

# chambernews

the independent voice of local business



Dick Oram, Stewart Dunn and Phil Wilding



The audience gathering

## Talking points galore at first annual conference

Leadership qualities, luxury shoes and land mines were just three of the many topics that informed our first annual conference held on 2 November in the Victorian splendour of Winchester Guildhall.

More than 200 delegates enjoyed a lively autumn morning of presentations, panel discussions, exhibitions and networking. The key theme of the Talking Business event was how inspiration and motivation can overcome challenges. Each of the three guest speakers gave their personal slant.

Neil Clifford, the Portsmouth-born CEO of luxury shoe brand Kurt Geiger, explained the importance of loving your work, having action plans and always recognising there is something to learn. His message to the conference was to think big, continually review business plans and not to underestimate the strength of being a British company in overseas markets.

Also upbeat was Chris Moon MBE, an ex-army officer who survived kidnapping by the

Khmer Rouge in Cambodia and the loss of a leg and part of an arm clearing land mines in Mozambique. Since his injuries he has finished several marathons, climbed to the summit of Kilimanjaro and run the length of Cambodia to raise funds for charity. Now an 'achievement consultant', Mr Moon said his philosophy for survival applied directly to the business world. He believes success is down to taking responsibility for ourselves and always recognising there is more we can do, if we choose to think that way.

Nicola Youern, CEO of Fareham-based vulnerable people's charity YOU, said her organisation's values were based on being person-centred, achieving excellence and having 'outrageous ambition'. She outlined some of the complex challenges the voluntary sector faces in responding to funding cuts while trying to cope with rising demand, saying staff motivation, constant communications and a strong business approach were vital to success. Dr Adam Marshall, the BCC's Director of Policy, chaired the expert panel discussion involving questions from the audience.

Subjects under discussion included the challenges and opportunities of competition, the impact of the eurozone crisis on Hampshire's economy, the popularity of social media, and how to diversify a product range while keeping tight control of costs.

Panel members were Zac Toumazi, Commercial Director of The Rosebowl, Malcolm Thixton, partner at chartered accountants BDO, Marc Long, partner at law firm Clarke Willmott, Gill Gould, Managing Director of Southampton marketing agency Carswell Gould and Paul Morgan, Managing Director of Winchester-based Warrens Office Supplies.

Asked what made them feel confident about trading in Hampshire, the panel cited the close-knit business community, the diversity of companies, the skills base and a collective ability to 'roll up our sleeves' and go for growth.

The conference marked a full year since the county's three main local chambers merged to

form Hampshire Chamber of Commerce, now one of the country's biggest regional business networks.

The conference ended with the official launch of a new support organisation that will co-ordinate a range of help for large employers down to small business start-ups. The Hampshire Business Alliance, which will also be based at Wates House, will bring together separate sources of advice, representation, research, events and training in a one-stop hub. The collective approach reflects increasing government emphasis for regions to set their own business support agendas following the demise of Business Link. As well as Hampshire Chamber, the new body includes the Hampshire Enterprise Partnership and the Southern Enterprise Alliance. For more information, visit [www.hampshirebusinessalliance.com](http://www.hampshirebusinessalliance.com).

We are grateful to BDO and Clarke Willmott for sponsoring our first conference, and to our media partner, Newsquest Hampshire, whose Managing Director Stewart Dunn chaired the event.



[www.hampshirechamber.co.uk](http://www.hampshirechamber.co.uk)  
The Independent Voice of Local Business

Hampshire Chamber of Commerce represents businesses in all sectors of the economy and of all sizes based in the Hampshire area. The Chamber of Commerce aims to provide leadership and support to the Hampshire business community in all of its goals and ambitions

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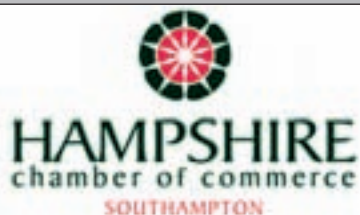
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The information given in Chamber News is for general guidance only and is in no way a substitute for seeking professional advice on your specific circumstances.



# Enjoy Skating On Real Ice in a Festive Winter Wonderland

If you need a break from Christmas shopping, maybe somewhere to drop off the kids for a while or something a little different to do in the evening, why not visit the ice rink on the north side of Bargate this Christmas. The ice rink is being sponsored by West Quay Retail Park to bring this exciting addition to the Christmas market event in Southampton. Western Skating Ltd are providing the rink.

The ice rink will open everyday (except Christmas Day and New Years Day) until 8th January 2012, so there are plenty of opportunities to get your skates on!

Conveniently located on the north side of Bargate, the ice rink is sure to be buzzing with skaters in no time. Skating boots are supplied free of charge with ice marshals on hand to provide assistance.

It's easy to book; just visit

[www.southamptonskating.co.uk](http://www.southamptonskating.co.uk) where you will find a simple, easy to use booking system.

Standard prices for a 45 minute skate are;  
£9.00 per adult  
£7.50 per child  
£30 per family tickets (2 adults + 2 children or 1 adult + 3 children)  
A discount is offered for repeat bookings

There is even the opportunity of having the whole ice rink for corporate or private use for up to 2 hours for a fixed fee

So, whether you're a budding figure skater, teacher, local business or simply a skating enthusiast you will be welcome onto the ice.

For school and group bookings, please contact Amanda (Tel: 01258 839193) or Pru (Tel: 01258 839194) to discuss and book your requirements.



## Diary date



### TURKEY & TINSEL CHRISTMAS NETWORKING PARTY LUNCH

**St Mary's Stadium,  
Thursday 8th December  
12 Noon to 3:45pm**

If you enjoy entertaining your Clients while having fun, you won't want to miss our annual Chamber Christmas Networking

Following a traditional Christmas lunch of turkey and all the trimmings, followed by mince pies and coffee, you and the fellow

guests on your table will be well and truly entertained with the delights we have in store for you.

The price for members and their guests is £46.50 including VAT, book early to avoid disappointment.

T: 023 8022 3541.  
[events.southampton@hampshirechamber.co.uk](mailto:events.southampton@hampshirechamber.co.uk)



## A festive message

As Chairman of Southampton Business Board and President of the Chamber's Southampton Office, I would like take this opportunity on behalf of the Chief Executive, Directors and Staff to thank all Chamber Members for their support over the past year and

to wish you a very Happy Christmas and best wishes for the New Year.

Peter Robertson  
President – Southampton Office,  
Hampshire Chamber of Commerce

# Welcome to new members...

## **Arlington Accountants Limited**

Richard Pike, Unit C Anchor House, School Lane, Chandlers Ford, Hampshire, SO53 4DY  
Tel: 023 8026 2910

[www.arlingtonaccountants.co.uk](http://www.arlingtonaccountants.co.uk)

Arlington Accountants are your area's premier creative, proactive but most importantly effective business advisors. With vast experience dealing with owner managed businesses and the self-employed ensuring that they have the best accountancy and tax saving advice along with added benefits of financial planning, mortgage advice and other business services. With unbeatable all inclusive packages, a free consultation is a must for any business.

## **Elliott Brothers Limited**

Lauren Haines, Millbank Wharf, Northam, Southampton, Hampshire, SO14 5AG

Tel: 023 8022 6852 Fax: 023 8063 8780

[www.elliotts.uk.com](http://www.elliotts.uk.com)

Elliotts are Hampshire's leading Independent Builders Merchant, established in 1842 and still family owned today. With 11 branches strategically located across the county, incorporating kitchen and bathroom studios at 6 sites and specialist centres for Insulation & Drylining, Roofing, Sustainable Building Products and Tools.

## **Farm Digital Limited**

Vimal Patel, 8 Barberry Way, Hawley, Camberley, Hampshire, GU17 9DX

Tel: 01276 805945 Fax: 01276 805946

[www.wearefarm.com](http://www.wearefarm.com)

A boutique Camberley based Digital Agency specialising in digital design and bespoke development including mobile. Farm Digital offers a full service from Digital Strategy, Planning, Social Media, Ecommerce and Campaigns to online Marketing and Consulting.

## **Formation Business Excellence Limited**

Pauline Wintle, 41 Haslar Crescent, Waterlooville, Hampshire, PO7 6DB

Tel: 07748 677994

[www.formationbe.com](http://www.formationbe.com)

The Team at Formation have many years of Business, People Development, First Aid and Health and Safety experience. Our First Aid courses are a combination of practical sessions and theoretical knowledge, designed to develop ability and most importantly practical confidence.

## **GEO Specialty Chemicals UK Limited**

Lina Parkin, Charleston Road, Hardley, Hythe, Hampshire, SO45 3ZG

Tel: 023 8024 5245 Fax: 023 8089 2501

GEO Specialty Chemicals UK Limited manufacture a wide range of chemical products which are used in a variety of industrial applications around the world.

## **Hampshire Fare CIC**

Claire Glorney, Hampshire County Council Offices, The Castle, Winchester, Hampshire, SO23 8UJ

Tel: 01962 845999 Fax: 01962 878131

[www.hampshirefare.co.uk](http://www.hampshirefare.co.uk)

Hampshire Fare was established in 1991 by a small group of food producers who wanted to

actively promote the benefits of buying local produce. Member businesses range from pig farmers and wine makers to farm shops and four star hotels. Any business that produces, sells or serves local produce from Hampshire is welcome to join and benefit from the many services we offer. Hampshire Fare is acknowledged as one of the leaders in its field and is "Proud to Champion Local"

## **ID Data Cards Limited**

Carole Youell, The New Mint House, Bedford Road, Petersfield, Hampshire, GU32 3AL

Tel: 01730 235700 Fax: 01730 235798

[www.iddata.com](http://www.iddata.com)

ID Data Cards Ltd, a member of the TALL Group of Companies, is a leading provider of plastic card and key fob solutions providing more than 1.5 million items each week for the banking, retail, leisure and government sectors.

## **K3 Panacea Limited**

Zoe Bramble, Bartley House, Station Road, Hook, Hampshire, RG27 9JF

Tel: 0844 225 2465 Fax: 01256 744030

[www.panacea.co.uk](http://www.panacea.co.uk)

K3 Panacea is one of the leading providers of IT solutions for small and medium sized businesses. Based in Hook, Hampshire, K3 Panacea are an accredited Sage Business Partner who have served the local business community for over 20 years.

## **Mazars LLP Chartered Accountants**

David Davidson, Regency House, 3 Grosvenor Square, Southampton, Hampshire, SO15 2BE

Tel: 023 8023 2428 Fax: 023 8023 2579

[www.mazars.co.uk](http://www.mazars.co.uk)

We specialise in audit, tax and advisory services across a range of markets and sectors. Our clients include owner managed ventures, international corporate organisations, top listed groups, the public sector and numerous private individuals.

## **Pabulum**

Nelson Williams, 3rd Floor, Flagship House, Reading Road North, Fleet, Hampshire, GU51 4WD

Tel: 01252 819991 Fax: 01252 819992

[www.pabulum-catering.co.uk](http://www.pabulum-catering.co.uk)

Established in 1992, Pabulum is one of the largest independent contract catering companies in the South of England. Fresh, wholesome, delicious food, honestly priced, ethically produced and served with a smile - that's what sits at the heart of Pabulum.

## **Southsea Greenhouse Co-operative Limited**

Susan Stokes, F3 Northumberland Road, Southsea, Portsmouth, Hampshire, PO5 1DS

Tel: 023 9281 9141

[www.southseagreenhouse.co.uk](http://www.southseagreenhouse.co.uk)

Southsea Greenhouse is a community Co-operative & Social Enterprise working with horticultural charities and local growers to extend the availability of fresh food and to improve Southsea seafont. We sell fresh produce that's grown or created locally at citywide venues and from our red & white striped beach hut beside South Parade Pier.

## **Spark Fabrications & Framing Limited**

Richard Searle, 361 Millbrook Road West, Southampton, Hampshire, SO15 0HW

Tel: 023 8078 8375

[www.sparkfabricationsandframing.co.uk](http://www.sparkfabricationsandframing.co.uk)

Spark Fabrications and Framing is a social enterprise set up to give homeless or vulnerable people skills and training towards employment. Our products range from gates, railings and benches to anything bespoke.

## **tomaszdyl PR**

Tomasz Dyl, 53e Gordon Avenue, Southampton, Hampshire, SO14 6WH

Tel: 023 8058 6749 Fax: 023 8005 1260

[www.tomaszdylpr.com](http://www.tomaszdylpr.com)

Tomaszdyl PR is a promotional and marketing agency offering a wide range of services including field marketing, promotional staff, merchandising, printing and design. We will help your brand shine.

## **Town & Country Couriers UK Limited**

Mr R D Rowe, Unit 3C, Woodlands Farm, Blacknest Road, Alton, Hampshire, GU34 4QB

Tel: 01420 521063

[www.townandcountrycouriers.co.uk](http://www.townandcountrycouriers.co.uk)

We are a local courier company offering same day/national/international collections and deliveries with dedicated vehicles. We can take a variety of loads and we offer a 'World wide' service by air from cartons to pallets.

We also have storage facilities at very competitive prices.

## **Verity Medical Limited**

Amanda Jones, Unit 7, Upper Slackstead Farm, Farley Lane, Braishfield, Romsey, Hampshire, SO51 0QL

Tel: 01794 367110 Fax: 01794 367890

[www.veritymedical.co.uk](http://www.veritymedical.co.uk)

Verity Medical is one of the leading manufacturers of Tens, EMG and Neuromuscular Stimulation equipment worldwide for the treatment of muscular pain and Urology problems, including sports injuries, strokes and pregnancy. We also deliver to a number of NHS hospitals and clinics.

## **WPL Limited**

Elke Schmitz, Units 1 & 2 Aston Road, Waterlooville, Hampshire, PO7 7UX

Tel: 023 9224 2600 Fax: 023 9224 2624

[www.wpl.co.uk](http://www.wpl.co.uk)

WPL designs, manufactures and supplies innovative sewage and wastewater treatment, rainwater harvesting and grease management systems for domestic, commercial and industrial markets (UK and International), as well as being one of the main suppliers to the UK's water utility companies.



## Classifications

**October 2011 Classification**  
Accountants, Business Advisers  
Mazars LLP Chartered Accountants

**Accountancy Services, Accountants**  
Arlington Accountants Limited

**Builders Merchants, Roofing Cladding Contractors**  
Elliott Brothers Limited

**Business Management, First Aid Training and Supplies**  
Formation Business Excellence Limited

**Chemical Manufacturers & Suppliers**  
GEO Specialty Chemicals UK Limited

**Community Interest Company Promotional Hampshire Produce**  
Hampshire Fare CIC

**Contract Catering**  
Pabulum

**Couriers Services**  
Town & Country Couriers UK Limited

**Design Consultants**  
Farm Digital Limited

**IT Solutions Provider**  
K3 Panacea Limited

**Local Food and Arts & Crafts Co-operative**  
Southsea Greenhouse Co-operative Limited

**Marketing and Promotional Agency**  
tomaszdyl PR

**Medical & Biotechnology, Medical Goods & Services**  
Verity Medical Limited

**Plastic Card Manufacturer**  
ID Data Cards Limited

**Steel Fabrications, Picture Frames**  
Spark Fabrications & Framing Limited

**Waste Water Treatment**  
WPL Limited

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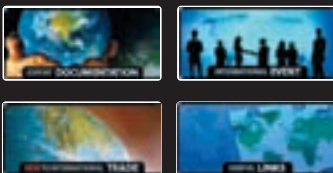


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For companies who are already in the export/import market and for those who are looking to move into it, the International Trade Centre working with UKTI South East is an essential tool to help you trade both easily and efficiently overseas



International Trade  
Dates for your diary

**December 2011**  
December 2011  
Letters of Credit 6th  
9.30am - 4.30pm  
**January 2012**  
Export Starter 25th & 26th  
9.30am - 4.30pm

For further details, please contact:  
Margaret Toms on 023 8020 6166, E:  
train.southampton@hampshirechamber.co.uk or visit  
<http://training.soton-chamber.co.uk/training-courses.htm#international-trade>



# Spotlight On Trade Finance: What Will The Re-Vamped Export Credits Guarantee Department Do For Smaller Firms?

It's a mouthful, but the Export Credits Guarantee Department, ECGD for short, is set to play an increasingly important role in the UK's bid to achieve an export-led recovery. But with low awareness of ECGD among businesses, how will the UK's export credit agency help members to win business overseas and manage the risks around exporting?

The BCC's policy lead for international trade, Mike Spicer, talks to John Snowdon from ECGD's business group about the agency – what it does and how it will support UK businesses to export.

**MS:** John, how would you describe what the ECGD does?

**JS:** ECGD is a separate government department reporting to the Minister of State for Trade and Investment, Lord Green (former chairman of HSBC). ECGD provides credit insurance and financial support services to UK exporters, investors in overseas markets, and buyers of UK goods and services abroad. We help firms to manage the financial risks around international trade and investment and provide trade finance products that complement the private market. ECGD charges its customers risk-related premiums for the risks it assumes, so it operates at no net cost to the taxpayer.

**MS:** According to a BCC survey, less than one in three exporting businesses have heard of ECGD. Why do you think awareness is so low and what are you doing to address it?

**JS:** We have been around a long time – since 1919 – but our remit has changed radically over the years. A fundamental change occurred in 1991, when the Government decided to privatise the larger part of ECGD's business dealing with consumer goods and other exports sold on short



terms of payment. ECGD's focus changed from a high volume of UK exports of all types to a small number of very large exporters of capital and semi-capital goods and services in a limited range of sectors like civil aerospace. Our coverage fell virtually overnight from about 25% of total exports to around 2% and we lost contact with small businesses across the economy. Today we are working hard with Chambers and other business groups to raise awareness of what we do and how, with the new products we are offering, we can support firms looking to export across a much larger range of sectors, including intermediate goods and finished manufactures (as well as capital and semi-capital goods and services).

**MS:** Why the change of focus?

**JS:** The financial crisis and recession saw the private provision of trade finance products contract, causing real problems for the SME exporters that needed them. This year, ECGD was tasked by the Government to help address this lack of provision by widening its business domain and range of products. ECGD can consider insurance for contracts with a value as low

as £20,000 provided private sector credit insurance for the contracts in the new business domain is not available on appropriate terms.

**MS:** What products does ECGD offer to help smaller businesses?

**JS:** We have recently launched four new products: an extended short-term export insurance policy covering payment risks on overseas buyers in emerging markets; a bond support scheme to help exporters raise on demand contract bonds from their banks; an export working capital scheme, under which ECGD will share risk with banks providing pre and post shipment working capital finance for the winning and performing of export contracts; and (as a bolt-on to the export working capital scheme) a foreign exchange credit support facility that enables us to share credit risk with banks and facilitate exporters' management of their exposure to foreign exchange rate movements. Our existing products for larger export projects (including ECGD's Buyer Credit and Supplier Credit Financing Facilities) remain available as before.

**MS:** How can businesses access these new products?

**JS:** For the extended export insurance policy, exporters should apply to ECGD directly. The remaining new products are available from participating banks, a list of which is available on our website.

For more details about the products and services that ECGD has to offer, visit [www.ecgd.gov.uk/products-and-services](http://www.ecgd.gov.uk/products-and-services) or call the Customer Services Helpline on 020 7512 7887

## Meachers Global Logistics Implements Strategic Management Change

Southampton headquartered, Meachers Global Logistics, has announced a restructuring of its board as the final part of its three year strategic plan.

Stuart Terris has been appointed Managing Director, replacing Bob Terris who has moved into the role of Chairman of the company. The moves were effective from 1 November 2011.

In addition, Chris Broadley, who has headed the Freight Forwarding Division retired at the end of October 2011, but has been retained as a consultant advising the Board on international activities.

The changes represent the final phase of the strategic plan that the company set out three years ago, which included the organisation setting out new strategic direction, rebranding into Meachers Global Logistics and a succession plan for the senior management team.

Commenting on the changes, Bob Terris said: "The changes recognise the need for forward planning and are part of the longer-term strategy which acknowledges that continuity and succession are key to the development of the Company.

The Board boasts a wealth of experience and can demonstrate strong financial and commercial awareness. I am confident that it is well placed to meet all of the requirements of the modern business environment."



Stuart Terris, added: "I'm proud to take on the role of Managing Director. The business has developed on a basis of high quality service at competitive prices, combined with continued investment in people, equipment and facilities. We have evolved continually to meet the changing needs of the market place and that will continue to be one of our objectives."

Stuart Terris, aged 41, graduated from the University of Kent with an honors degree in Accountancy. He is a qualified Chartered Accountant and has developed extensive knowledge of the logistics industry in his twenty years with the business and more latterly with his roles as Group Operations Directors (2008) and Deputy Managing Director (2010).

Bob Terris, has been Managing Director of Meachers Global Logistics for 30 years. During almost 50 years with the Company he has developed it into one of the UK's leading independent global logistic providers.

### Customer Notice

OPENING HOURS  
CHRISTMAS & NEW YEAR  
PERIOD

Friday 23 December – Close at  
12.00pm

Monday 26 – Wednesday 28  
December – CLOSED

Thursday 29 December – Open till  
1.00pm – International Trade only

Friday 30 December – Monday 2  
January 2011 CLOSED

Tuesday 3 January 2012 – Normal  
hours resume

### PRICE INCREASES FOR DOCUMENTATION

The fees for processing all International Trade documentation are changing. The revised prices come into effect from 1 January 2012. Please contact your local office for full details.

# From Hunting Lodge to Field Hospital to Private Hotel

The Balmer Lawn Hotel, built originally in the mid 1800's as a private house/hunting lodge, is today a magnificent 4 star country house hotel set right in the heart of the New Forest National Park. In 1850 the building was transformed into the building you see today and was the ideal location for the Chamber's October networking lunch.

The hotel is situated on the edge of the charming village of Brockenhurst and during both World Wars was commandeered by the armed forces. In World War One it was transformed into a field hospital, whilst during the second World War it was used as an Army Staff College. To name drop a little, King George V, members of the Russian Royalty, JJ Sainsbury, Churchill and General Eisenhower have all visited Balmer Lawn. The hotel is steeped in history and 70 Chamber members were delighted to be given the opportunity of visiting such a fine example of 1800 century splendour.

On arrival the Hotel's Team was on hand to welcome our Chamber members who with business cards at the ready, proceeded to introduce themselves to like-minded business people from across the Hampshire Chamber region, exchange business cards and enjoy the event and have some real fun.

The networking lunch was sponsored by Adido Ltd, a full service digital agency, covering all aspects of digital marketing, based in Bournemouth. Following a delicious two course meal, Margaret Toms, Head of Events & Training at Hampshire Chamber introduced Andy Headington, Marketing Director with Adido who gave a very informative presentation and some very useful tips.

- Google is going to change even more in 2012. Things like signals from social networks and user experience data will play a part of Google calculations next year. The message is to start getting social now to get ahead of your competitors
- Search engines are looking more and more at 'user experience'. If your website is badly designed, has poor con-



tent or is slow to load, Google and Bing may start to look less favourably on your website and may push other 'better performing' websites above you. Website owners and managers will need to invest some time in making their websites as useful as possible to get advantage.

In closing Andy advised that mobile traffic is increasing at an extraordinary rate and is predicted to overtake desktop usage in only a few years time. To maximise results we may all need to set up a mobile version of our sites sooner than we think.

No Chamber event would be the same without the Chamber's business card draw. Stuart Seagrove of Eric Robinson Solicitors was delighted to hear that he was the lucky winner of the draw and was presented with a voucher for dinner for two, donated by the Management Team of the Balmer Lawn Hotel.

Following another memorable and thoroughly enjoyable networking lunch, Margaret thanked Andy and the team at Adido for agreeing to sponsor the event; Alison and Chris Wilson and the team at Balmer Lawn Hotel for agreeing to host the event; Barry Mann Photography www.barrymannphotography.com for his support in taking official photographs at Chamber events' and last but not least, Chef and his team at the Balmer Lawn for an absolutely excellent lunch – well done to you all.



## Events diary

### DECEMBER 2011

**Christmas Networking Party Lunch**  
**Thursday 8th December**  
 St Mary's Stadium  
 12.00pm  
 Sponsored by:  
 TSG

### JANUARY 2012

**2012 events Preview and Networking Lunch**  
**Thursday 12th January**  
 The Rosebowl  
 12.15pm - 2.15pm  
 Sponsored by:  
 Carswell Gould

For more information on all our events, visit: [www.hampshirechamber.co.uk](http://www.hampshirechamber.co.uk) or contact the events team on: 023 8022 3541  
 E: [events.southampton@hampshirechamber.co.uk](mailto:events.southampton@hampshirechamber.co.uk)

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## Tax finance and legal



**Colin Perryman**  
Chairman

Chaired by Colin Perryman of Radcliffe & Co (Life & Pensions), the Tax Finance and Legal Committee is a group of Chamber member professionals which meets monthly to review and alert the Chamber membership to the implications of new employment legislation, financial, insurance and taxation topics relevant to employers and businesses. The committee members also examine the annual Budget and Finance Bill for points relevant to the business community so that submissions can be made to the Treasury Budget Team on behalf of the Chamber membership. They have been active in proposing simplifications to legislation and "red tape" which holds back economic growth. The contact point is: Kristine.salomon-olsen@hampshirechamber.co.uk

### Committee members

- Colin Perryman, Committee Chair**  
Radcliffe & Co (Life & Pensions) Ltd
- Howard Robson, Committee Vice Chair,**  
Warner Goodman LLP
- David Tipple**  
Chamber's Southampton Policy Board
- Andrew Lines**  
BDO LLP
- Andrew Tilley**  
Dutton Gregory LLP
- Andy Wright**  
Clydesdale Bank
- Andrew Quicke**  
Fiander Tovell llp
- Antony Fanshawe**  
Begbies Traynor Group
- Chris Ricketts**  
Ricketts & Co
- Jacqueline Moore**  
Radcliffe & Co (Life & Pensions) Ltd
- Geoffrey Onoufriou**  
Eric Robinson
- Hayley Bevis**  
Thomas Eggar LLP
- Kerry McKeown**  
Grant Thornton
- Jane Michel**  
Emphasis Consulting
- John Chater**  
Bond Pearce
- Kelvin Farmaner**  
Tretowans LLP
- Martin Atkinson**  
Royal Bank of Scotland
- Marc Long**  
Clarke Willmott LLP
- Matthew Barrow**  
Lester Aldridge LLP
- Neville Thompson**  
CB Richard Ellis
- Peter Williams**  
Lambert Smith Hampton
- Shirley Anderson HR Director**  
Red Funnel Group
- Stephanie Merritt**  
Paris Smith
- Tim Forer**  
Blake Laphorn
- Warren Taylor**  
Tenon

Further details on our lobbying are under Representation on our website at [www.hampshirechamber.co.uk](http://www.hampshirechamber.co.uk)

# Auto Enrolment, NEST and Minimum Contributions

This month we are considering the minimum contributions that will be required under the new NEST (National Employment Savings Trust) government pension scheme that comes in next year.

Minimum contributions will be based on an earnings band between £5,035 and £33,540\*, called qualifying earnings.

Qualifying earnings includes salary, wages, overtime, bonuses, commissions, statutory sick pay, statutory maternity pay, ordinary/additional statutory paternity pay and statutory adoption pay.

Employers must check that their minimum contributions are made, that any difference is deducted from employees, and that the total is paid to the pension provider, each time a contribution is due.

\* In 2006/2007 terms – these figures are expected to be increased in January 2012.

How to exempt your pension scheme from NEST  
As an alternative to using the qualifying earnings definition, employers may choose to certify that their scheme meets the minimum requirements.

- Minimum contributions will be based on the employer's definition of 'pensionable salary'.
- Pensionable salary must be at least basic contractual salary and need not include variable salary such as bonuses, overtime and commission.
- Contributions must be based on the first pound of pensionable salary.
- Employers may certify in advance that their scheme will meet the quality requirement for up to twelve months.
- Employers may designate the calculations to an authorised person (e.g. adviser, accountant) but remain responsible for the certification itself.

The Pensions Act which activates these options received Royal Assent last week-so it's in force. We are waiting for the detailed Regulations, expected to be detailed Q1 next year.

There is every indication that this will all happen as planned.

Colin Perryman, Chair of the Chamber's Tax Finance and Legal Committee, [colinp@radcliffe-ifa.co.uk](mailto:colinp@radcliffe-ifa.co.uk) Radcliffe & Co Independent Financial Advisers [www.radcliffe-ifa.co.uk](http://www.radcliffe-ifa.co.uk)

For the minimum levels of employer and employee contributions to be phased in over the five years from October 2012, see details on the Chamber's website at [http://www.hampshirechamber.co.uk/policy\\_representation/tax\\_finance\\_and\\_legal](http://www.hampshirechamber.co.uk/policy_representation/tax_finance_and_legal).

## Brand identity revealed for South East Hampshire Bus Rapid Transit

Hampshire County Council has announced a bespoke brand identity for the South East Hampshire Bus Rapid Transit network. The brand name, Eclipse, reflects the superior bus experience that passengers can expect, effectively 'eclipsing' bus travel as it has been perceived previously in the area.

Phase 1 of the network, a dedicated busway constructed on a

disused railway corridor between Fareham and Gosport, opens in April 2012. The busway, street furniture, bus shelters and vehicles that run on it will be branded Eclipse. To convey the superior comfort, reliability, style and quality of Eclipse, the identity uses colour, typography and shapes that position the Eclipse experience as a bus service of the future – one with which users will be proud to be associated. The

brand name is depicted in gold lettering set in a deep purple, interstellar background with an image, placed above, of the moon eclipsing the sun to complete the logo. The new web site is [www.eclipsebus.co.uk](http://www.eclipsebus.co.uk).

Hampshire County Council's Executive Member for Environment and Transport, Councillor Mel Kendal, commented: "We are committed to bus rapid transit in south east



Hampshire and understand what it needs to offer in order to change perceptions of its value and benefits. It is important to have a clear identity that conveys quality and reliability."

## Simpler Financial Reporting Planning – A single framework? For Smallest Businesses

Hampshire Chamber of Commerce submitted a response led by Tim Bentall BDO for Southampton's Tax Finance and Legal Committee to the Dept of Business and the Financial Reporting Council. A full consultation questionnaire response was submitted on the technicalities of such proposals with general comment emphasising the need for including HMRC when proposing action on simplifying financial reporting,

with regard to its recent paper on simplifying tax for the smallest businesses. Anything which removes unnecessary administration or cost is a good thing, but overall was the issue about what will be required by HMRC, banks, mortgage lenders, suppliers or even customers? Full details of the Chamber response at [http://www.hampshirechamber.co.uk/policy\\_representation/tax\\_finance\\_and\\_legal](http://www.hampshirechamber.co.uk/policy_representation/tax_finance_and_legal)

This was the overriding question that laced the Chamber's response to the National Planning Policy Framework (NPPF) consultation which was submitted on 17 October.

The key issues raised included concerns regarding the abandonment of housing targets and abolition of the guidance that supported the targets the housing distribution; the unfortunate introduction of decentralisation and publication of the Localism Bill ahead of the new NPPF; and the replacement of all current guidance with a single framework document.

Chamber members were in unison

regarding the need to speed up the planning process particularly at local levels where developers' dialogue often stalled with planning departments thus resulting in costly commercial and economic loss.

Given the complexity of the intended planning reforms, a recommendation was made for a second round of consultation rather than publish the new NPPF in April.

The full response can be viewed: [www.hampshirechamber.co.uk](http://www.hampshirechamber.co.uk) or available upon request from Ian Welland, Head of Area Development: [ian.welland@hampshirechamber.co.uk](mailto:ian.welland@hampshirechamber.co.uk)

## Retention by Councils of Business Rates Income

The Hampshire Chamber of Commerce response on this national consultation was led by Peter Williams of LSH on Southampton's Tax Finance and Legal Committee and submitted to the Dept Communities. Generally business opinion followed that of the BCC

and was in favour of some retention locally of business rates revenue, but with a transparent and fair system to regulate between the winning and losing councils in the new system and a clear direction to local authorities to use the retained rates income to sup-

port the priorities of the new Local Enterprise Partnerships in the drive for investment and growth. Read the full response on the Chamber's website at [http://www.hampshirechamber.co.uk/policy\\_representation/tax\\_finance\\_and\\_legal](http://www.hampshirechamber.co.uk/policy_representation/tax_finance_and_legal)

# Eastleigh businesses and residents give their views on Draft Local Plan

Eastleigh Borough Council is asking residents and businesses for their views before 3 January 2012 on the new Draft Eastleigh Local Plan which sets out the strategic vision and planning policies for the Borough and identifies sufficient land for development to meet the community's needs over the next 18 years.

The estimate for housing needs in the borough is 9,400 new homes by 2029 as shown on the diagram of the main proposals in the new Eastleigh Local Plan.

Besides proposing policies to manage development generally, the Council's objectives are based on its three priorities of a clean and green environment, a prosperous place and a healthy community. It is proposing employment development at Eastleigh River Side (the railway works and land east of Eastleigh) with a few small new sites elsewhere, new and improved roads and junctions like the Botley bypass, Sunday's Hill bypass, Hedge End, as well as cycle routes, footpaths, green space between residential places, open space and sports fields.

Public exhibitions were held in November and full details and a summary leaflet are available at [www.eastleigh.gov.uk/localplan](http://www.eastleigh.gov.uk/localplan) where you can reply online.



## Planning and transport



Nick Farthing  
Chairman

Chaired by Nick Farthing of Transport Works, the Planning and Transport Committee is a group of Chamber member professionals with a wide knowledge of planning and transport issues. It meets monthly to listen to presentations by representatives of local and regional government, which have recently included the House of Commons Transport Committee, the Dept of Transport, Fareham, Eastleigh, Hampshire and Southampton Council Planning and Transport Policy Departments. In this way, it can take an informed view and give comment on behalf of the Chamber membership concerning regional and local planning and transport policy, forthcoming major development in and around the city region, as well as reviews of topics relevant to the growth of the local economy.

**Please contact**

**Kristine.salomon-olsen@hampshirechamber.co.uk**

## Committee members

**Nick Farthing**

SUSTRANS  
Chamber's Policy Board

**Peter Hine**

Planning Consultant, Co-Vice Chairman

**Aart Hille Ris Lambers**

DP World Southampton

**Adam Tewkesbury**

Southampton University Transport

**Alan Gregory**

Capita Symonds

**Andy Collyer**

WestQuay

**Barry Olorenshaw**

New Forest Business Partnership

**Brian Hendy**

Hendy Group

**Bryan Jezeph**

Bryan Jezeph Consultancy Ltd

**Chris Corcoran**

Southern Planning Practice

**Chris Ridge**

London Clancy

**Ben Grist**

Enterprise Rent A Car

**Clive Watkins**

Lambert Bros Haulage

**David Knott**

TKL Architects

**Ed Wills**

Go South Coast

**Gary Whittle**

Meachers Group

**Gavin Hall**

Savills Southampton

**Graham Barton**

Palmer Harvey McLane, Fareham

**Graham Tuck**

Southampton City Council-Planning

**Hanif Brora**

Associated British Ports

**Ian Welland**

Southampton City Centre Manager

**Jeff Walters**

Soton City Council Economic Development

**Joanne Turner**

Freightliner Ltd

**Kathryn Rankin**

Eastleigh Borough Council, Economic Development

**Mark Miller**

2M Transport Solutions

**Matt Kitchin**

First Group

**Michael Dorgan**

EDP Consulting Engineers

**Murray Carter**

Red Funnel

**Phil Marshall**

Soton City Council -Transport Dept

**Richard Purcell**

Thomas Eggar

**Russell Mogridge**

Hughes Ellard Surveyors Fareham

**Steve Cuff**

Bluestar Bus

**Steve Thurston**

Southampton International Airport

**Tony Mundy**

Fareham Borough Council Economic Development

## Working For You...

Hampshire Chamber of Commerce is a member of a number of important working parties, committees and consultation panels. We are there to look after the interests of business in general and our members in particular. I will report back to you via this column and would very much like feedback from you.

"The Chamber's policy on issues of concern or interest to the business community in Hampshire is formulated by our local policy groups that meet in Southampton, Portsmouth, Winchester, Andover and Basingstoke. Please let me know, if you would like to

become more involved in the work undertaken by your Chamber in supporting the local business community and supporting the two new Local Enterprise Partnerships in Hampshire - Solent LEP in the south and Enterprise M3 LEP in the north.



Jimmy Chestnutt  
Chief Executive  
Hampshire Chamber of Commerce

As the Independent Voice of Business, the Hampshire Chamber of Commerce is busy representing you on many committees. Coming up are:

DATE	MEETING / COMMITTEE	REPRESENTATION
28 November	Test Valley Borough Council Budget Consultation	Ian Welland, Area Development Mgr
30 November	Chamber Planning & Transport Committee	Kristine Salomon-Olsen, Head of Representation
1 December	Chamber Tax Finance & Legal Committee	Kristine Salomon-Olsen, Head of Representation
1 December	Southampton Connect	Ian Welland, Area Development Mgr.
5 December	Chamber Andover Area Committee	Ian Welland, Area Development Mgr
5 December	Chamber's annual meeting with Fareham Council	Jimmy Chestnutt, Chief Executive, Chamber members and staff.
5 December	Fareham Town Marketing Committee	Margaret Toms, Head of Membership Services
6 December	Winchester City Council Budget Briefing	Ian Welland, Area Development Mgr
6 December	Hampshire Economic Partnership (HEP) AGM	Jimmy Chestnutt, Chief Executive
7 December	Chamber Winchester Area Committee	Ian Welland, Area Development Mgr
13 December	Hampshire Economic Partnership Forum	Jimmy Chestnutt, Chief Executive
13 December	Chamber Basingstoke Area Committee	Ian Welland, Area Development Mgr
14 December	Rushmoor LSP	Ian Welland, Area Development Mgr
15 December	Blue Lamp Trust working group	Jimmy Chestnutt, Chief Executive
20 December	Chamber Southampton Business Board	Jimmy Chestnutt, Chief Executive

Please email [kristine.salomon-olsen@hampshirechamber.co.uk](mailto:kristine.salomon-olsen@hampshirechamber.co.uk) if you have any issues that you would like raised at these meetings.



**NEW APPOINTMENT:** Outside historic Cams Mansion in Fareham, Hampshire, are, from left, Hughes Ellard's Russell Mogridge, Nik Cox, new appointment David McGougan, Tim Clark, Harnish Patel and Gary Jeffries.

## Full house for agency team at Hughes Ellard with arrival of David

Real estate adviser Hughes Ellard, a Hampshire Chamber member, has made a high-profile signing of a leading commercial property agent in Hampshire.

David McGougan's appointment in Southampton as an associate director makes the firm's six-strong agency team the largest in the central South Coast for commercial property companies amid increasing instructions from clients, from blue-chip pension funds to private landlords.

With David, the agency team comprises managing director Gary Jeffries, agency director Russell Mogridge, fellow director Nik Cox, Tim Clark (retail) and Harnish Patel (office).

Nik said: "David brings considerable expertise and a wealth of knowledge, contacts and insight in the business sector across the Solent Corridor, especially in and around Southampton.

"His signing is a coup for the firm as we continue to expand on the back of increasing instructions from clients, from blue-chip pension funds and business parks to private landlords and investors with property portfolios.

"The business space agency team is now six-strong, and thought to be the largest in the central South Coast region, demonstrating our confidence in the marketplace both now and over the long term.

"Enquiries are at pre-recession levels in all sectors. This is not surprising as Hampshire continues to pack a punch economically, with more than 60,000 businesses and 600 key corporates, employing 780,000 people between them, accounting for around 20% of the South East economy.

"We are expanding the Southampton practice, with a diversity of disciplines to further enhance the service offering. David's appointment is a key part of that proactive strategy."

David, who was previously with Lambert Smith Hampton locally for nearly seven years, and Oakley Commercial in Brighton prior to that, will initially focus on industrial and renewals in the Southampton area.

He said: "Hughes Ellard is a byword for professionalism in the commercial property sector, with an invigorating 'can-do' attitude that repeatedly sees the firm at the heart of many

deals across the Solent Corridor. It is a privilege to be part of the team."

Office transactions alone for the first seven months of 2011 in the Solent Corridor were 350,000 sq ft (32,516 sq m) compared to the pre-recession average of 250,000 sq ft (23,255 sq m) with Hughes Ellard involved in half of the deals.

Hughes Ellard has 20 staff at an office on the Cams Hall business park in Fareham, which serves as the headquarters, and 17-18 The Avenue in Southampton, from where David will be based.

The company's professional services include development appraisal, search and acquisition, valuation, rent review and lease renewal, asset management, building consultancy, disposals and investment advice throughout the Solent Corridor and the UK.

www.hughesellard.com  
T: 01329 220033 (Fareham Office)  
T: 023 8022 4080 (Southampton Office)

## OBE for Gerard

Gerard Basset owner of Hotel TerraVina and Hampshire chamber member was honoured with an OBE for Services to Hospitality, in the Queen's Birthday Honours List, in June 2011, on Thursday 20th October, he attended an investiture at Windsor Castle and received his

OBE in person from Princess Anne, The Princess Royal.

"It was a very proud moment for us all and we are thrilled for Gerard, as this is the "icing on the cake" and worthy recognition of all that he has achieved thus far"



# SiS Acquires Ocean Interiors

SiS, the South's leading commercial fit-out, refurbishment and relocation specialists, has taken over local company, Ocean Interiors, in a move that will strengthen its service offering and capabilities to existing and future customers.

Ocean Interiors, a Hampshire based interior fit-out company, has been in business for over 15 years, working across the South East region headed up by John Barnett, who has now joined the SiS Board. Previously working alongside his wife and a number of sub-contractors from his office base in Hayling Island, John says that the joining of both businesses seemed a natural thing to do.

He said: "Ocean Interiors and SiS have known of each other for years

and I have always been very aware of local competition. Quite often in the past, both companies have taken jobs from each other, so rather than compete with one another we have now teamed up, joining our contacts, experience and expertise."

Simon Bailey, Founding Director, SiS, said: "After meeting John at a networking event and over the course of several meetings, we felt that the joining of SiS and Ocean Interiors would be a good strategic acquisition of experience and turnover, strengthening the new corporate SiS Workplace image and set a benchmark for expansion plans into 2012."

www.sisworkplace.co.uk  
T: 0845 658 5330

## Stuart Makes Move to Eric Robinson Solicitors

The newest recruit to the Wills & Probate team of Eric Robinson Solicitors is bringing to the Southampton firm years of experience in one of the most difficult, emotionally-charged areas of the legal profession.

After graduating with a law degree from Southampton University, Stuart Hyden went on to study at Guildford Law School and then completed a training contract at a law firm in Reading where he worked in conveyancing, litigation and private client departments. After a few months working as a paralegal on the Wills & Probate department, he made the surprise move of taking a job in Canary Wharf, London working for the Financial Ombudsman.

"My job was to resolve medical insurance disputes between insurers and their policy holders, which included making decisions on Life, Critical Illness and Terminal Illness claims," explains Stuart. "Whilst you were operating in a highly pressured, target-driven environment, you had to remember that you were dealing with emotional, sometimes very frightened people." In many cases it was Stuart's job to inform people that their illnesses and even family member's deaths were not covered by their insurer. "Despite what those outside the situation may assume, most of the people I spoke to were understanding and accepting," he recalls. "If you take the time to explain everything clearly and sympathetically, very rarely do you get a negative response." The Ombudsman service is impartial, so people were often just happy to have an independent third party investigate their complaint - whatever the outcome.

However, earlier this year, Stuart, now 28, felt it was time for a change. "I think you can only handle that sort of role for a certain period of time. I wanted a change



**Stuart Hyden, the newest recruit of Eric Robinson Solicitors' Wills & Probate Team in the firm's Chandlers Ford offices.**

and when a recruitment agency got in touch about a position at Eric Robinson Solicitors' Chandlers Ford office, I was very interested."

The opportunity was a welcome return to legal practice and to the city of Stuart's student days. "I did some research on the firm and was not only impressed by the amount of clients it attracts, but also how it is held in such high regard within its community. It is a great to be given the opportunity to learn and I know the skills in communication and sensitivity I have developed in my work to date will be very useful when working with clients on their Wills and financial matters."

When not at work, Stuart enjoys a variety of physical activities from snorkelling in the Red Sea to walking the full 180 mile length of The Thames and paddling the canoe he built himself down his local river, the Kennet. He also has a passion for mechanics, rebuilding engines and customising others. "I once converted a car with an automatic gearbox into a manual and swapped the engine on my student car when it broke down."

## Grayling Steers A Course For Jubilee Sailing Trust

It's all hands on deck at Southampton-based public relations consultancy Grayling, since the agency selected The Jubilee Sailing Trust as its 'Charity of the Year'. The leading communications consultancy is volunteering its time and expertise to promote the Southampton-based charity.

The Jubilee Sailing Trust (JST) is a registered charity that owns and operates two tall ships - Lord Nelson and Tenacious - the only two tall ships in the world designed and built to enable people of all physical abilities to sail side-by-side as equals.

"There are two elements to the JST's mission: to overcome prejudices and misconceptions about disability amongst able-bodied people and to enable people with a disability to show to themselves and to others what they are capable of in, an inclusive environment. The JST builds bridges of awareness and understanding using specially designed tall ships to break down barriers," said Alex Lochrane - CEO of Jubilee Sailing Trust.

Caroline Searle, Director and Head of Grayling's Southampton office, said: "We are looking forward to working with the Jubilee Sailing Trust to help to build its profile across the region. We will also undertake fund raising on their behalf with planned activities including an abseil down the Spinnaker Tower in May and 'It's a Knock Out' in June."

Grayling is an international public relations



consultancy, with over 70 offices in 40 countries. Grayling specialises in consumer and lifestyle brands, property, corporate and business to business public relations, as well as issue management and public-sector campaigning. Evidence of Grayling's PR strength as a company can be found in the numerous awards

the company has won over the years and the quality and depth of its client portfolio.

For more information about the Jubilee Sailing Trust visit [www.jst.org.uk](http://www.jst.org.uk) or call the team on 023 8044 9108.

## Focal Point Training speak at the Care Show in Olympia

On 11th and 12th Oct Hampshire based Focal Point Training and Consultancy Ltd exhibited at the Care show in Olympia. It was a busy two days with a high number of visitors on both days.

As well as exhibiting, we ran a seminar on "How to get a return on your investment in Training" to help Care home owners and managers ensure that they get results from the development they give their staff. Some simple steps can make sure that stretched budgets are well spent and training really does pay back. The powerpoint slides of the presentation are now available to anyone who

wants some guidance on this tricky subject. <http://focalpointtraining.com/practical-tips>

We also launched our "Bite Size Sessions" <http://www.focalpointtraining.com/Bite%20Size/bite-size-sessions> at the show, which generated lots of interest. With many managers and team members under increasing time pressure and struggling to fit everything into their day, it can be hard to release people from their roles for any substantial length of time for training. So we have designed a series of 2 hour sessions, which can stand alone but are also linked. Participants can choose a ses-

sion that addresses a specific skill area or dip in and out of several different sessions.

All training is tailored to the organisation and attracts CPD points. See our website [www.focalpointtraining.com](http://www.focalpointtraining.com) or call us for more details 01903 732 782.

We were delighted that so many of the people we spoke at the show agreed that training their managers and team members was key and we are looking forward to exhibiting and speaking at the Bournemouth Care Show in March next year!

## Southampton Law Firm Praised In Legal Who's Who

SOUTHAMPTON law firm Clarke Willmott is celebrating outstanding rankings in the prestigious 2012 Chambers and Partners legal guide.

The guide, released this week, lists the top solicitors across the UK in more than 70 specialist areas of law.

This year the Hedge End-based firm has achieved its highest ever ranking with four of its main sectors within the upper two bands.

The Agriculture and Rural Affairs team received top billing with Band 1 status, with partners Tom Hyde and Guy Hurst each receiving high personal accolades.

The Insolvency team, headed by Band 1 partner Matthew Barker, celebrated a first level ranking and Maz Rahmati was also highlighted as 'one to watch'.

Clarke Willmott's Intellectual Property practice, led by partner Paul Cox, moved up into Band 2 ranking where they joined the

Employment team of Marc Long and Michael Wilson.

The Chambers accolade comes just weeks after the growing firm was recognised in the Legal 500 for their strong performance throughout 2011.

Head of the Business Development Group and Employment partner Marc Long said he was delighted with the results which highlight the real step change in the business over the past year.

Marc said: "These results are a great reflection on the strong team here in the Southampton office and the new strategy we have adopted to be a firm with an entrepreneurial focus, giving essential business advice to our clients. A renewed spirit of cross departmental cooperation has allowed the business to exploit more opportunities in the last year and provide the best service to our clients."

[www.clarkewillmott.com](http://www.clarkewillmott.com)  
T: 0845 2092003



### WORKING WITH THE CHAMBER

The Chamber of Commerce works across many sectors and Partnerships to promote the voice of Business

#### Working with

##### Business Link

Eastleigh Borough Council

Eastleigh Passenger Transport Forum

eHampshire

Fareham Borough Council

Fareham Town Steering Group

Fareham Town Marketing Group

Graduate Jobs South

Hampshire Economic Partnership

Hampshire County Council

Network Fareham

New Forest District Council

New Forest Business Partnership

Romsey Chamber of Commerce

Royal Institute of Chartered Surveyors (RICS)

SMART - rail transport

Solent University

SEEDA

Southampton Airport Consultative Committee

Southampton Property Association

Southampton City Centre Management - Streets Ahead Southampton Ltd

Southampton Economic and Enterprise Board

Southampton City Council

Southampton City Image Group

Southampton Partnership

Southampton Traffic Stakeholders Group

Test Valley Borough Council

UKTI

University of Southampton



# 2CL Shortlisted for Communications Supplier of the Year

2CL Communications Ltd, based in Eastleigh, has been shortlisted for the Event Production Awards' Communications Supplier of the Year.

The Awards are said to be the 'BAFTAs' of the Events Industry; recognising the excellence and innovation in today's industry. 2CL has been selected for its hire services at Glastonbury Festival which has involved supplying radio equipment and support to the event since 1989!

The company's notable achievements at the Festival include introducing a Stock Control System which has helped lower Glastonbury's overheads and asset-manage the substantial value of the radio installation needed for this prestigious event. 2011's Festival required the largest amount of equipment 2CL has supplied for use at a singular event to-date with over 2,000 hand-portable radios/accessories, 100 desktop base stations and site-wide infrastructure.

The Event Production Awards have been created to honour the very best suppliers within the events industry, bringing the spotlight on companies whose crucial work often goes unnoticed.

Nic Howden, editor of Access All Areas, said: "The quality of our shortlisted suppliers is outstanding, a welcome reminder of the professionalism that exists within the event industry. We're delighted that 2CL has been recognised for its pursuit of excellence, particularly given the tough competition in its field."



## BDO Director completes 25 years and cycles in the name of local charity

Chris Driver is celebrating a double success. Not only has the BDO Director completed 25 years with the award winning accountancy firm, but he has recently taken part in a cycling challenge to raise money for national and local charities.

Chris, who trained locally at Deloitte, Haskins & Sells, joined BDO's predecessor firm, Lyon Pilcher, in the mid eighties. A mixture of like-minded people, an enjoyable workplace and the BDO culture has encouraged Chris to stay with the firm, alongside his great clients. Some have been with Chris throughout his 25 years with the firm, including local company Draper Tools and Moore Blatch Solicitors.

In addition to his career achievements, Chris has recently completed a 545 mile team bike ride organised through Challenge Adventure Charities, who arrange annual cycling challenges with the aim of raising money for other charitable causes. Fifty percent of this year's sponsorship went to the British Heart Foundation and Cancer Research, with Chris' team nominating Wessex Heartbeat to receive the other fifty percent. The challenge took place in France; from St Malo to Saumur for an overnight break, continuing on to Limoges for the second day, finally arriving in the historic town of Cahors on the third. Chris' team included Terry Ozanne, David Hobbs and Geraint Davies – friends, two of which Chris trained with all those years ago. Raising well over £3,000, Chris thoroughly



enjoyed his time in France, and will be returning soon for a short break.

He may have achieved 25 years with the firm, but Chris is enthusiastic in looking to the future, explaining his key aims at BDO include "helping to grow the office locally and continuing to enjoy working with and winning new clients".

## St John Ambulance's The Brain Game Scores A Hit With Local Businesses

Some of Hampshire's biggest business minds were put to the test on Wednesday 12th October when The Brain Game in aid of St John Ambulance came to The Rose Bowl in Southampton.

The event, which saw businesses vying against each other in a bid to claim the glittering glass trophy, was a very glitzy quiz-night and dinner sponsored by The University of Portsmouth Business School and hosted by celebrated comedienne, Lucy Porter.

In welcoming everyone to the Brain Game, the heavily-pregnant Lucy quipped that she was very pleased to be at an event that was so well attended by expert first aiders, 'just in case'.

The Brain Game guests also enjoyed a drinks reception prior to the quiz, which was donated and hosted by The Countess of Portsmouth and entertained by table magician Richard Young during dinner. 'It was a fantastic evening and everyone thoroughly enjoyed themselves,' said Michelle Dobson, who organised the event, adding 'we managed to raise an outstanding £4000 from the night, so we are definitely planning on doing an even bigger event next year.' The money raised will directly support St John Ambulance's charitable work, helping them to be the difference

between a life lost and a life saved in communities across the Hampshire.

The winning table of the night belonged to sponsors The University of Portsmouth Business School, while Southampton company, PPD Ltd came second. Two guests who were particularly pleased with the evening were Jo Randall, who won the use of a Jaguar and a full tank of petrol for a weekend and Hazel Jolly, who won tickets to the cricket. Both were delighted with their prizes, especially as neither of them had won anything before.

Hampshire's CEO, George Ringrow, said, 'I am really delighted with the evening and my thanks go to the Countess of Portsmouth, Lucy, Michelle, our sponsors and the business community who supported the event and gave so generously.'

Professor Gioia Pescetto, Dean of the Portsmouth University Business School who sponsored the event said, 'We were very proud to support this incredible organisation in the good work that they do.'

For further details about the work St John Ambulance do or to get involved in providing first aid in your community, visit their website [www.sja.org.uk](http://www.sja.org.uk) or telephone 01962 863366

# Gold Patron



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## YOU TOO COULD BE A PATRON!

For more details, please contact:  
Margaret Toms, Head of Membership Services  
Margaret.toms@hampshirechamber.co.uk  
Tel: 023 8020 6154



# Our patrons

Hampshire Chamber of Commerce is pleased to recognise the following companies amongst its Patrons in 2011

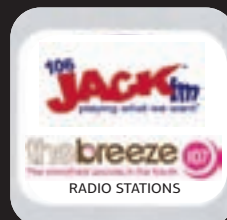
## PLATINUM PATRONS



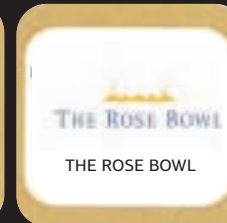
## GOLD PATRONS



## SILVER PLUS PATRON



## BRONZE PLUS PATRONS





## Chamber First

The Chamber has available to its members a number of exclusive services giving you the opportunity to benefit from a range of business services at substantial discounts from standard market rates.

### Business Services and Support:

- **Chamber BusinessCare**  
a complete business support solution
- **Chamber Healthcare**  
peace of mind
- **Chamber Legal Advice Line**  
comprehensive advice for legal and accountancy matters
- **Chamber Passport**  
Special offers and discount for all your employees.
- **Chamber Office Supplies**  
cost effective and quality
- **Chamber Telecommunications**  
exclusive savings
- **Chamber Utilities**  
cost efficient purchasing
- **Chamber Mailshot**  
Get your message out to all our Chamber members
- **Networking events**  
Opportunities to meet and do business with fellow business people
- **Business Information**  
Fast answers to your business queries
- **Training**  
For all your training needs
- **Seminars**  
Informative presentations on legal and local issues
- **International Trade/Chamber International**  
Grow your overseas business
- **Promotion and Sponsorship**  
Position your message along side the Chamber of Commerce
- **Mailshots/Mailing lists**  
Target your message to companies locally & across the UK
- **Credit Checks**  
Peace of mind when establishing credit with customers or other partners

# Chairman Presents Diploma Certificates in Daze

Peter Robinson, Chairman of Southampton's Business Board and President of the Chamber's Southampton Office, was very careful not to look into the eyes of the students as he presented the WCHN Diploma in Hypnotherapy at The Romney Centre this month.



had one of the youngest people to gain Diploma status in the UK, and one of the awardee's passed with an amazing 87%".

Recipients of the Diploma will now be setting up in practice across Hampshire and Dorset. Gloria Hammett from The Wessex College of Hypnotherapy and NLP says " We were very proud of this particular cohort of students, we

A little dazed, but only by the late autumn sunshine, Peter presented Diploma's to Ross Bartlett, from Southampton, James Hampton from Wimborne, Patricia Jack from The New Forest, and Sarah Wilkins from Christchurch. The ceremony was photographed by Lydia Cooper, a talented student at Itchen College.

# Southampton students help local manufacturer in trade show success

Southampton based manufacturer Custom Covers this year sponsored the Solent University Design Competition. The competition is for 2nd year students on the University Interior design course and the event forms part of their coursework.

Production and Technical Director Simon Bell seen in the picture awarded the prize and commented "The winning team designed an entry based on Jules Verne's around the world in 80 days. The design included a new style of window drape and the use of a printed wall".



This year there were 45 students participating in 11 teams. Custom Covers awarded prize money of £600 to the top three entries and the chance to have the winning concept manufactured commercially and shown at the annual trade fair on the Newbury Show ground.

For further information please contact: Robert Sanders at Custom Covers  
T: 02380 335744  
E: rdsanders@customcovers.co.uk

The winners this year were Rebecca Tooley, Chelle Gayle, Katherine Hendry, and Joanna Sophocleous seen here on the top step of the Custom Covers podium with their prize.



## Chamber Training – For all your training needs

With substantial discounts for members you won't find better value locally!

### December Training

Letters of Credit	6 December	Southampton Office
Emergency First Aid At Work	9 December	Southampton Office

### January Training

Export Starter	25 & 26 January	Southampton Office
Credit Control & Telephone Debt Recovery	27 January	Southampton Office

### February Training

Winning Business Face to Face	7 February	Southampton Office
Export Documentation	8 February	Southampton Office
Emergency First Aid At Work	10 February	Southampton Office
Confident Tele Sales	22 February	Southampton office
Becoming a successful Supervisor or Team Leader	28 February	Southampton Office

### March Training

Letters of Credit	7 March	Southampton Office
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For more details on training courses we offer, visit our website [www.hampshirechamber.co.uk](http://www.hampshirechamber.co.uk) or contact us on:

**023 8020 6166** or  
E: [train.southampton@hampshirechamber.co.uk](mailto:train.southampton@hampshirechamber.co.uk)

Investment in your people is the best way to guarantee improvement in your business. Whatever your training requirement we can help you. Give us a call today.

Our wide ranging, highly qualified team of training partners guarantees you the very best results for your business. Quality training at fair prices.