlier this year.

Between 9pm on August 15 and 12.30am on August 16, a handbag and car keys were stolen from inside the hotel on Rainsford Road.

Officers want to speak to the man pictured in connection with this incident and have urged anyone who recognises him to contact them.

If you have any information, you can submit a report online at www.essex.police.uk or use the live chat button to speak to an online operator between 7am and 11pm. Please quote the crime reference number 42/169208/21.

You can also call on 101 or contact Crimestoppers anonymously on 0800 555 111.



VICKY FORD MP

Member of Parliament for Chelmsford



LOCAL NEWS

I am writing this from COP26 meetings in Glasgow, where I have been supporting the UK team in welcoming world leaders to this vital conference. You will have seen the media coverage about the importance of these talks, which will try to reach agreement on the action needed to avert catastrophic climate change and support those already experiencing its effects. The negotiating teams are working incredibly hard, and there have been helpful opening commitments to tackle deforestation and reduce methane.

By the time you read this, we will know how much has been achieved in Glasgow. It is important to remember that, with the COP Presidency, the UK will continue to press for further global action throughout the whole year until the next COP meeting.

I was delighted that Chelmsford was recently awarded £550,000 to improve safety, especially in the Bunny Walks area. The grant is from the government's

Safer Streets Fund, which focuses on improving safety for women and girls. The funding will pay for improved CCTV and lighting in key locations. It will also support increased youth work in the community, help create safe spaces for women and girls across the city, and provide funding for Chelmsford's SOS Bus and our Street Pastors, as well as targeted work to reduce harmful sexual behaviours. There will also be a £20,000 grant to fund a bespoke project focused on tackling violence against women and girls, which will be run by students at Anglia Ruskin University. A small portion of the grant will go towards additional security fencing in areas adjacent to the prison to deter criminals from launching parcels of drugs over the prison walls. I am hugely grateful to all the residents who spoke to me about this issue.

As ever, please do follow my Facebook page for local updates and email me if you need help or advice. My email is vicky.ford.mp@parliament.uk

Music therapist raising awareness of rare condition



Chelmsford music therapist with an incurable lung condition has opened up about her illness in order to educate others in support of PH Awareness Week, which took place at the start of November.

Tess Jewson, 30, was diagnosed with pulmonary hypertension (PH) when she was 17 years old.

PH is a rare, incurable and progressive heart and lung condition which changed Tess's life dramatically.

She explained: "I do always have my symptoms, but they are manageable sometimes to a point where I can get on with my day. On a bad day, I'm in bed for 24 hours.

"I am very lucky that I have medication to stabilise the symptoms, but there are days when they will flare up more than others.

"Not knowing how I'll feel each day makes it very difficult to plan activities."

PH symptoms include severe breathlessness, chronic fatigue, chronic pain, migraines and sickness.

Tess hopes that by opening up about her illness, people will educate themselves about invisible illnesses, in which a person's health condition is not immediately apparent.

She added: "Just because I am sick, I don't want the world to see me looking sick.

"It's such a shame that when you get out of a Blue Badge parking bay, you feel you have to show you are disabled."

Candlelit walk raises awareness of knife crime

The grandmother of a murdered teen organised a candlelit walk to unite residents against knife crime.

On Saturday, October 30, Julie Taylor joined locals in Chelmsford for the event in memory of victims of knife crime.

Julie, who operates the community café at St Peter's Hospital in Maldon, organised the walk in honour of her grandson, Liam Taylor, who was killed last year.

Liam, also known as 'Fish', was 19 years old when he was stabbed to death outside The Rose and Crown bar in Writtle.

Julie subsequently created The Liam Taylor Legacy to fundraise for defibrillators and bleed kits for the community.

She was joined on her walk by 100 campaigners, who paid tribute to victims of knife crime.

The walk started at St Mary's Church in Great Baddow and ended at Chelmsford Cathedral, where a service was held.

Julie said: "Liam's murder was dark, but through his life and the love we have for him, we turned darkness into light for good.

"It's so important to me to raise awareness of knife crime after losing my beautiful grandson.

"Put down your knives and save a life. Don't let knife crime continue. It wrecks everyone's lives."

For more information on Julie's upcoming fundraisers, visit www.facebook.com/TheLiamTaylor

Eco-friendly community moves a step closer

Chelmsford Garden Community will be the city's greenest area, following the confirmation of a deal to build 80 net zero carbon homes.

The community is part of Chelmsford's Local Plan and will create 10,000 new homes, as well as a country park and three schools.

On October 21, Chelmsford City Council, developers Countryside Zest, and the government's housing agency, Homes England, approved funding for the first stage of work for a significant phase of the Chelmsford Garden Community to meet the government's emerging Future Homes Standard.

A planning application for the demonstrator site is expected to be submitted in late 2021, with construction finishing in late 2023.

The community contains three key areas: Beaulieu, Channels and North East Chelmsford. Almost 1,500 new homes, a neighbourhood centre and linear park have already been completed.



Photo credit: Chelmsford City Council

Theatre to undergo renovation

The Civic Theatre in Chelmsford will undergo a transformation next year to commemorate its 60th anniversary.

Chelmsford City Council announced on October 21 that the theatre's foyers, box office, bar areas and restrooms will all be given a modern makeover.

More than £1million has been set aside for the improvements. The updates to the foyer will include better lighting, sound and extra space.

Construction work won't begin until next summer, when the theatre normally closes for several weeks, to allow time for refurbishment ideas to be finalised.

Chelmsford City Council's culture services manager, Marc De'ath, said: "These much-needed improvements will make our theatre a more exciting space to visit, helping us to develop and grow our audience and bring the building up to a standard that matches our creative ambition."

More information about upcoming events at Chelmsford City theatres, as well as preparations to celebrate the Civic Centre's anniversary, will be revealed in the coming months on the council's website at www.chelmsford.gov.uk



Photo credit: Chelmsford City Council

LOCAL NEWS



Hundreds take part in walk to honour loved ones

Hundreds of people stepped out in Chelmsford to pay tribute to loved ones affected by dementia and raise awareness of Alzheimer's Society.

The event, which took place at Hylands Park on October 10, saw hundreds take on a 2km or 7km walk to honour their loved ones.

Among them was Jane Burman (pictured right), of Rochford, Essex, walking for her husband, Russell, 70, who is living with Alzheimer's disease.

Jane said: "It's heart-breaking to watch the person you love change so much, knowing you can't do anything about it.

"By taking part in the Memory Walk, I can do my bit to raise awareness, especially for people diagnosed at

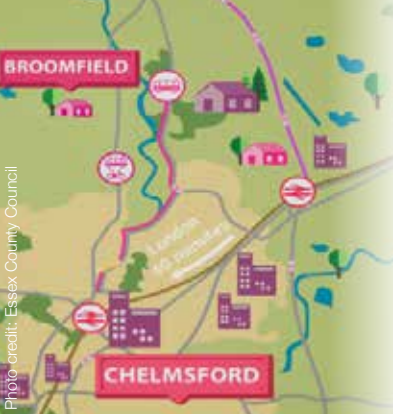
a younger age, like Russell, who was only 64." Another participant, Danielle Glover, walked with family members to remember her nan, Faith.

She said: "This was our first Memory Walk and a celebration of my nan, who died earlier this year because of dementia."

Claire Stockwell-Lance, Alzheimer's Society area manager, said: "We are in awe of our incredible fundraisers, who turned out in their hundreds to support people living with dementia.

"Every pound raised from the Chelmsford walk will help Alzheimer's Society provide information and support, improve care, fund research and create lasting change for people affected by dementia."

Application submitted as part of huge project



Essex County Council, working with Chelmsford City Council, has submitted a planning application for the Chelmsford North East Bypass.

The bypass scheme, submitted on October 14, is to support the £250million development of the new Beaulieu railway station, homes and businesses in Chelmsford.

The bypass will enable 7,000 commuters to get to work faster and enable connectivity between Chelmsford, Braintree and London Stansted Airport.

Together with the station, the bypass enables the construction of nearly 14,000 houses, all with access to employment, facilities and transportation.

This transformational road and rail upgrade is being delivered with nearly £218million in funding from the government's Housing Infrastructure Fund, plus £34million of funding from the South East Local Enterprise Partnership and developer Countryside Zest.

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PUZZLES & TRIVIA

PUZZLES

Answers: see end of The VISION Listings

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- ▶ BACON
- ▶ BANANA
- ▶ BLUEBERRY
- ▶ CARAMEL
- ▶ CHEESE
- ▶ CHOCOLATE
- ▶ CINNAMON
- ▶ CREAM
- ▶ HONEY
- ▶ LEMON
- ▶ MUSHROOM
- ▶ PEANUT BUTTER
- ▶ RASPBERRY
- ▶ SPINACH
- ▶ STRAWBERRY
- ▶ SUGAR
- ▶ SYRUP
- ▶ THYME
- ▶ TOMATO

R	B	L	U	E	B	E	R	R	Y	E	D	O	Q	A
X	Q	C	A	A	T	P	D	N	T	F	P	L	G	H
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M	V	E	U	D	P	H	L	E	K	U	E	F	R	A
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P	N	E	H	B	G	C	Z	R	H	M	Q	R	K	T
B	A	C	Z	E	A	C	S	N	O	M	E	L	H	S
E	C	Y	Y	B	A	U	Q	U	N	E	J	Y	K	N
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DID YOU KNOW?

- ▶ The acronym ISS stands for International Space Station
- ▶ Before applying to be an astronaut, a pilot must have completed 1,000 hours of flying time in a jet aircraft
- ▶ Neil Armstrong was the first human to walk on the surface of the moon
- ▶ According to NASA, the Space Shuttle travels around 17,600 miles per hour when orbiting the earth
- ▶ Most of the elements found in the human body originated in stars that have gone supernova
- ▶ The Space Shuttle makes one complete orbit around the earth approximately every 90 minutes
- ▶ Alan Shepard hit a golf ball on the moon during the Apollo 14 mission

WORD LADDER

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THE AIM: Change the word at the top of the ladder one letter at a time to make the word at the bottom.

HOW TO: Change one letter on each step to make a new word. By the time you reach the end, you should have created the new word.

DO NOT rearrange the order of the letters.

TIP: There is usually more than one way to solve this puzzle.

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I think we can all agree that the sooner we see the back of 2020 and this dreadful corona virus the better. That said, there are also some heart warming positives that we can take out of this situation. It has often been said that we can only really get to know one another and realise what is truly important in times of crisis. I think few would argue that in this case what has proven to be important is local community spirit.

When talking to the Manager of Cloudy2Clear windows Chris Miller it became clear that these values have been held dear for a number of years. Since starting the business some years ago Cloudy2Clear have remained true to their core values of

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ROMESH RANGANATHAN

CELEBRATES 10 YEARS ON THE COMEDY CIRCUIT

Romesh Ranganathan is evidence personified that it's never too late to change direction in life. The 43 year old is a regular on the live circuit, on chat and panel shows and, from the end of this year, will take on the role of host of *The Weakest Link*. He is vastly experienced, wholly respected and has within his armoury the poise and potential to become one of this generation's stars of modern entertainment.

And yet, little more than 10 years ago, the Crawley-born-and-raised comedian was still a maths teacher. While his stock on the stand-up circuit was rising all the time, Ranganathan was another year away from turning professional. Instead, he was teaching at The Beacon School in Banbury and Hazelwick School in his home town, where he was once a student.

Indeed, Romesh – real name Jonathan – owes a lot to the West Sussex town. Rarely has Crawley found itself so namechecked in popular culture, yet Ranganathan has a peculiar affinity with it.

"I've just never seen the point in leaving," he says. "It's where I grew up, it's where my family are, it has a League Two football team. What more can you really ask for?"

The dad-of-three also launched a career as a rapper, under the name Ranga, and made it all the way to the finals of a UK freestyle competition.

The double BAFTA-winning star of his own series *The Ranganation*, *The Misadventures of Romesh Ranganathan* and *The Reluctant Landlord*, to name but three, Romesh's appeal is in his irreverent, somewhat sneering take on the world. In a world of increasing wokery, he's unafraid to examine and celebrate racial and societal differences, always with an undercurrent of self-deprecation.

Yet this is nothing new, nor an act. At school, he was the same, happy to deliver put-downs (or "slap downs" as he would call them), yet just as willing to accept them back from classmates.

"We've got to be able to take the mickey out of ourselves first and foremost," he says. "I think when you meet people who do that, you realise that the conversation is only ever going to be good."

"I often tell people who are easily offended not to come to my gigs. I don't set out to insult people, but I will highlight our failings as human beings – all of us."

"We need to get away from this veil of perfection, or the insinuation that if anyone pokes fun at us they must be racist or sexist or mentally damaged."

"I want us all to get back to having a laugh at ourselves and each other – I'm like a schizophrenic, Asian Jerry Springer. We should all have a set of put-downs ready to fire off at any moment."

There appears little danger that Romesh's refreshing brand of comedy is going to fall by the wayside. As he prepares to celebrate a decade in his entertainment career, his first move into quiz show hosting is an interesting diversion, with *The Weakest Link* returning to our screens after a 10-year absence.

"Obviously I've done stuff like *8 out of 10 Cats* and a couple of one-off projects such as *Have I Got News for You*, but this is the big one," he says. "I'm watching old shows with Anne Robinson wondering how I can possibly emulate this institution of TV."

"She's certainly much better than me at put-downs."

ARE YOU
HAVING
A
LAUGH



HISTORY

30 years since the death of the icon

FREDDIE MERCURY

It's somewhat peculiar that Freddie Mercury's only solo UK number one hit was in 1993, two years after his death – a remix of his track, *Living on My Own*, originally recorded eight years previously.

And yet, in many ways, with its choral line, "I don't have no time for no monkey business", it provided the perfect posthumous legacy for a man who lived, created and inspired like every day was his last.

Naturally, solo work wasn't ever at the crux of what made Freddie Mercury great. As a founding member of rock bastion Queen, he was a singer, songwriter and producer with a four-octave range, a breathless flamboyance and a creative lilt that put him in the same bracket as David Bowie, Sir Elton

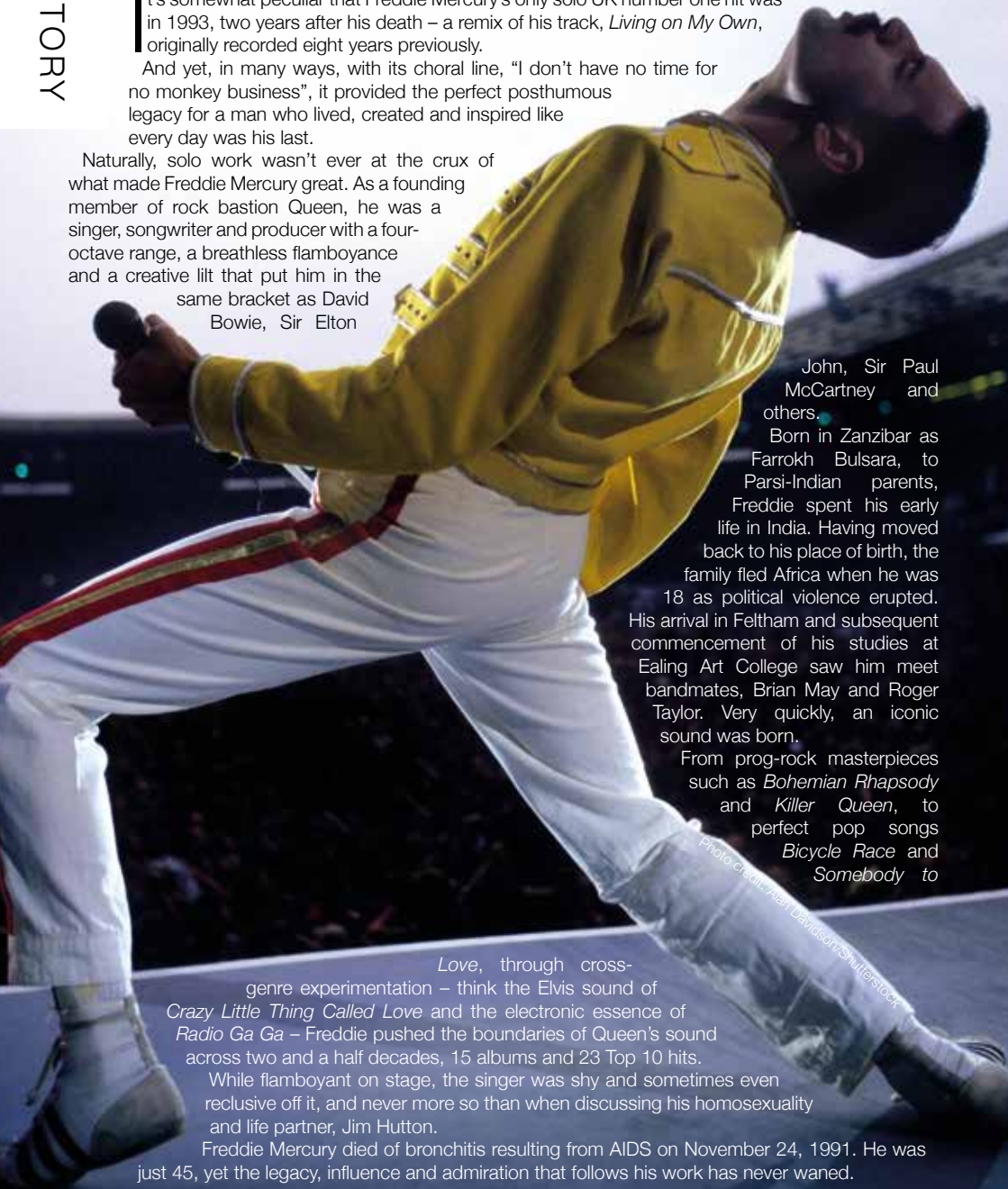
John, Sir Paul McCartney and others.

Born in Zanzibar as Farrokh Bulsara, to Parsi-Indian parents, Freddie spent his early life in India. Having moved back to his place of birth, the family fled Africa when he was 18 as political violence erupted. His arrival in Feltham and subsequent commencement of his studies at Ealing Art College saw him meet bandmates, Brian May and Roger Taylor. Very quickly, an iconic sound was born.

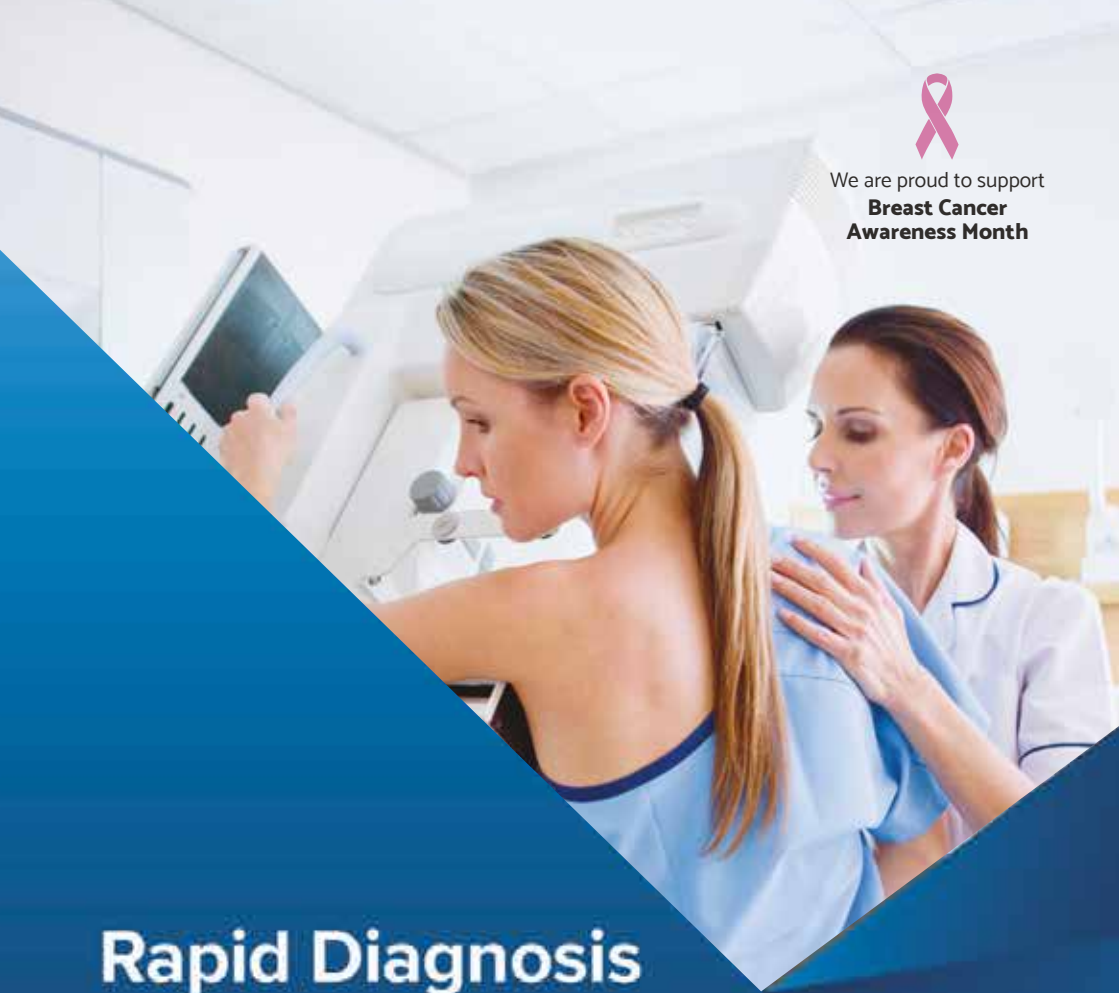
From prog-rock masterpieces such as *Bohemian Rhapsody* and *Killer Queen*, to perfect pop songs *Bicycle Race* and *Somebody to*

Love, through cross-genre experimentation – think the Elvis sound of *Crazy Little Thing Called Love* and the electronic essence of *Radio Ga Ga* – Freddie pushed the boundaries of Queen's sound across two and a half decades, 15 albums and 23 Top 10 hits.

While flamboyant on stage, the singer was shy and sometimes even reclusive off it, and never more so than when discussing his homosexuality and life partner, Jim Hutton. Freddie Mercury died of bronchitis resulting from AIDS on November 24, 1991. He was just 45, yet the legacy, influence and admiration that follows his work has never waned.



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1. TO BANISH HEADACHES: When applied to the base of the skull, Vicks VapoRub has proved highly effective at relieving headaches, especially sinus headaches.

2. TO SOOTHE SORE MUSCLES: Two key ingredients in Vicks, camphor and menthol, are topical analgesics, which means they can be used to relieve pain when rubbed on to the skin. Creating a powerful cooling sensation – although the pain relief will be temporary – it can help you to get on with your day.

3. TO HEAL YOUR FEET: Vicks VapoRub is a popular home remedy for several foot conditions, including athlete's foot and fungal nail infections. The combination of its antimicrobial ingredients and the inclusion of petroleum jelly helps fight bacteria and lock in moisture.

4. TO TREAT SKIN CONDITIONS: If you suffer with either acne or eczema, Vicks VapoRub can be used to calm the skin and clear up your complexion. This is owing to its ingredients like camphor and eucalyptus.

5. TO FADE BRUISES: For minor bruises, Vicks can be used to reduce inflammation and cool the skin. The menthol can also help to reduce any pain you are experiencing.

6. TO HEAL SCRAPES AND BURNS: When applied twice a day, the petroleum in Vicks VapoRub can help to create a thick barrier on your skin so that any cuts or burns can heal. Its anti-inflammatory properties can also promote healing.

7. TO EASE EARACHE: If you are suffering with a mild earache, rub a small amount of VapoRub onto a cotton ball and gently place in your ear. This can help to reduce any pain, but will not clear up an infection.



HEALTH & FITNESS

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When a loved one develops signs of dementia, it's an unsettling, emotional time for everyone in the family. Your dad may have lost his cheeky spark, or your mum may be getting mixed up and confused. Many people aren't sure of the best way to move forward – after all, sadly, dementia isn't a disease that can be cured. However, Hallmark Care Homes is here to help.

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Hallmark is actively involved in research projects to improve standards of dementia care. We know that everyday activities and tasks can seem daunting for someone living with dementia; we also know that this can often be alleviated by adapting the environment in which they live. When designing our homes, we considered the light, space, furniture and decor very carefully in order to provide safe, spacious, homely surroundings, all the while promoting as much independence as possible.

We take pride in our easily accessible outside space, where residents can enjoy a breath of fresh air, some gentle exercise or a spot of gardening. If gardening isn't their thing, a whole host of other activities can be tailored to them to provide purpose and a sense of achievement – such as arts and crafts, singing sessions, cooking classes and games. They may even like to visit our onsite hair and beauty salon, or tuck into a homemade cake in our cafe.

Our residents' happiness is key, as is yours. We want you to be absolutely confident that we are taking the best care of your loved one. To do this, we ensure that we understand their background, personality, wants and needs, so that we can build trusting, compassionate relationships with them. We can't wait to meet – and get to know – your precious family member.

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What men need to know about testicular cancer

Testicular cancer is relatively uncommon and little understood. Mr Anil Vohra, Consultant Urological Surgeon at Nuffield Health Brentwood Hospital, explains the facts.

Testicular cancer doesn't get a lot of press. That leaves many men uninformed and vulnerable to late diagnosis. Here's what you should know:

- Cancer of the testicle is one of the less common cancers and tends to mostly affect men between 15 and 49 years of age
- Testicular cancer is a relatively rare type of cancer, accounting for just one per cent of all cancers that occur in men
- Around 2,300 men are diagnosed with testicular cancer each year in the UK
- Testicular cancer is unusual compared with other cancers because it tends to affect younger men.

Who's most at risk?

If you have an immediate family member who's been diagnosed with testicular cancer, then your risk is 10 times higher than average. Men who have low fertility or have had one or both testicles fail to descend naturally into the scrotum also have a heightened risk. White men have a higher risk of developing testicular cancer than men from other ethnic groups. Don't panic - the overwhelming majority survive. Testicular cancer is one of the most treatable types of cancer, and the outlook is one of the best for cancers. In England and Wales, almost all men (99 per cent) survive for a year or more after being diagnosed with testicular cancer, and 98 per cent survive for five years or more after diagnosis.

You'll probably lose a testicle

If you have testicular cancer, the first step is usually to remove the affected testicle (orchidectomy). This is the most effective way to ensure the cancer doesn't spread, which could save your life. Removing one testicle won't impact your sex life - a prosthetic testicle can even be inserted into the scrotum to maintain its appearance.

It's very unlikely you'll lose both testicles

Bi-lateral orchidectomy, or removal of both testicles, is extremely rare and necessary in only one in every 100 procedures.

How to self-check

Gently roll each testicle between your index finger and thumb to help identify any irregularities. When you are checking your testicles, you may feel a rounded tube towards the back of each testicle that may be tender. This is normal and is called the epididymis, part of the male reproductive system. It's easiest to check your testicles after a shower or bath.

What to look out for

Typical symptoms are a painless swelling or lump in one of the testicles, or any change in shape or texture of the testicles.

Other symptoms

- ◆ A hard lump on the front or side of the testicle
- ◆ Swelling or enlargement of the testicle
- ◆ Sharp pain or a dull ache in the testicle or scrotum which may come and go
- ◆ An unusual difference between one testicle and the other
- ◆ A heavy or dragging feeling in the scrotum

Don't hesitate to see a specialist

If you are concerned, don't let embarrassment stand in the way of your health. Get it checked out as soon as possible.

Mr Anil Vohra is a Consultant Urological Surgeon at Nuffield Health Brentwood Hospital and specialises in all aspects of core urology and erectile dysfunction. He has a further clinical interest in laser prostate surgery, endo-urology, laparoscopy/minimally invasive surgery and female urology.



How to book a consultation at **Nuffield Health Brentwood Hospital**
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Mr Anil Vohra: www.nuffieldhealth.com/consultants/mr-anil-k-vohra

Visit: Brentwood Hospital, Shenfield Road, Brentwood, CM15 8EH




Understanding Natasha's Law

Following the tragic death of Natasha Ednan-Laperouse, who died after suffering an allergic reaction to an undeclared ingredient in a prepacked meal, and relentless campaigning by her family, Natasha's Law came into effect on October 1.

Almost one in five people in the UK suffers from an allergy. Natasha's Law was created to protect allergy sufferers and give them confidence in buying prepacked food.

What exactly is Natasha's Law?

Natasha's Law requires all food businesses to provide full ingredient lists and allergen labelling on foods that are prepacked for direct sale on their premises. According to the new regulations, Prepacked for Direct Sale (PPDS) foods must clearly display the following information:

- > The name of the food
- > A full ingredient list with allergenic ingredients emphasised. For example, in **bold**, *italic* or a different colour.

How did Natasha's Law come about?

Natasha's Law, also known as the UK Food Information Amendment, was introduced as a result of the actions of a lobbying group led by Tanya, Nadim and Alex Ednan-Laperouse, the family of Natasha, a teenager who died after suffering an allergic reaction to an undeclared ingredient in a prepacked meal.

What allergens need to be declared?

Food businesses are required by this law to tell customers if any food they provide contains any of the below listed allergens as an ingredient:

- > Celery
- > Eggs
- > Fish
- > Lupin
- > Milk
- > Mustard
- > Peanuts
- > Sesame
- > Soybeans
- > Cereals containing gluten, such as barley or oats
- > Crustaceans such as prawns, crabs and lobsters
- > Molluscs such as mussels or oysters
- > Sulphur dioxides and sulphites if they are at a concentration of more than 10 parts per million
- > Tree nuts such as almonds, hazelnuts, Brazil nuts, etc.

Where to find further guidance on Natasha's Law

If your business sells or supplies PPDS food, you can use the Food Standards Agency's online food labelling tool to help you to identify the type of food your business provides and the allergen labelling requirements. This information can be found at www.food.gov.uk



Natasha's family Tanya, Alex + Nadim



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Whether you want to give the gift of gin this Christmas or your motives are a little more self-focused, making your own flavoured gin is simple to do – and it can save you money.

How to make flavoured gin

Step 1: Choose your gin

If you want to create a high-quality flavoured gin, you need to pick one that is both clean-tasting and uncomplicated. Any gin that already has a flavour will not mix well, so try to stick with a classic London dry variety.

Step 2: Pick your flavours

As Christmas is fast approaching, you may want to choose a seasonal flavour such as cinnamon, nutmeg or cloves. However, you can pick pretty much any fruit, vegetable or herb that takes your fancy, such as strawberries, damsons, rhubarb, chilli, mint or elderflower.

Step 3: Bottle your gin

Pour your gin into a sterile sealable container, such as a Kilner jar, and then add your chosen infusing ingredient. You can sterilise your glass container either on a hot rinse cycle in the dishwasher or in the oven for 15 minutes at 160°C. Use around 300g of produce per litre of gin.

Step 4: Leave to infuse

Depending on the potency of the fruit or herb you choose to add, you can leave your infusing ingredient in for anywhere from one day to one month.

- > Strong flavours such as chilli, vanilla and citrus = less than one day
- > Hardy herbs and strong-flavoured fruit such as rhubarb and lavender = five to seven days
- > Berries and other potent fruits = three to four weeks
- > Milder ingredients like apple or pear = up to one month

Step 5: Strain and store your gin

Once you are happy with the intensity of your gin, strain it through a filter or muslin cloth. Pour into a well-sealed bottle and store for up to one year in a cool, dark place.

Create your own

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FOOD & DRINK



FOOD & DRINK

HOW TO SAVE MONEY ON YOUR

Christmas shop

While you may have had the best intentions to save all year for Christmas, unfortunately, real life often scuppers our plans. If you haven't yet managed to put aside some extra cash for your Christmas food shop, the below tips will help you to save big on all those tasty festive treats.



STOCK UP EARLY

Rather than leaving everything to the last minute, why not start stocking up on items such as chocolates, savoury snacks and Christmas liqueurs from now and spread the cost of your food shop over two months rather than one?

GET SOCIAL

If you have a few favourite food brands, now is the perfect time to start following them on social media so that you can pounce on any early Christmas offers as soon as they become available. Don't forget to also sign up to their email newsletters for possible discounts.

MAKE YOUR OWN

While some items are cheaper to buy in store – such as a Christmas pudding, which can be purchased for as little as 99p – there are some foods that are cheaper to make yourself. These include canapés, side dishes such as pigs in blankets, and even mince pies.

SHARE THE BURDEN

If you are hosting Christmas dinner this year and are concerned about the cost, there is no reason why you shouldn't ask family members to help out. Rather than demand cash, ask each person to bring a different dish or drink.

USE COMPARISON SITES

Simply type into Google 'cheapest supermarket for your Christmas food shop' and you will be met with a whole host of sources that can save you money. Compare turkey costs, Christmas pudding prices, and so much more. Plus, find out about home delivery and click-and-collect slots.



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TRAVEL

PARK LIFE

Made famous by Disney World, Orlando is much more than that – it's the theme park capital of the world, bringing in more than 75 million holidaymakers each year. Here's our five-day guide to the ultimate thrill-seeker vacation:

DAY 1 – UNIVERSAL ORLANDO – Most people migrate towards Universal Orlando, one of the biggest theme parks in the world. Here, it's all action, adventure and showbiz, with rides and attractions focused on your favourite TV shows and movies.

DAY 2 – ISLANDS OF ADVENTURE – Universal's Islands of Adventure Theme Park – with combined tickets available for around £275 per person – showcases Hogsmeade and Diagon Alley (connected by a ride on the Hogwarts Express), plus everything from *Jurassic Park* to the Hulk. The £265million project is an escape among beloved fantasy characters.

DAY 3 – LEGOLAND/DISCOVERY COVE – This one depends on whether you're a bit of a daredevil or more the chilled-out type. If you're the latter, a semi-rest day at Legoland with the familiarity of some block brilliance is probably the way to go. Thrill-seekers may prefer Discovery Cove, where diving, snorkeling and sub-aqua pursuits invite visitors to literally immerse themselves in the action.

Photo credit: Chansak Joe/Shutterstock.com, Spinel/Shutterstock.com, Rob Hainer/Shutterstock.com, trailfinders.com, uk.hotels.com

DAY 4 – MAGIC KINGDOM PARK – Yes, Orlando is more than Disney World, but that doesn't mean its aptly named Magic Kingdom should be ignored. The theme park, which has more than 40 attractions, is divided into six themed lands, each with a different focus, but all catering to visitors of any age. After arriving at the park by your choice of ferry or monorail, you'll stroll through the gates into Main Street, USA. From there, the majestic land is your oyster – just be sure to head back to Main Street for the iconic fireworks display.

DAY 5 – BUSCH GARDENS – Finally, wrap things up with a trip to Tampa, 90 minutes away. Busch Gardens is a safari wonderland that feels straight out of Africa, yet with that unique Florida twist. It's bigger, better and more pumped up than any animal park you've been to before, with plentiful rollercoasters and rides.

DURATION – Park-to-park passes are available from some agents and can save you money as well as helping you stay organised. Rest time is recommended, as long days in the parks can be tiring.

WHERE TO STAY – Downtown Orlando is a good place to base yourself, combining great hotels with nightlife and shopping. It's also safe, making it suitable for families.



Where Next?

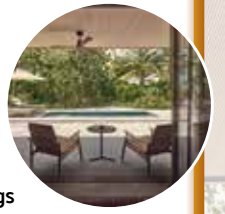


Dan Salmon, Owner

With the world at your fingertips, searching for your perfect getaway is a delectable dilemma. I'm here with a dose of inspiration, serving up a captivating collection of the most sought-after family holidays and experiences for travel during February half term and Easter 2022. And if you are planning something a little different, or something just for grown-ups, keep an eye out for next editions over the coming months as I bring you my expert recommendations for spring sojourns and summer 2022 holidays.

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BRUCE KING

on how to sell yourself and what you do



BUSINESS & PROPERTY



Sales mentor and personal growth coach, Bruce King, begins an exclusive monthly column designed to help you organise, improve and maximise everyday life.

It's often said that people do business with people they like and trust, and that's most certainly true.

Let's face it, if you look scruffy and unprofessional, have poor body language, won't make eye contact and look suspicious, it's unlikely anyone will want to talk about doing business with you.

But if you do exhibit any of those characteristics and you want to sell something to somebody, those are fairly easy to fix.

From there on, successful selling is nothing about you personally. In fact, most people have no interest in you whatsoever. The only thing they really care about is what the product or service you are selling can do for them.

Let's focus on what you sell and how to sell it. Here's a definition of selling I wrote many years ago: selling is the process of identifying problems

individuals and companies are suffering from – some of which they may not have known existed – and opportunities they could exploit, and showing them how your product or service can help them solve the problems and take advantage of the opportunities.

Therefore, we need to ask as many questions as possible to identify those problems and opportunities before presenting our products and services.

Even if they come to you with a problem and ask you to solve it, still question them further. It's likely you can discover other problems and be of even greater benefit to them.

This is called consultative selling. It's the best and easiest way to sell.

More information:

Bruce King is recognised internationally as a leading sales, marketing and personal growth strategist, addressing audiences and coaching sales teams and managers in 23 countries. For more information, visit bruceking.co.uk

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Negative equity: If you are thinking about buying a new build, you may be excited at the prospect of moving into a never-been-lived-in blank canvas that you can style into your perfect home. However, these types of properties are not without their pitfalls. Here are things to consider before committing to a new build.

SNAGGING: Snagging refers to teething problems in a new build, such as cracks appearing in the walls or loose guttering. Eighty-seven per cent of new build homeowners in the UK have reported snagging issues. Therefore, conduct a snagging survey to ensure everything is fixed ahead of moving in.

LEASEHOLD OR FREEHOLD: Many new build properties are sold as leasehold rather than freehold, although the government is planning to ban the sale of these types of houses (not flats). Leaseholders face maintenance fees, ground rent, annual service charges, a share of the building's insurance and restrictions on renovations.

NEGATIVE EQUITY: Make sure you do not pay over the odds for your new build. Although you may have seen the price of your preferred property plastered on hoardings around the development site, this is only the asking price, and you can and should negotiate before signing on the dotted line, because your extra costs will not be included.

DELAYS AND EXTRA COSTS: New build properties are often not completed on time, and if there is a hold-up during the construction of your future home, your mortgage offer could expire. You may also have to pay for essentials such as carpets, garden fences and even grass.

SIZE: New build homes are known for having smaller rooms than those in older properties, so you need to make sure that all your furniture and belongings will fit into your new space. Look out for (and avoid) 'micro homes', which have a total area of less than 37 square metres.

COVER ME UP



Following last month's article on "How to build a raised bed garden", in this edition we are going to show you how to turn your raised bed into a cold frame. Ideal for hardening off seedlings, growing cool-weather crops and protecting tender perennials, a cold frame can extend your gardening season well into the winter months.

WHAT IS A COLD FRAME?

Essentially, a cold frame is a removable glass or plastic-covered frame that fits over the ground or over a raised bed garden. It is predominantly used to protect plants from the elements by keeping them warm using natural heat sources.

HOW TO ADD A COLD FRAME TO A RAISED BED

- > **Step 1:** Find a salvaged window frame that is roughly the same size as your raised bed. If it is slightly bigger, this is fine, but it cannot be smaller. Wooden frames work best as these provide ample space to affix the hinges.
- > **Step 2:** Drill holes into the window frame and the edge of the raised bed to match the holes on the hinge. Affix either one large hinge or two smaller hinges to the edge.

- > **Step 3:** Affix a handle to the opposite edge so that you can easily open and close the frame. You can find handles for this in your local kitchen design department.

TOP TIPS:

- > Choose a salvaged window that has small panes rather than one large pane if possible, as these are less likely to break.
- > Regularly check your cold frame over winter. If it snows, remove any build-up of snow straight away.
- > Keep a brick or stick nearby for hot days so that you can prop the lid open and prevent your plants from becoming overheated.
- > Remember to water your plants as they will not receive any rainwater.

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HORTICULTURAL HEROES:

Monty Don

Even after almost four decades studying the flora and fauna of our gardens, green-fingered expert Monty Don's passion shows little sign of waning.

A love affair with the outdoors that has lasted a lifetime might be taking its toll physically on the 66-year-old broadcaster and writer Monty Don OBE, who suffered a bout of peritonitis in 2007 and a stroke that could have killed him a year later. But the everyday rigours of flowering and weeding, pruning and digging have left his body

"happily weathered", as he puts it.

"It comes with the territory when you get to my age," he says matter-of-factly. "I'm not going to start complaining – by the very nature of gardening, you are outdoors, filling the lungs up with oxygen and experiencing what it is to be around plants and trees and flowers. If that isn't good for the soul, I don't know what is."

Monty's garden at Longmeadow in Herefordshire has undoubtedly provided an antidote to seasonal depression, which the presenter has battled with for a long time.

"It's tremendous for clearing away the debris in my mind," he explains. "There is nothing better."

Monty has published 26 books during his career and still pens a number of popular newspaper columns. He became the welcoming, enthusiastic, all-knowing expert on BBC's *Gardeners' World* between 2003 and 2008, returning again in 2011, and is now completing a full decade of stewardship. He also took on lead presenting duties for the flagship Chelsea Flower Show in 2014.

Well dressed in his 'painterly' style and with a sparkling demeanour, Monty's delivery to camera is composed and natural, charismatic yet down to earth, knowledgeable yet easy-going – through to the fact that he refuses to call himself a professional gardener.

"I'm an amateur gardener, that's the truth," he says. "I taught myself how to garden. That's why I say to people, 'Don't worry about the process – do it your way, try it out; just make sure you enjoy yourself'."



GARDENING



Photo credit: BBC/Germ Deering



Peculiar PET LAWS



We are a nation of pet lovers, so we think you need to know about the following pet laws in the UK. Some are common sense, some are a bit weird, and others are just plain hilarious.

1. NOT HAVING POO BAGS

In Daventry, Northamptonshire, you can be issued a £100 fine for not having a spare poo bag, regardless of whether your dog has fouled or not.

2. BURYING YOUR PET IN THE WRONG PLACE

It is illegal to bury your pet anywhere other than the grounds of the home that they lived in. You need to own your home, not just rent it. If you plan to sell, it is not a legal requirement to tell buyers about the burial, but you may want to mention it as a courtesy.

3. NOT SECURING YOUR PET WHEN DRIVING

You can be fined up to £5,000 and have your insurance invalidated if you fail to buckle up your pet when driving. This law applies to all pets, as not only can they act as a distraction, but their wellbeing is also at risk without suitable restraint.

4. RIDING A HORSE OR CATTLE WHILE UNDER THE INFLUENCE

Everyone knows it's illegal to drink and drive, but did you know that this law extends to horses? Yes, under the Licensing Act 1872, it is illegal to be drunk and in charge on any highway or other public place of any carriage, horse or cattle.

5. MATING WITH A ROYAL DOG

Although we admit this scenario is unlikely, if you do stumble upon one of Her Majesty's corgis while walking your dog, it is illegal for your pet to mate with it without seeking permission first.

OTHER UNUSUAL PET LAWS IN THE UK:

- > You are not allowed a pigsty in front of your house unless it is appropriately hidden
- > It is illegal to run cows through the street during the daytime, although after 7pm is fine
- > In the Lancashire coast area, it is illegal to encourage your dog to bark.



WIKI-WONDER

Celebrating 20 years of Wikipedia



In theory, it just shouldn't work. A global online encyclopaedia created by people who voluntarily update and moderate on every subject imaginable, and in many cases in real time. It is a network for information that's almost unmanageable in its size, and roundly open to the publishing of errors, be they accidental or on the part of pranksters.

And yet, somehow, Wikipedia works. The site has 18 billion web views per month, sees almost 400,000 new topics and articles added each year, and is a resource so drenched in information on, seemingly, every topic imaginable, that many of us automatically make it a first choice for research.

The site's ubiquitous popularity across different generations, different demographics and the most extreme geographical expanses the world over has even given rise to the 'wiki' prefix becoming embedded in everyday language. The exact definition of 'wiki' is a database for creating, browsing and searching through information, but its usage goes well beyond that.

Wikipedia launched on January 15, 2001, and over the past two decades has worked to deflect countless rumours that the site is dying. After all, it is a non-profit-making entity that relies on the word of its users for factual accuracy and, in a lot of cases, it does get things wrong. Yet it has never been more popular, and in an online world where nothing can truly be regulated, its worth is impossible to calculate.

Perhaps it seems perverse that the site's founder, Jimmy Wales, is rumoured to have a net worth that doesn't even make him a millionaire; or perhaps, across 20 years and almost half a trillion web impressions, he has fulfilled perfectly the idea of a website updated for the people, by the people.



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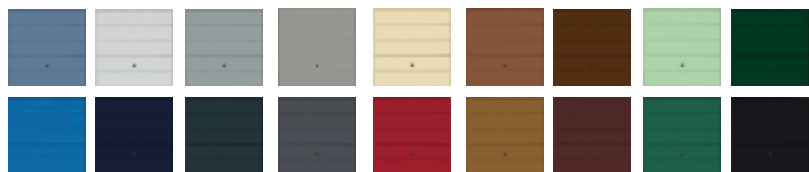
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Electric *dream*

LEGISLATION ANNOUNCED TO HAVE CHARGING POINTS IN ALL NEW BUILDS

The UK government recently cemented legislation that will make our rapid adoption of electric and hybrid cars all the more attractive, with new builds now bound by law to provide electric charging points for vehicles.

While the charging of a car by use of a lead from a ground-floor home or office is straightforward, the government realises access is more complicated for those living in flats or working in office blocks with no private charging point access. As a result, it is moving forward with the Department of Transport's guidance that states any new work or residential construction projects must have built-in charging points. These directives could come into force as early as 2022.

As it stands, there are almost 26,000 electric charging points in the UK. Yet the number of electric and hybrid cars on our roads is doubling every six

months and an estimated 10 times the number of current charging points will be required by 2030, the target date for when petrol and diesel cars will stop being sold in the UK.

In the UK, the cost of charging an electric car from flat battery to full is around £7 (depending on your supplier). For an average vehicle, this would produce a range of around 180 miles. The equivalent petrol or diesel cost would be around two and a half times that amount.

Despite the challenges ahead, the UK is still one of the countries leading the way in the adoption of electric cars. As well as a rapid increase in charger provision, it is investigating moves to make night-time charging a preferred option for cars – this will ensure users don't overload the grid, and also means they can take advantage of cheaper electricity prices.



MOTORING

BRITAIN'S GREATEST SPORTING MOMENTS...

DENNIS TAYLOR

We celebrate 50 years of the Crucible Theatre in Sheffield by remembering one of world snooker's greatest ever matches. To many, he was the quirky, pint-sized Irishman with glasses you'd more readily expect to see on Dame Edna Everage or Sir Elton John, yet Dennis Taylor's doubters were to be silenced on the night of April 28, 1985, when he completed one of the most dramatic fightbacks in sport to defeat Steve Davis and win the Embassy World Snooker Championship.

With a final stretched out over two days and four sessions, Englishman Davis strode into a commanding lead in the "best of 35 frames" match. The defending champion, who was looking for his fourth world title in five years, found himself 8-0 up and coasting.

Taylor fought back in the second session to trail 9-7 overnight.

The following day's play saw a cat and mouse battle, with Taylor level at 11-11 and 15-15, but never ahead. When Davis won the next two frames, he required only one more to win the match, but Taylor again responded to level matters, and in the final frame was left needing to pot the black to win. After Davis's thin cut missed, Taylor seized the advantage to clinch the title.

A colossal audience of 18.5 million viewers watched the drama unfold on BBC Two, with the match finally finishing at 12.23am.

Taylor's achievement was made all the more remarkable after his mother's death the previous year had left him unable to muster up the enthusiasm to play.

The Crucible Theatre has hosted championship snooker since 1977 and celebrates its half-century in 2021. Its unique acoustics give even the most hushed matches a tension that other venues cannot replicate, although few kept quiet as Taylor grabbed the most sensational finish in snooker history.

SPORT

Are you Ethanol Savvy

Until recently standard unleaded petrol only contained up to 5% ethanol, however now it will contain up to 10% ethanol. Super unleaded did not contain any ethanol, but now it will contain up to 5% ethanol.

The new petrol will be labelled E10 and E5 respectively.

The ethanol is added to the petrol to reduce harmful exhaust emissions, whilst this is true it also makes the petrol less energy dense, so you will get less miles per litre. This means you will burn more fuel to go a given distance thus the reduction in harmful emissions is less than it might appear. Another disadvantage of ethanol in fuel is that it is hygroscopic, meaning that it absorbs water into the fuel. It also shortens the life of the fuel, so fuel with a high ethanol content will go 'stale' far quicker than the old fuel.

So can my car run on E10 you ask? We advise that you check the label inside your petrol flap, or check with the vehicle manufacture or the government's website.

If you are unsure, or are a classic car owner we recommend you use Super unleaded petrol only.

If you're a classic car owner the situation is more serious, ethanol causes corrosion of many



metals used in carburetors and can also cause fuel hoses to perish which could lead to a fire occurring.

We recommend that the fuel hoses on classic cars are replaced with ethanol resistant ones and that a fuel additive is used to help mitigate the corrosion risk, a fuel stabiliser is also recommended such as the all in one product Millers VSPE

By Mike and Stefan
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