

chambernews

the independent voice of local business



WORLD ECONOMIST TELLS CHAMBER “THE ECONOMY IS DEFINITELY RECOVERING”

“The recession is over” so says Dennis Turner, Chief Economist of HSBC Bank plc, London City and respected Financial Director’s economics columnist.

In a particularly enjoyable Chamber Breakfast Briefing given to a capacity audience at St Mary’s Stadium Southampton, Dennis Turner was making a welcomed return and set his stall out firstly, by confirming that the recession’s symptoms lay in period from 2002 when the Government stopped paying off debt and dramatically increased the rate of public expenditure, compounded by an explosion in consumer spending –with both spending borrowed money.

At the same time we had a world wide banking system out of control with mismanagement at the very top and with banks lending money they didn’t have to people who would not be able to repay the loans.

Dennis Turner presented an array of statistics. In 2009, the nation had suffered the worst year in its economy since the 1930s and definitive cracks were starting to appear in the Euro-zone. The history books said Dennis Turner, “will sadly miss the positive point regarding Gordon Brown’s political career, when as chancellor, he didn’t take us into the Eurozone. It was the right decision by Brown, not to make a decision.”

The recipe for growth according to Dennis Turner is for growth to be more robust. He cited three key elements crucial to the process:

- Tightening of Fiscal Policy
- Easing of quantitative easing
- Increasing Interest Rates by 2013

“It is clear”, said Dennis Turner, “the UK economy will grow slowly but will undoubtedly recover with a mixture of low inflation whereby earnings in real terms will rise above

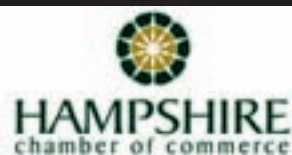
inflation; more opportunities for corporate business to invest for economic growth that will bring about new employment and more industries including manufacturing; and finally, a long term commitment to European fiscal union that will ensure the euro-zone fragility is dealt with once and for all.” The last point Dennis Turner conceded, was much further down the line than most European political establishments would like.

In response to a number of questions from the floor on the global economic effects, Dennis Turner gave a convincing overview of the global economy and how each segment fitted to another. In the USA, the problem is now centred on converting their output growth to employment sustainability. In China, the debate surrounds their own internal consumerism holding up their economy which is in fact teetering on the brink of new social demands. The heat in Europe is dependant on how long the euro-zone can take the default

position of Greece and in turn prevent a mirrored collapse in Portugal and Ireland which will bring forth the issues now being recognised in Spain.

Dennis Turner is in no doubt regarding the UK. The current spending cuts, particularly in the public sector, are painful but necessary. He said, “We can only have the public sector, the private sector can afford.” In essence, Dennis Turner was saying that the public sector should now concentrate on the core services expected of them from our local taxes, leaving the private sector room to develop, invest and create thus bringing about the full recovery.

Dennis Turner received a sincere vote of thanks from Briefing Chairman and Chief Executive of Hampshire Chamber of Commerce Jimmy Chestnutt, and was on hand to speak with members informally afterwards.



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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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.



Hampshire exporters show signs of growth amid 'lacklustre economic recovery'

Hampshire's export sector is showing tentative signs of a return to growth after a dismal few months, a survey has shown.

In the latest quarterly research by Hampshire Chamber of Commerce, 17% of exporters report an increase in overseas sales, up from just seven per cent in the previous quarter.

While UK sales and orders have remained more or less static, the international order book has also grown - albeit from a low base. Ten per cent of firms said they had witnessed an increase in overseas orders, twice as many as in the previous three months.

Businesses, whether exporters or not, also reported a better cashflow position. Thirty-seven per cent of respondents have improved their cashflow as opposed to just 16% who did in the last survey.

Investment figures were better too. A third of firms said they had increased their training budgets as against just 18% before. A quarter of respondents are putting more investment into plant and machinery compared with only 12% in the second quarter.

While the figures offer some encouraging signs, the Chamber is calling on the Government to ensure business support is strengthened not weakened at what remains an uncertain time in the economy.

The survey found that more than six out of ten businesses are aware of the Government's Modern Workplaces consultation which proposes sweeping changes to the arrangements for flexible working and parental leave.

Captain Jimmy Chestnutt, Chief Executive of Hampshire Chamber, said proposals to extend the right to request flexible working had left some members concerned, especially those who are small or medium-sized enterprises.

Captain Chestnutt said: "There is a risk with these proposals that we end up with yet more red tape at a time when the government should be introducing more growth-enhancing policies and boosting confidence.

"Rather than imposing more costs on business, ministers should do all they can to foster demand, incentivise job creation and kickstart what remains a lacklustre economic recovery."



Captain Jimmy Chestnutt, Chief Executive of Hampshire Chamber of Commerce

Christmas in Fareham Town Centre

Christmas begins officially at 4.30pm on Sunday 20 November when Fareham town centre's festive lights are switched on. The family fun starts at 11am in West Street and continues right up until after 5pm.

To take the hassle out of shopping, there will be late night shopping every Thursday from 17 November, when many shops are open until 8pm

and car parking is free after 6pm. Most stores are open 10am-4pm on Sundays when car parking is absolutely free at all long stay car parks.

Fareham continues its historical market tradition with open markets every Monday and seasonal markets every Thursday from 17 November till Christmas.

Fareham Farmers' Market will sell the best of local produce 9am-2pm on Saturday 3 December and there'll be a Special Christmas Farmers' Market from 9am-2pm on Saturday 17 December. Fareham Country Market will offer a range of traditional home-made goods on Friday 11 November and 9 December, and Saturday 26 November and 24 December.

Diary date

INDULGE IN THE OPULENCE OF A BYGONE AGE

Join us for networking and lunch in the beautiful, recently refurbished Grand Café (formerly Dockgate 4) restaurant on Thursday 17th November 2011.

Grand Café is housed in the building which was originally the old South Western Hotel, where First Class liner passengers stayed before their embarkation. Boat trains from London came

straight into the back of the hotel. Before the Titanic sailed on her ill-fated voyage, both Bruce Ismay, Chairman of White Star Line and the Chief Designer, Thomas Andrews stayed in the hotel, along with many other passengers.

Book with the Southampton Office of Hampshire Chamber of Commerce with prices starting

at just £32.00 including VAT for members, contact the Events Team by emailing events.southampton@hampshirechamber.co.uk or by telephone on 023 8022 3541.

The event starts at 12.15 p.m. and is expected to conclude at 2.00 p.m. It is sponsored by BAT.

PLEASE REMEMBER TO BOOK NOW FOR OUR FUN CHRISTMAS PARTY USED FOR CORPORATE ENTERTAINING AND NETWORKING. The lunch is on Thursday 8th December and is one of the most popular in our calendar so please book now to avoid disappointment.

Welcome to new members...

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www.badimirchi.co.uk

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Fax: 01489 781039
www.carboncomposites.co.uk

Carbon Composites Limited, part of the Composite Engineering Group, manufacturer's composite components for the marine, renewables and sports and leisure market.

Daybreak Family Group Conferences

Marilyn Taylor, West Lodge, Leylands Farm, Nobs Crook, Colden Common, Winchester, Hampshire, SO21 1TH
Tel: 023 8069 6644
Fax: 023 8069 6655
www.daybreakfgc.org.uk

Daybreak is the country's leading national voluntary organisation focused delivering family group conferences (FGC's) and related training. Our work is widely recognised as achieving great results for children, adults and their families whilst making significant cost savings for Local Authorities.

En Route Distribution Limited

Wendie Travers, 11 Oakdene, Totton, Southampton, Hampshire, SO40 8FW
Tel: 023 8086 8694
www.enroute.org.uk

Sameday, overnight delivery and collection service. Storage, pick & pack facility. Contract distribution for seasonal goods. Ham hire distribution centre serving Hampshire postcodes for local distribution at best rates and service.

Hunters Auto Electrical Engineering

Simon Hunter, 9-11 Shakespeare Business Centre, Hathaway Close, Eastleigh, Hampshire, SO50 4SR
Tel: 0844 561 8862
Fax: 023 8064 7200
www.haee.co.uk

Hunters are the largest specialist auto electrical company in the south providing engineering support to local and national bus and truck operators. Hunters stock thousands of auto electrical consumables, making them the No1 choice for auto electricians in the UK.

Minstead Training Project

Wendy Newton, Minstead Lodge, Seamans Lane, Minstead, Near Lyndhurst, Hampshire, SO43 7FT
Tel: 023 8081 2297
www.minsteadtrainingproject.org

We are an independent charitable organisation offering excellence in life, social and work skills training to adults with learning disabilities. We also offer Conference Facilities. By choosing us for your event, not only will you find a memorable setting, but will also assist us to help adults with learning disabilities reach their full potential.

Portland Legal Debt Collection Limited

Paul Davies, 1640 Parkway Solent Business Park, Whiteley, Fareham, Hampshire, PO15 7AH
Tel: 01489 550496
Fax: 01489 550499
www.portldc.co.uk

We provide an intelligent and cost-effective debt collection service on a no collection, no fee basis. Whether your need is to collect a specific non-payment or the recovery of multiple late payments, you can count on team who are always acting in your best interests.

The Rainbow Centre for Conductive Education

Ian Piper, The Bradbury Building, Palmerston Drive, Fareham, Hampshire. PO14 1BJ
Tel: 01329 289500
www.rainbowcentre.org

We are a local registered charity supporting children with cerebral palsy and adults with stroke, MS or Parkinson's disease. Our aim is to maximise independence and each day a little miracle happens here.

Ward Williams

Sally Phillips, Regus, Forum 3, Solent Business Park, Whiteley, Hampshire, PO15 7FH
Tel: 01489 611646
www.hrwardwilliams.co.uk

We believe in a back-to-basics approach. So we provide a complete range of services, couched in a language that is accessible and clear. After all, straightforward communication is vital to creating understanding.

We offer support to employers that is relevant to the size of their businesses, and that grows alongside that business. Our full range of services gives a cradle-to-grave package that is tailored to meet the requirements of all types of businesses; from SMEs to large conglomerates. And the support can be outsourced to us as required, or taken in-house by you.

Yet the most crucial element of our service is our personal touch. We place a strong emphasis on inter-personal skills to achieve successful solutions. Because, at the end of the day, HR is all about people.

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chamber of commerce

Classifications

Auto Electrical Engineers, Electrical Harness Manufacturers
Hunters Auto Electrical Engineering

Care Centre, Hospitality Service
Minstead Training Project

Charity for Children, Special Needs, Cerebral Palsy
The Rainbow Centre for Conductive Education

Charity, Rehabilitation, Education & Training, Social Care
Daybreak Family Group Conferences

Composite Component Manufacturers
Carbon Composites

Couriers Services, Delivery & Collection Service
En Route Distribution Limited

Debt Collection, Credit Control & Management Services
Portland Legal Debt Collection Limited

Human Resource Consultants
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Restaurant, Indian
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With substantial discounts for members you won't find better value locally!

November Training

Export Documentation	07 November	Southampton Office
Become a Successful Supervisor Session 3	08 November	Southampton Office
Effective Time Management	10 November	Southampton Office
Basic Book Keeping & Accounts	17 November	Southampton Office
Winning business Face to Face	22 November	Southampton Office
Finance for the Non Finance Manager	24 November	Southampton Office

December Training

Letters of Credit	06 December	Southampton Office
Emergency First Aid At Work	09 December	Southampton Office

To find out more information on the courses we can offer visit our website: www.hampshirechamber.co.uk or contact the training department on:

02380 206165

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.

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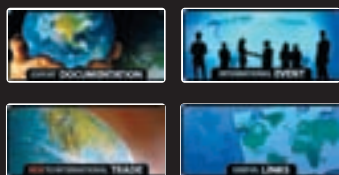


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For companies who are already in the export/import market and for those who are looking to move into it, the International Trade Centre working with UKTI South East is an essential tool to help you trade both easily and efficiently overseas



International Trade
Dates for your diary

November 2011
Export Documentation 7th 9.30am - 4.30pm

December 2011
Letters of Credit 6th 9.30am - 4.30pm

For further information please contact Alicia Butler on 023 8020 6166 or visit <http://training.soton-chamber.co.uk/training-courses.htm#international-trade>



Lord Green outlines opportunities for British companies to support Libya post conflict

On Tuesday 27th September, Lord Green addressed delegates at the UK Trade & Investment conference on Libya. During his speech he underlined the UK's commitment to help the National Transitional Council (NTC) and any future Government in Libya to rebuild their country.

Speaking at the conference, which discussed the opportunities and challenges faced by British companies in Libya, Lord Green, Minister for Trade and Investment, emphasised the scope for long term collaboration between UK companies, their Libyan counterparts and international partners in the health, education, oil and gas, telecoms and infrastructure sectors. Lord Green said:

"This is a critical conference and demonstrates



once again the UK's commitment to helping the National Transitional Council, and any future government in Libya, to rebuild their country. My visit underlined the enormous potential for further collaboration by UK companies, both with Libyan counterparts and international partners, in achieving this task."

The conference follows a visit by Lord Green to Libya on 26th September where he met with the NTC Ministers responsible for the economy,

transport, education and communications. Lord Green opened discussions with the Central Bank, the Libyan Businessmen Council and the NTC's international advisers. At the conference Lord Green also announced The Export Credits Guarantee Department (ECGD), the UK's export credit agency (ECA), will be resuming cover for British exports to Libya. The announcement makes ECGD the first major ECA to resume cover. UK Trade & Investment are ready to support British business resume and to develop trading links with Libya. As part of a wider HMG diplomatic mission a senior official is based in Tripoli to take forward this work and by the end of October there are plans to have a much larger team in place.

Chambers welcome hints from Bank

The British Chambers of Commerce (BCC) believes that the Bank of England is preparing to take further decisive action to stimulate the economy.

Chief BCC Economist David Kern said that, while the voting at the September meeting of the Bank's Monetary Policy Committee (MPC) was unchanged, the minutes suggest that the Committee is gearing itself up to increase the quantitative easing (QE) programme in the next few months.

"Business will see this as a welcome development," he predicted. "Although inflation remains a serious problem, the most immediate risks relate to weaker growth and the turmoil in the euro-zone that may affect the banking system." Mr Kerr noted that the MPC was indicating a willingness to explore policy options that have so far not been used. In particular, he welcomed the possibility of lowering interest rates below 0.5% and the provision of explicit guidance about their future likely course.

Other options may also be worth considering, Mr Kerr said. For example, more purchases of private sector assets — including securitised SME loans — and the imposition of negative interest rates on deposits held by commercial banks at the Bank of England.

"With weaker growth remaining a major risk at the present time," he concluded, "we urge the MPC to do everything possible to support growth and avoid a setback."



Important notice for traders with Syria

Any companies involved with importing goods from or exporting goods to Syria should check the latest Customs Information Paper (11) 69, issued by HMRC.

With immediate effect, this withdraws Notice 829, which contains the product-specific preferential rules of origin for goods exported to or imported from Syria only.

This is now in need of substantial amendment, which will take some time as there have been a number of changes to the commodity codes for products since the EU-Syria Agreement entered into force in 1978.



HMRC said that it is therefore important to ensure that the correct correlation is made between new codes and the origin rules contained in the Agreement. If any companies need to know which product-specific Rule of Origin applies to the goods they are importing from, or exporting to, Syria under preference, they are invited to contact HM Revenue & Customs by calling 01702 361959.

Customer Notice

OPENING HOURS
CHRISTMAS & NEW YEAR PERIOD

Friday 23 December – Close at 12.00pm

Monday – Wednesday 26/28 December –
CLOSED

Thursday 29 December –
Open till 1.00pm

(Southampton office only)

Friday 30 December – CLOSED

Monday 2 January 2012 – CLOSED

Tuesday 3 January 2012 – Open

Hampshire Chamber of Commerce

Chamber Rows to Victory At Its Boat Show Lunch

Jimmy Chestnutt, Chief Executive of Hampshire Chamber of Commerce welcomed approximately 200 business leaders from all over the county to the annual Boat Show lunch at the De Vere Grand Harbour Hotel in Southampton.

This is undoubtedly one of the Chamber's most popular and prestigious events in the calendar, held on the Boat Show's opening day. Sponsored by Condor Office Solutions this year's guest speaker proved very popular with the audience.

Mette Bloch, twice World Single Sculls Rowing Champion, had specially flown in from Copenhagen for the event. Mette, now a writer, broadcaster and stage comedian, presented an inspiring talk which not only chartered her sporting meteoric rise but more importantly provided



Photos courtesy of Barry Mann Photography

ed an insight as to the personal barriers she had overcome and the levels of motivation she required to help her achieve her goals. The audience were enthralled as Mette described how being tested to the

limits is all to do with changing the mindset, setting personal goals and doing one's best at all times.

Jimmy Chestnutt, CEO of Hampshire Chamber of Commerce said,

"This was another great event, with a fantastic overseas guest speaker. With such high quality speakers every year, the Hampshire Chamber of Commerce's Boat Show Lunch has become an event not to be missed. I am already looking forward to seeing who will be next year's speaker".

At the close of the event, Peter Robertson, Director of Condor



Office Solutions and President of the Chamber's Southampton Policy Board announced that the raffle had raised £1500 for The Honeypot Children's Charity, chosen by Mette Bloch, the speaker. The raffle was generously supported with 26 prizes being donated by Chamber members and supporters, who also purchased raffle tickets on the day.



Lunch Raises Large Donation for Honeypot

A big thank you to everyone who attended the Annual Boat Show Lunch at the De Vere Hotel recently, for helping to raise an impressive £1,500 for the Honeypot Children's Charity. Former rowing world champion and motivational speaker, Mette Bloch kept guests entertained with her insightful talk and is pictured with Jimmy Chestnutt and Honeypot's Bumble.

The charity provides respite holidays and ongoing support for young carers and vulnerable children in the South of England, some are as young as five, and are responsi-

ble for caring for a sick or physically disabled family member. For these children,

Honeypot is their only chance for a break. The money raised from the raffle will help to fund these desperately needed holidays for children in the local area. Please call 023890 890002 for information on how you can help.



Hampshire Chamber Thanks Diguru

Hampshire Chamber of Commerce would like to thank our Gold Parsons Diguru, a Green Print Provider, based in Eastleigh for their dedication in designing, printing and delivering the corporate printing for our Southampton Boatshow Lunch.

Their dedicated team worked all hours to make sure that the finished product was of high quality and delivered before the deadline.

Working with Alex, Luke and the rest of the

team meant the Hampshire Chamber of Commerce Events Team knew that the printers had everything in hand and was one less thing to worry about. Thank you Diguru we would have been lost without you!



Events diary

NOVEMBER 2011

Hampshire Chamber Conference in association with Daily Echo & Hampshire Chronicle
Wednesday 2nd November
 Winchester Guildhall
 8.30am – 2.30pm
 Sponsored by:
 BDO & Clarke Willmott

November Networking Lunch
Thursday 17th November
 Grand Café
 12.15pm - 2.15pm
 Sponsored by:
 British American Tobacco

Meet the Chamber & Business Exhibition
Tuesday 22nd November
 City college
 4pm - 6pm

Sponsored by:
 City College

For more information on all of our Events visit
www.hampshirechamber.co.uk
 or contact the events department on
 02380 223541

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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 Ip

Antony Fanshawe
Bebbies Traynor Group

Chris Ricketts
Ricketts & Co

Jacqueline Moore
Radcliffe & Co (Life & Pensions) Ltd

Geoffrey Onoufriou
Eric Robinson

Hayley Bevis
Thomas Eggar LLP

Ian Govier
Grant Thornton

Jane Michel
Emphasis Consulting

Juliet Lewis
Bond Pearce

Kelvin Farmaner
Tretowans LLP

Leigh Atkinson
Royal Bank of Scotland

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

Heathrow Hub will bring fast rail to the south

Heathrow Airport is the UK's major airport and only hub airport. As such it should serve as the hub for intermodal air, rail and road travel in the UK, but it doesn't – yet.

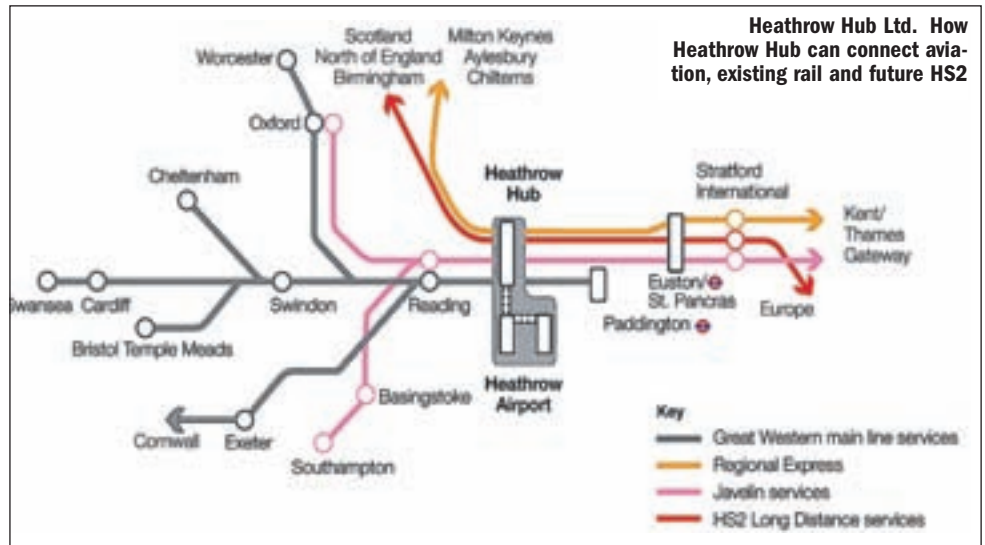
Hampshire Chamber of Commerce members were privileged to hear a presentation to its Planning & Transport Committee in October by Steven Costello, Director of Heathrow Hub Ltd, who outlined details of their Heathrow Hub proposal as an alternative to the HS2 scheme currently being looked at by the government.

The Chamber of Commerce responded to the HS2 government consultation this summer as well as writing to the Secretary of State for Transport last year, saying that Chamber members were concerned that High Speed Rail, as currently proposed under the "HS2" review, does not provide a fast rail link to businesses in the south and west of England and omits to connect to the UK international air hub at Heathrow Airport. In his reply the Secretary of State said he believed that any new high speed line should be directly connected to Heathrow.

The illustrations presented to the Chamber show how the Heathrow Hub Proposal gives the opportunity to provide High Speed Rail that fully integrates Heathrow Airport with a new intermodal air, rail and road interchange that will create improved transport links to/from Heathrow and the rest of the country, together with good links to the south and southwest regions of England.

The first phase of Heathrow Hub will provide a major new railway station alongside the airport to serve existing GWML services from Bristol, the south coast, south west, Cotswolds and South Wales, as well as Crossrail. The Hub would also allow for direct road access from the M25 for cars and coaches and provide passenger terminal facilities linked directly by fast airside transit to the airport.

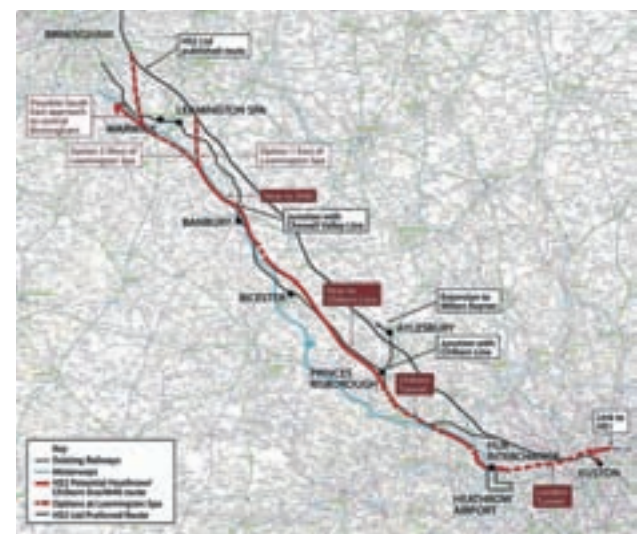
The second phase of the Hub could provide Heathrow's direct interchange with HS2 on a through alignment via the airport as is the case in France, Germany and Holland, rather than leave the UK's only hub airport on a branch line connection to West London. It also provides more options for a less environmental-



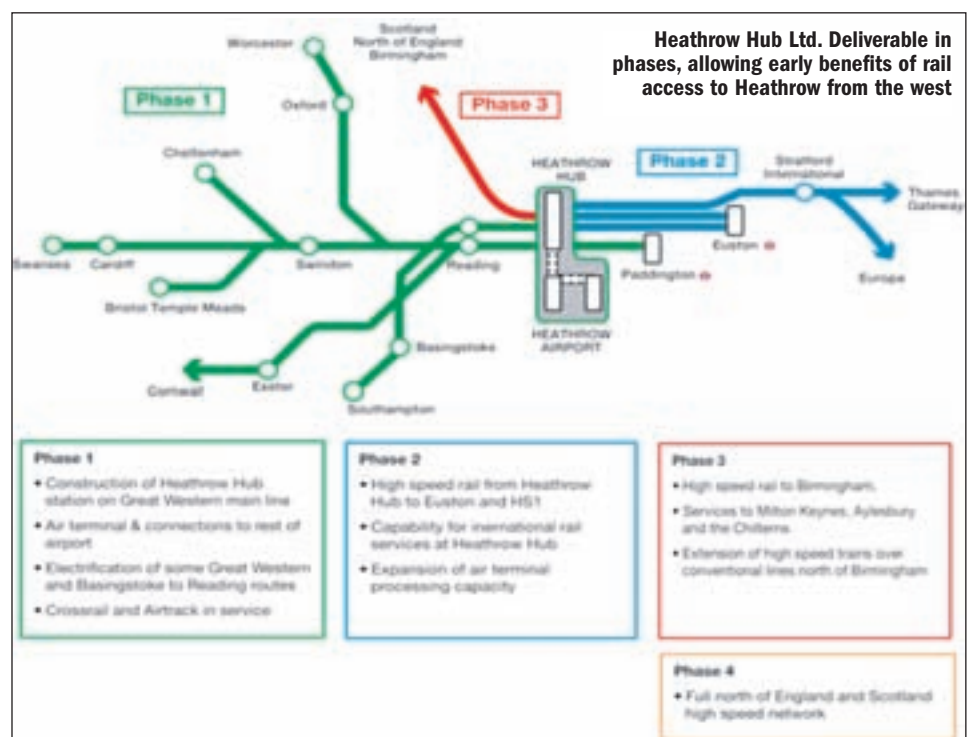
ly damaging HS2 route, reducing the environmental impacts on London's suburbs and the Chilterns Area of Natural Beauty through better use of existing transport corridors.

Strategic national road and rail networks are very significant for Southampton as a major port and cruise passenger terminal, international transport hub and a large urban area. Hampshire Chamber urges the Government to grasp the opportunity to deliver wider economic, social and environmental benefits to the region with this Heathrow Hub proposal.

If you would like more information or wish to support this proposal, Steven Costello would like to hear from you at steve@heathrowhub.com.



Heathrow Hub Ltd. HS2 via Heathrow Hub allows a more southerly route, avoiding the widest part of the Chilterns Area of Outstanding Natural Beauty



What Is The National Employment Savings Trust (NEST) and Auto Enrolment?

The Government is committed to filling the pension savings gap that exists for many employees in the UK and they have launched NEST as a new, low-cost, saving scheme being introduced from October 2012.

Auto enrolment is a process whereby employees are automatically entered into a pension scheme without any form of application on their part. Many employees fail to join valuable pension schemes where they first have to initiate an application process. Auto-enrolment by their employer is meant to overcome this obstacle.

When the pension reforms are introduced in 2012, all eligible employees will have to be auto-enrolled into a qualifying pension scheme. Employers will be able to choose which qualifying scheme to use, including the new NEST. All qualifying schemes must meet minimum standards; either of the benefits it provides or the amount of contributions paid to it, and must also provide auto-enrolment for all eligible employees who have not already joined the arrangement and for all new employees when they become eligible.

The dates for auto enrolment

have been published and there is a 43 step process that the regulators are adopting starting with larger firms in 2012 and then on to smaller firms.

If you choose a defined contribution scheme such as NEST as your qualifying scheme, the minimum contributions you pay are based on a band of earnings known as qualifying earnings. Qualifying earnings are those between £5,035 and £33,540 in November 2008 terms. The amount an employer will need to contribute will start at a minimum of 1 per cent of qualifying earnings and will rise to a minimum of 3 per cent by 2017.

In addition employee contributions will start at a minimum of 1 per cent of qualifying earnings and will rise to a minimum of 5% by 2017.

Employers may have existing pension arrangements or effect new ones to exempt them from joining the NEST. This detail will be looked at in our next article.

Colin Perryman, Chair of the Chamber's Tax Finance and Legal Committee, colinp@radcliffe-ifa.co.uk Radcliffe & Co Independent Financial Advisers www.radcliffe-ifa.co.uk

Chamber Launches Premier Business Leaders Group

On Thursday 29 September at a prestigious invitation-only lunch at St Mary's Stadium, Hampshire Chamber of Commerce successfully launched a new Hampshire Business Connect - a premier networking group for Chief Executives, Managing Directors and Senior Managers.

Dick Oram, President of Hampshire Chamber of Commerce, chaired the first event and welcomed Dennis Turner, Chief Economist for HSBC Bank plc, London City and respected Financial Director's economics columnist as special guest.

Dennis fielded a "questions and answers" session that yielded much debate on the

effects of recession, common misinterpretations of causes, currently statistical evidence versus fiscal measures, and the global economy. Recognising Hampshire's strengths, Dennis left our captains of industry and commerce in no doubt that the recovery locally and regionally was a matter of working collectively with consistent goals, whilst developing strategic and practical frameworks to deliver real growth and sustainability. Dennis recommended looking at traditional manufacturing bases, renewable energies, processes and business support.

Jimmy Chestnutt, Chief Executive of Hampshire Chamber of Commerce said,

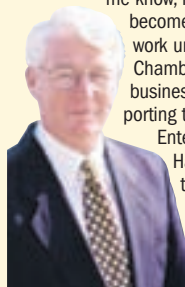
"The economy was the perfect subject in which to launch the new group. The new group allows Hampshire Business leaders as part of their membership to the Chamber, to enjoy the opportunity to peer level networking at invitation only private dinners and lunches, access to interesting high profiled speakers and participation in lively high level debate."

During the coming year, group members will receive quarterly complimentary invitations to special Hampshire Business Connect events across the County. For further information, please contact Lisa Hall, tel: 023 8020 6158 or Email lisa.hall@hampshirechamber.co.uk

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
1 November	Southampton Planning & Transport Committee	Nick Farthing, Sustrans and Chamber Committee Chair
2 November	Talking Business - Chamber Inaugural Conference	Margaret Toms, Head of Events & Training and staff.
3 November	Southampton Tax Finance & Legal Committee	Colin Perryman, Radcliffe Group and Chamber Committee Chair
3 November	Fareham Town Centre Steering Group	Margaret Toms, Head of Events and Training
3 November	Southampton Connect meeting	Jimmy Chestnutt, Chief Executive
7 November	Andover Local Policy Council	Jimmy Chestnutt, Chief Executive, Ian Welland, Head of Area Developmt
7 November	Enterprise M3 LEP Implementation Group at Basingstoke	Jimmy Chestnutt, Chief Executive
8 November	Basingstoke Area Committee	Jimmy Chestnutt, Chief Executive Ian Welland, Head of Area Developmt
8 November	City Centre Management Meeting	Jimmy Chestnutt, Chief Executive
15 November	Southampton Business Board	Jimmy Chestnutt, Chief Executive
20 November	Fareham Christmas Lights event	Margaret Toms, Head of Events & Training
24 November	Blue Lamp Trust meeting	Jimmy Chestnutt, Chief Executive
29 November	Hampshire Chamber of Commerce Board meeting	Jimmy Chestnutt, Chief Executive
30 November	Planning & Transport Committee	Nick Farthing, Sustrans and Chamber Committee Chair

Please email kristine.salomon-olsen@hampshirechamber.co.uk if you have any issues that you would like raised at these meetings.

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

Justin Urquhart Stewart Wows audience with his wit & wisdom

Hampshire Chamber of Commerce member, The Wow Company, succeeded in putting on another great event at the Rose Bowl, Southampton last month as over 100 business owners were inspired by a very special guest speaker, Justin Urquhart Stewart who had travelled down from London especially for the event.

Justin, co-founder of Seven Investment Management (7IM) shared his unique insights with those present. He drew upon his experience as an entrepreneur who built his business from scratch and also as one of the world's most respected businesses and economic commentators. His entertaining talk included witty insights and key economic predictions for the future.

Peter Czapp from The Wow Company commented afterwards:

"Justin fits in with our ethos that economics and accounting need not be boring. There was a real buzz in the room throughout the event and everyone really enjoyed the evening. We're looking forward to our next Wow Event 'The Unlucky Millionaire' on 7th December at Intech, Winchester".

The Wow Company also announced the winner of its prestigious Wow Network 'Entrepreneur of the Year' award on the night, with the winner, Andrew Skipsey from M12 Solutions, thrilled to receive the accolade.

For information about the next Wow event, Google 'The Wow Company Event'



Grant Thornton voted this year's best employer

Business and financial adviser, Grant Thornton, has been voted one of the top 5 employers for students on paid internships and work placements. The firm scored an impressive 8.72, making them this year's best employer.

The accountancy firm which places strong emphasis on finding and developing new talent hires 100 students nationwide a year for internships and placements. Student recruits are trained and given the opportunity to work with a range of Grant Thornton's global clients, plus opportunities to further their skills outside of work.

Students gave strong positive feedback and many have returned under its graduate and school leaver programmes.

Stephen Mills, Office Managing Partner at Grant Thornton in Southampton, says: "It is crucial that we offer these opportunities in

the south. Grant Thornton does all that it can to support and drive employment, particularly for young people aged 16 to 24, where unemployment has reached one in five, the highest figure since comparable records began in 1992.

"With so many young people out of work, we're keen on finding and developing new talent through our graduate and school leaver programmes. Grant Thornton takes the training of our young people very seriously, and our winning the award for 'best placement and internship employer' highlights our ongoing commitment in this area," concluded Mills.

Since the beginning of this year Grant Thornton Southampton has supported five graduate trainees in completing their studies and qualify as chartered accountants. Plus taking on four more trainees over the next few months.



Council sells Eastpoint site to local leading apprenticeship firm

Southampton City Council is paving the way for more apprentices to be trained in the city.

The council's Cabinet last night agreed to give a local apprenticeship training company the chance to purchase its soon to be redundant Eastpoint Centre site.

The Eastpoint Centre is due to be passed back to the council following Eastpoint's relocation to its state of the art new conference facility next month.

Apprenticeships Training Limited (ATL), currently based in Hedge End, will move into the 5.9 acre site in Bursledon Road on a short term lease with an option to purchase the site.

Councillor Royston Smith, Leader of Southampton City Council said: "This is great news for the area and residents. This means we will utilise an existing building and bring an apprenticeship training

company to the city.

"There are huge cost savings in not having to demolish the site or having security there whilst we look for an occupier.

"ATL offer great apprenticeship training to Southampton. We are always keen to keep jobs in the region, keep our young skilled people, while saving our taxpayers money."

ATL is a training company for people who already work or want to work in the building service engineer sector. They are part of MIS group with an annual turnover in excess of £67m.

Cabinet agreed that ATL can now occupy the old Eastpoint building, while they are looking to prepare a planning application for a new purpose built training facility which they will fund once the site has been purchased, when the short term lease ends in 2013.

Is This The Longest Arts Sponsorship In The Region?

Paris Smith, Solicitors based in Southampton have just renewed their sponsorship of the Mayflower Theatre. The sponsorship which goes back continuously over the past 15 years is probably the longest Arts sponsorship relationship in the region.

Senior Partner Nick Vaughan said "Our continuing business relationship with the Mayflower goes back a very long way, it shows how important we feel this regional theatre is to both the City of Southampton and our firm. All our staff and their fam-

ilies have the opportunity to enjoy the benefits of our partnership.

This wonderful Theatre which is still independent and run by a charitable trust brings the opportunity for everyone to attend West End quality productions that are usually only available in London. The Mayflower is much more than a major events venue in the region for theatre, it has its own restaurant, an education programme and seating for 2300 with disabled access, the Theatre attracts half a million visitors a year. Our Partners

and staff are proud to be associated with this wonderful theatre"

Wycliffe Musuku, Finance Director said, "The Mayflower Theatre prides itself for being at the heart of our local community, and are delighted that another prestigious local company, Paris Smith, Solicitors will be supporting the Theatre for another three years. The Theatre and Paris Smith have been partners for many years and we are confident that their generous sponsorship will continue for many more years."



Furzey Gardens – a meeting, training or awayday venue with a difference..

Nestling in the historic village of Minstead, in the heart of the New Forest, Furzey Gardens is a meeting venue with a difference. The Furzey Gardens Charitable Trust provides work training opportunities for people with learning disabilities and by choosing our facilities for your meeting, training or workshop you will be directly supporting our organisation in achieving its aims.

Although just five minutes from the M27 motorway, the Gardens are a haven of peace and tranquillity and are the perfect environment to nurture clear and creative thought. Visitors hiring the meeting rooms are also invited to roam the 10 acres of stunning woodland gardens which boast a renowned collection of plants from around the world, a lake and distinctive thatched structures offering views over the open forest. The students work in the gardens every weekday, and in recent years have been involved in extensive regeneration and conservation work. Furzey Gardens offers the use of a light and airy meeting room, break out areas and a covered terrace which is a lovely spot to enjoy refreshments overlooking the Gardens.

Furzey Gardens can accommodate approximately 25 people – if you require a more formal environment seating up to 40 people, you may like to consider the conference facilities at Minstead Lodge, the Minstead home of Furzey Gardens' sister charity, the Minstead Training Project. This spectacular Victorian Manor house offers the use of three large rooms of character and a beautiful terrace overlooking open forest. Conferences provide the opportunity for students with learning disabilities to gain housekeeping, catering and hospitality work experience and are a very highly valued element of our provision.



You will be joining our working organisation for a day, and as a visitor you will notice a hum of happy, purposeful activity in and around the Lodge. Staff and students will be working nearby; some making sure that you have everything that you need, others busy in their work of their day.

For more information and to arrange a visit to Furzey Gardens, call Jane Spencer on 02380 812464 or visit our website www.furzey-gardens.org. For Minstead Lodge, contact Liz Feltham on 02380 812297

www.minsteadtrainingproject.org.

Fall in Time to Pay agreements as taxman gets tough

A continued fall in the number of Hampshire businesses allowed to defer tax payments reflects the tougher line HMRC are taking, says insolvency trade body R3. The harder line taken by the taxman with late payers may push more businesses over the edge.

HMRC statistics show that in the six months to the end of July 2011, just 1170 businesses in Hampshire were allowed to defer tax payments with a total value of £24 million under the Time to Pay scheme, which was designed to provide valuable breathing space for struggling companies during the economic downturn.

The figures were first published in 2009, when 5730 agreements were reached in the county, and they show a continuous decline. The 2010 total was 3230.

However, Hampshire's struggling businesses are in the same boat as others across the region. The total number of businesses with payment arrangements in the South East fell from 21,300 in 2010 to just 7,480 in the first half of 2011. Worryingly, the 2011 figures show that this relatively small number of arrangements still added up to a total debt of £120m – just £80m short of 2010's total.

Nick Keitley, regional chair of R3 and partner in law firm Bond Pearce explains:

"These figures are concerning because they suggest that it is larger companies with larger debts that are being helped by the scheme."

"Smaller businesses in particular should take heed and be sure to take professional advice at the first sign of financial distress. They cannot rely on the tax man for leeway."

Mr Keitley's warning is backed up by the recent sharp rise in company liquidations, which indicates that HMRC is now stepping in to wind up companies that have been given time to pay and still not done so, or late payers without Time to Pay agreements in place.

"Companies with cashflow problems should be aware they can no longer rely on deferring their tax bill as a survival strategy, but must seek early professional advice to get their house in order," he says.

HMRC has announced that these latest Time to Pay figures are the last ones that will be released. Nick Keitley says: "We are concerned that HMRC will no longer publish these figures from now on as we believe it is in the public interest for businesses and their advisers to have a window on HMRC practice."

Professionals near you can be found at www.r3.org.uk



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



SiS Strengthens its Portfolio with a little support from Paul Stocks

In just under 12 months Paul Stocks has certainly made an impact at SiS by winning and managing a number of high-profile commercial refurbishment projects. Recent clients include Wessex Advanced Switching Products and Incape.

Having worked within the cruise ship, property fit out, refurbishment and shop fitting industries for over 25 years, in varied roles including Project Management, HR and Quality Management, Paul has built up an extensive, in-depth understanding of the refurbishment industry, enabling him to effectively manage projects of all sizes, including many in excess of three million pounds.

Each project involves Paul

working closely with the customer to ensure works are completed on time, within budget and to exacting customer specifications whilst working effectively alongside additional contractors, often taking on the integrator role, in order to get the job finished.

Simon Bailey, Founding Director, SiS, said: "Paul provides our clients with a first class service, involving the client as part of the project team and achieving the very best results in line with the brief and in excess of client expectations. Paul is a very valuable member of our team and will continue to contribute in providing our clients with exemplary service and delivery."

www.sisworkplace.co.uk



Christmas Cheer In Southampton!

Make a date in your diary for 17 November, 6pm. Southampton City Centre will be the place to be for an event for the whole family and not to be missed!

Yes folks, Christmas will be launched with the Marlands Shopping Centre, WestQuay and the Market all joining forces to create the ultimate Christmas experience. The fun begins in the Marlands when special guest The Worshipful The Mayor of Southampton Councillor Terry Matthews will officially switch on the lights and welcome Santa with the help of characters from The Nuffield Theatre's Christmas Panto 'The Borrowers.'

The Mayor's procession will then be entertained whilst on procession through to Above Bar Precinct for Southampton City Centre Management's opening of the new Christmas Festival Market which will include also include Southampton's Town Crier John Melody. The Festival Market

will have traders from all round the world.

Straight afterwards, it will then be time for the Mayor to join Willy Wonker in WestQuay to make a chocolate pizza and listen to the Love Soul Choir celebrate Christmas with a host of festive songs. Joining The Mayor of Southampton and Town Crier will be Andy Collyer, General Manager of WestQuay; Arnold Catterall, General Manager of The Marlands Shopping Centre; James Shanley of SMT Management for the Christmas Festival Market; and Hampshire Chamber of Commerce Head of Area Development Ian Welland.

Come, bring the family and enjoy all the events and take advantage of many shops late opening hours. For further information, click onto www.southamptoncitycentre.co.uk or phone 023 8020 6167. See you there!

Four Red Stars awarded to Hand Picked's Rhinefield House Hotel

Hand Picked Hotels has been awarded the AA's high accolade of four Red Stars for Rhinefield House Hotel, Brockenhurst, Hampshire.

The AA announced the new Red Stars at a ceremony in London. Eight of the 17 hotels in the Hand Picked Hotels collection now have the prestigious Red Star status. Buxted Park Hotel, Ashdown Forest, East Sussex, was also awarded four AA Red Stars at the ceremony, placing both hotels in the top 200 hotels in the UK and Ireland.

Julia Hands, Chairman and Chief Executive of Hand Picked Hotels, said: "This is the highest endorsement from the AA for Buxted Park Hotel and Rhinefield House Hotel and we are delighted that we now have eight hotels among the top 200 hotels in the UK. Hand Picked Hotels is a collection yet each hotel is highly individual. The common thread is the emphasis we place on outstanding quality and service and the latest awards of Red Stars reflect this commitment."

Built in 1887, Rhinefield House Hotel is set among towering pine trees in 40 acres of grounds in the New Forest National Park, Hampshire, a splendid Gothic mansion, with stunning interiors. Rhinefield House offers a 2 AA Rosette fine dining restaurant and a more informal Grill restaurant, 50 bedrooms, an outdoor pool, plus a small indoor leisure facility and pool, with excellent facilities for leisure breaks, weddings and meetings and conferences. The Great House designed by architects Romaine-Walker and Tanner of London, incorporates a

mixture of styles, both externally and internally, reflecting the personal tastes which its owners, the Walker-Munros, acquired in their travels. Thus Tudor combines with Gothic architecture, while inside, the Grand Hall has many features of the Westminster Hall and the master's smoking room reproduces the splendour of the Alhambra Palace in Granada.

Jonathan Owen, General Manager of Rhinefield House Hotel, said: "The Red Stars award is a wonderful tribute to the team at Rhinefield House, who are all passionate about providing the very best experience for our guests and we are delighted that our efforts have been recognised."

The Hand Picked Hotels collection is in outstanding locations across the UK. The hotels are renowned for exquisite food, fine wines and excellent service in relaxing surroundings. The hotels are all architecturally splendid former private country houses with fascinating histories, mainly built in the 18th and 19th centuries to enable their owners to entertain guests on a grand scale - including royalty, prime ministers, captains of industry, writers and film stars. The hotels range from mediaeval, to Georgian Palladian, from rural manor house to stately Edwardian grandeur, representing centuries of hospitality. Today, the hotels offer the opportunity to experience the indulgence of a country house visit without needing to be on an exclusive guest list.

www.handpickedhotels.co.uk

Bournemouth-based Adido continues to expand and attract exciting new business

Bournemouth-based digital marketing agency Adido has announced both a range of exciting new business wins as well as a further expansion of their vibrant and dynamic team.



The agency, which was set up in 2003 and underwent an exciting rebrand in July, has grown substantially in the last year alone thanks to their "Do Digital Better" ethos. Their impressive digital results continue to attract new business and some of the best local digital marketing professionals. Adido welcome's a further three new digital marketing professionals, Laura, Verity & Katie to the team!

Laura Cannings joins Adido as the new creative lead. With over 10 years experience and a great pedigree working for many large clients Sony, Sunseeker and Nokia she is a great addition to them team.

Verity Chetwynd has worked in

many roles for many large companies like the Walt Disney World Resort and Virgin Holidays. She joins Adido as a sales executive.

Katie Stockbridge joins as a Digital Media Account Executive having just graduated with a high 2:1 in advertising and marketing. Katie is no stranger to Adido as she undertook her placement year with the company and everyone is pleased she has returned full time.

Regular followers of updates to Adido's website will know that they held a sponsored bike ride to raise money for Youth Cancer Trust. Find out more and donate at <http://www.justgiving.com/AdidoYCT!>

Gold Patron



Stewart Dunn, Managing Director of Newsquest Hampshire and Peter Robertson, President of Hampshire Chamber of Commerce –Southampton Office

Photo by Barry Mann Photography

Newsquest

The special relationship between Newsquest and the Hampshire Chamber has now been in existence for over 160 years when Founding President of the Southampton Chamber Joseph Stebbing in 1851 was also the Chairman of the Hampshire Advertiser. More recently Stewart Dunn, Managing Director of Newsquest Hampshire, also served as President of Southampton & Fareham Chamber of Commerce.

In all those years the Chamber and the newspaper have worked together in sharing a common goal of promoting business and economic growth throughout Southampton and the county.

Now in 2011, as Gold Patrons of Hampshire Chamber, the partnership continues to be underlined with collaboration with the Chamber and its extensive membership with the area's leading daily and weekly newspapers which are at the very heart of the community they serve.

Importantly, Newsquest's decision to

be a Gold Patron is based on the value which membership returns from being able to network with business and contribute to delivering Business Excellence.

We would recommend any business, large or small, to become involved and be a member to gain the benefits of being part of the Voice of Business for Hampshire.

Again in partnership the Hampshire Business Magazine carries the 'voice of business' with all the Chamber news from your area every month and highlights the many achievements, initiatives and business issues that the Chamber is working on as well as highlighting members' achievements.

Recent events such as the Southampton and Winchester Annual Business Awards together with the Business Works Exhibition and the Talking Business Conference underline the strength of Newsquest's special relationship as a Gold Patron with Hampshire Chamber both now and in the future.

Our patrons

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

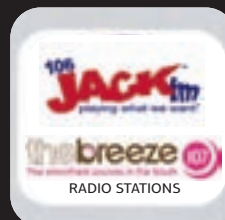
PLATINUM PATRONS



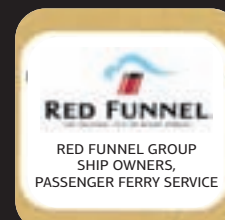
GOLD PATRONS



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

Kingswood Cassy & Hull Ltd



Claret Catering



Interview Nerves A Thing Of The Past

Approximately thirty leading business people went back to school as part of the Young Chamber project to help interview the whole of Year 11 at Regents Park Community College in Southampton.

The school, and students, had identified in previous years how anxious students were about interviews and asked Hampshire Chamber of Commerce if they could help with the new Year 11s. Many students had never experienced interviews before, or had only experienced very basic interviews, prior to work experience placements. Students went in with nervous faces but came out smiling and ready for real interviews next time.

Those interviewing also enjoyed the experience as shown through a selection of comments below: Hannah Berry from Bond Pearce LLP said, "The day was a real success, a very fulfilling exercise and hopefully an experience the students will remember and use in the future. We inter-

viewed a wide range of students from the ultra confident to the painfully shy but I think we all said that every student eventually came out of themselves and managed to gain something from the experience. I really enjoyed it and would definitely do it again next year."

Andy Burrige from ARC Fire Safety said, "The girls took it seriously and were focused, polite and determined to give a good account of themselves. I commented on the day that one of the girls was very impressive with her attainment so far at College, and had her A levels, University and early career well mapped out. She also took goal setting seriously too, and interviewed so well that I would have employed her on her enthusiasm and application on the spot. This is obviously a reflection on the standards at Regents Park Community College".

Mark Miller from 2M Transport Solutions Ltd said, "I was delighted to be part of this

exciting project, which gave students a taste of real life interviewing by local business people. The enthusiasm, focus and skills being demonstrated by the pupils at such a young age was truly amazing."

Jonathon Brown, Relationship Manager for NatWest said, "It was humbling experience talking to so many young and capable students, allowing them to demonstrate their capable business and verbal skills in an interview situation. Many showed great drive and understanding of their desired career paths. Being able to assist at a day like this was incredibly rewarding. May I again thank you for the day"

Patrick Treasure Jones, Recruitment and Retention Manager for British Gas said, "It was great to see how confident and positive the students were and how many of them had clear plans for their future. We thoroughly enjoyed the experience and look forward to getting involved in any future events".

Danielle Harris from ITN Mark Education said, "What a thoroughly enjoyable and rewarding day! Young chamber interviews are definitely a crucial part in developing young adults' confidence and preparing them for their future career choice. I would most certainly volunteer to become a mock interviewer again".

Marcus Nanson from MKN Recruitment said, "As an experienced interviewer, I was refreshingly pleased to hear the students' aspirations and plans for the future and I hope the experience proved valuable to them in their future careers"

There were many more interviewees involved then quoted above, everyone's contribution was very much appreciated.

Hampshire Chamber of Commerce would like to thank all those that took part as their involvement really makes a difference.



Chamber passport

To access Chamber Member Offers and Discounts provided by the online Chamber Passport scheme, all you simply have to do is visit the website at www.hampshirechamber.co.uk and click on the "Chamber Member Offers" section on the left hand side. Click on this, enter the pass code and start saving. The offers on the website are increasing on a regular basis. Please remember to check the website for terms and conditions for each offer.

This service benefits all members: sole traders without the time to network; SMEs that do not need help with the various Chamber services and larger companies that employ many staff can use it as both a retention and recruitment tool.

Here is the latest update added to the Chamber Passport offers since the previous publication and already on the website:

- Feet Wave are offering a complementary 15 minute Fish Pedicure with every Minx or Shellac Treatment booked throughout November. Feet Wave offer Fish Pedicures with a difference. Located in Port Solent Marina visit them in their amazing and glamorous 1950's Retro Style American Airstream. They have the ideal setting for parties, birthdays, team building events and work outings and are happy to offer exclusive use of their van. As well as Fish Pedicures, they also offer a luxury range of related products and treatments, including Minx Nails, Shellac and OPI Polishes. Gift Vouchers make an ideal present, available online or in store.



- Compare Workspace They are offering for any Hampshire Chamber of Commerce member a '3 for 2' deal where the member pays for 2 areas and gets the third free of charge when using the website www.compareworkspace.com to advertise. This is a new initiative, advertising for business to business companies whose services/products would particularly appeal to other businesses who are just setting up or moving offices for any reason (ie a B2B marketing opportunity for companies such as storage companies, removal companies, office supplies companies), starting from just £10 plus VAT per month per postal area (ie SO, PO, GU, BN).
- The Portsmouth Marriott Hotel are offering an exclusive 10% discount on their 2011 Festive Celebration Packages. Celebrate this Christmas and New Year
- The Portsmouth Marriott Hotel are also offering an exclusive discounted 2011 leisure membership rate. They have a heated indoor swimming pool, a fully equipped gymnasium with the latest cardiovascular equipment and free weights and a pampering Health & Beauty Salon. Their spa bath, sauna, steam room and fitness classes will take away the stress of the day. They are also offering a free day trial and discounted member-

ship of £41 per month, with no joining fee!

- The Rose Bowl are offering a 25% discount for their annual Fireworks Party when it returns on Friday 4th November following last year's sell-out event. The 2011 display is promising to be bigger and better with more entertainment, fun and bangs than ever before! The event will open on the Wave 105 stage with Steve Power and live music by 'The World's Number One Lady Gaga Tribute'! This is followed by the spectacular firework display which will be set to your favourite rock anthems of all time. You can also ride the dodgems, hook a duck or test your skills on the coconut shy as there will also be a traditional fun-fair with fairground stalls all around the ground. A wide selection of hot food and drinks will be available during the evening (gates open 5.30 p.m. All tickets £6.00 in advance or £8.00 on the night (Children 5 and under are free). Family ticket: (2 adults & 2 juniors aged 6 - 16 years) £18 in advance or £24 on the night. Car Parking is also available at £6.00 which will need to be booked in advance - no car parking will be available on the night. This offer must be purchased by phone.

For more information and full terms and conditions please visit our website.

If you would like to add an offer, do not have the pass code or simply wish to find out more please contact our membership team by email at coral.benham@hampshirechamber.co.uk or call 023 8022 3541.