

chambernews

the independent voice of local business



Riding On The Crest Of A Wave: Chamber Salutes The Marine Industry's New Year Cheer!

2012 has started with more than chimes and cheer, with news from the British Marine Federation (BMF) that they have held constructive and productive discussions with the British Growth Fund (BGF) an independent organisation backed by the UK's main banking groups, created to help the UK's fast growing smaller and medium sized businesses. And this is all good news for Southampton and Hampshire-wide marine based businesses.

The BMF's announcement follows the launch at the PSP Southampton Boat Show in September of 'A strategy for growth for the UK Marine Industries.' Bringing together the expertise of business, innovation, and government support, the strategy establishes a foundation for ambitious but sustainable long-term growth. The positive engagement of the BMF

with the British Growth Fund is seen as a major step forward toward the solidity of this foundation with clear objectives to deliver.

Jimmy Chestnutt, Chief Executive for Hampshire Chamber of Commerce said, "UK marine industry employ nearly 90,000 people which contributes an estimated £3.5 billion gross to the UK economy. There are over 5000 companies in the areas of commercial, leisure, naval and offshore renewable ventures which occupy niche marketplace positions and lead the world. In our area, there are a large number of small medium sized marine businesses which will directly benefit. There is no doubt that the UK's marine industry continues to provide excellent prospects for real economic growth thus creating new jobs and a highly skilled workforce. Southampton

and indeed Hampshire, is at the forefront for growth and Chamber is proud to continue its support to the marine industry."

There is an indication in Southampton of renewed confidence in our local marine industry with the opening of Griffon Hoverwork Ltd's new production facility and offices at Merlin Quay, Woolston, which took place on 1 December. Jimmy Chestnutt, Chief Executive of Hampshire Chamber of Commerce and Peter Robertson, President of the Chamber's Southampton Office, attended the formal ceremony with guest of honour being John Denham MP for Southampton Itchen. The event included keynote addresses by James Gaggero, Company Chairman; and by video link, the Minister for Trade and Investment Lord Green of Hurstpierpoint.

Griffon Hoverwork is enjoying a major growth in business, thanks in part to a recent order for 12 large craft for the Indian Coastguard.

The Marine Industries Growth Strategy is forecast to achieve £8billion new investment by 2020 and help grow the Marine economy to a massive value of £25billion. The strategy identifies the following criteria crucial to success: capitalising on export opportunities, particularly with growing economies like Brazil, Russia, India and China; expanding the domestic offshore renewable energy industry; building on partnerships with universities to continue to produce world leading research, innovation and investment; and above all, a greater co-operation across the marine sector businesses and governance. .



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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Hampshire Economic Partnership agrees to cease trading

Hampshire Economic Partnership (HEP) has agreed to cease trading, with immediate effect, as a result of significant financial challenges it has been facing and changes in the economic development landscape.

The closure of a major funder, the South East England Development Agency (SEEDA), and public sector cuts, which have seen councils reduce their contributions to the HEP, have played a major role in the partnership's decision to cease trading.

The move also follows the creation of a new Hampshire Business Alliance - announced recently to bring together the HEP, the Southern Enterprise Alliance and the Hampshire Chamber of Commerce.

The purpose of the Alliance, launched in early November, is to consolidate the work of the three organisations on business support and to act as a united voice for business and economic growth in Hampshire. This includes combining services to reduce overlap, resources and operating costs, as well as looking at where the organisations can complement each other.

Against this background, HEP's Board has decided to cease trading and a liquidator will be appointed to take over the company's affairs.

HEP has been operating successfully for nearly 20 years, bringing together business, local government and regional agencies to promote and encourage economic growth and prosperity in Hampshire. Its work has included organising conferences, applying for European Union funding and holding 'meet the buyer events' where small companies can be put in touch with the buyers of large organisations. It has a well-established network of eight trade sector task groups, which reflect the needs of business across the area.

The Board are working actively to ensure that as much as possible of this good work will continue to be delivered through the new Alliance arrangements. The Alliance partners recognise the major investment of time and resources of business in the HEP and are determined that the business community should continue to have strong support in the areas of activity that the HEP has historically provided, particularly the sector task groups, strategic partners, research and events.

Dick Oram Deputy Chairman of the HEP, said: "The Hampshire Economic Partnership is proud of what it has achieved for Hampshire and its businesses over many years and we know that this work will continue through the new Alliance in co-operation with partner organisations, including the Local Enterprise Partnerships.

"What we have accomplished is testimony to the hard work and dedication of HEP's staff, together with the voluntary members of the task groups, all of whom have the board's sincere thanks for all they have done to support the company. HEP has enjoyed an enviable reputation through the public and private sectors and we leave a strong legacy and firm foundations on which to build future economic prosperity in Hampshire."

Jimmy Chestnutt, Chief Executive of the Hampshire Chamber of Commerce on behalf of the newly created Hampshire Business Alliance added: "We are ready to work with HEP stakeholders and the HEP Board to ensure the excellent foundation and track record of HEP can be built upon. This agenda will be developed further by the Alliance and we are keen to talk to stakeholders and strategic partners to ensure this good work can continue and be developed in co-operation with other partners across Hampshire."

Cllr Ray Ellis, Executive Member for Economic Development & Rural Affairs said "Hampshire County Council will support the new arrangements in every way"

For more information, please contact Dick Oram, Vice Chairman, 01329 226206

Diary dates



BEGIN 2012 WITH A MASTER CLASS IN MARKETING!

"How to make 18 million people aware of your product in 3 months"

Thursday 12 January, The Rose Bowl, 12.15pm-2pm
Join us for networking, lunch and the launch of the Hampshire Chamber of Commerce 2012 January -



June Business Events Calendar, plus a marketing class delivered by Ed Gould, Creative Director of Carswell Gould.

'JAZZ UP' YOUR NETWORKING

Thursday 9 February, The Concorde Club, 12.15pm-2pm

The Concorde Club, a firm favourite of our Southampton Chamber Members, opens its doors once again for our February networking lunch. The event is being sponsored by the *Southern Daily Echo* who will enlighten us on the market trends affecting you and the newspaper industry. Stewart Dunn, Managing Director Newsquest Hampshire will be on hand to



Southern Daily Echo

answer your questions following his short presentation. For further information email events.southampton@hampshirechamber.co.uk

Welcome to new members...

Alternative Fitness Solutions Limited

Gareth Millings, 2 Imperial Court, Andover, Hampshire, SP10 5NT

Tel: 01264 355153

www.alternative-fitness.co.uk

Alternative Fitness is the newest gym in Andover. We offer functional, effective training for all levels of fitness. It is the perfect routine for anyone on a short time frame. We are CrossFit affiliated as well as a British Weightlifting registered club.

Amazing Retreats – Spitbank Fort

Mark Watts, Clarence House, Stokenchurch Business Parks, Ibstone Road, Stokenchurch, Buckinghamshire, HP14 3FE

Tel: 01494 682670 Fax: 01494 400181

www.amazingretreats.com

Spitbank Fort is part of the collection of Amazing Retreats' iconic properties across the UK. In one of the most unique locations the sympathetic restoration has transformed this ex-military building into one of the world's finest venues, a must for meetings, conferences, events and leisure breaks.

Amiri Construction Limited

Mark Vincent, The Parkway, Wickham Road, Fareham, Hampshire, PO16 7JL

Tel: 01329 222200 Fax: 01329 222201

www.amiriconstruction.co.uk

Amiri Construction is a privately owned building contracting business, which prides itself on innovation, quality and success. We operate across the south on new build and refurbishment contracts in public and private sectors with typical values between £50k and £5m.

Bold Internet Limited

Adrian Bold, 16 Oldenberg, Whiteley, Fareham, Hampshire, PO15 7EJ

Tel: 01489 808770

www.boldinternet.co.uk

Bold Internet is a search engine marketing company based in Fareham, Hampshire, UK. It specialises in Google AdWords PPC management and Search Engine Optimisation (SEO) for businesses of all sizes. It is a Google AdWords Certified Partner.

Care Training Essentials Limited

Donna Graham, 1000 Lakeside, Western Road, Portsmouth, Hampshire, PO6 3ES

Tel: 07580 143959

www.caretrainingessentials.co.uk

We are a local Health & Social care training provider. We provide professional bespoke training packages to meet the needs of Care Providers. Our courses consist of Diplomas level 2,3 & 5 in Health & Social and all Mandatory Training in Health and Social care.

Furzey Gardens Charitable Trust

Tim Selwood, Furzey Gardens, Minstead, Nr Lymington, Hampshire, SO43 7GL

Tel: 023 8081 2464

www.furzey-gardens.org

Furzey provides training in life and work skills for people with learning disabilities. With ten acres of gardens within the New Forest, Furzey works as a social enterprise, financed by donations from thousands of tourists visiting the gardens each year. We also provide Conference Centre facilities for up to 25 people.

Grand Hotel Excelsior – Malta

Brian Bartolo, Great Siege Road, Floriana, Malta, FRN 1810

Tel: 00 356 2125 0520

www.excelsior.com.mt

As the premier destination among 5-star Valletta hotels, the Grand Hotel Excelsior is ideally located on the doorstep of a UNESCO World Heritage Site – the City of Valletta, with all its major attractions, art treasures, and historical architectural gems. This acclaimed Valletta Malta hotel prides itself in providing the discerning traveller with magnificent accommodation, breathtaking views, state-of-the-art meeting rooms, and an unforgettable dining experience.

HM Prison Winchester

Steve Neville, HMP Winchester, Romsey Road, Winchester, Hampshire, SO22 5DF

Tel: 01962 72354 Fax: 01962 723005

www.justice.gov.uk

HMP Winchester aims to provide work related skills and experience for prisoners. Our Enterprise Workshops undertake commercial contracts at highly competitive rates. We are seeking to expand these Workshops and would like to engage with local companies to explore opportunities.

HCR Limited

Adrian Leach, Copenhagen Court, 32 New Street, Basingstoke, Hampshire, RG217DT

Tel: 01256 812700

www.hcr.co.uk

Award winning global employee relocation specialist and property related services group. Providers of destination services throughout the UK and across the planet including Home Searches, property purchase schemes, education, and career advice to support group or individual relocations. Elderly dependant assistance and advice division.

JMB Accounting Services

Jan Buckett, 10 London Road, Liphook, Hampshire, GU30 7AN

Tel: 01428 727313

www.jmbaccounting.co.uk

JMB can look after all your accounting needs from payroll and bookkeeping through to final accounts and dealing with HMRC. Welcome pack, sensible rates and easy payment plans. Sage 50 accounts courses held at our Liphook Training Centre from beginner to manager.

MAB Solutions

Charlotte Webb, 55a Andover Way, Andover, Hampshire, GU11 3RJ

Tel: 01252 342228

www.mab-solutions.co.uk

MAB Solutions is an independent bookkeeping and management accounting service. We can provide a number of solutions, from one-off assignments to managing your entire accounts function. Services include bookkeeping management accounts, VAT, credit control, payroll, CIS and training.

Sebastian's Action Trust

Sue Guild, The Bluebells, Popham Lane, North Waltham, Hampshire, RG25 2BB

Tel: 01344 622500

www.sebastiansactiontrust.org

Sebastian's Action Trust is a registered charity providing respite holidays and practical support for seriously ill children and their families. The Bluebells is a purpose built holiday house recently opened in North Waltham, Hampshire, to provide holidays for families with very sick children.

St Vincent College

Lisa Rhodes, Mill Lane, Gosport, Hampshire, PO12 4QA

Tel: 023 9258 8311

www.stvincent.ac.uk

St Vincent College serves south-east Hampshire and provides a full range of courses for 16-18 year olds, informal and qualification courses for adults. ImpactPlus Training is the college's new business training arm and provides various workplace skills development programmes.

The Stroke Association

Ruth Dunkin, Roman Landing, St Mary's Place, Southampton, Hampshire, SO14 1AF

Tel: 023 8072 0431 Fax: 023 8063 2765

www.stroke.org.uk

The Stroke Association is the only UK wide charity solely concerned with combating stroke in people of all ages. We help stroke survivors and their families directly through our Life After Stroke Services, as well as being the leading funder into research against stroke and campaigning to raise awareness.

Verdo Renewables

Richard Smith, 45 Macadam Way, West Portway Industrial Estate, Andover, Hampshire, SP10 3XW

Tel: 01264 342000

Verdo Renewables manufactures, high energy wood fuels at its Andover site and also in Grangemouth, Scotland. Wood pellets are a practical, sustainable alternative to fossil fuels. Wood briquettes are a clean convenient alternative to logs or coal for the household stove or fireplace.

chambermembers



Classifications

Accountants

JMB Accounting Services

Bookkeeping & Accounts

MAB Solutions

Charity, Conference Centre

Furzey Gardens Charitable Trust

Charity, Rehabilitation, Education & Training

The Stroke Association

Children's Charity

Sebastian's Action Trust

Construction Company

Amiri Construction Limited

Educational & Training Establishments

St Vincent College

Energy, Renewable, Energy Efficiency

Verdo Renewables

Function Rooms & Corporate/Hospitality

Amazing Retreats - Spitbank Fort

Gym & Fitness Solutions

Alternative Fitness Solutions Limited

Hotels

Grand Hotel Excelsior - Malta

Prison

HM Prison Winchester

Relocation Services Company

HCR Limited

Search Engine Marketing

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Training Provider

Care Training Essentials Limited

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To update your details with us please contact:

Coral Benham

Customer Service Officer

Tel: 02380 206 159

coral.benham@hampshirechamber.co.uk



NETWORKING & EVENTS – expanding your business contacts
PR & MARKETING OPPORTUNITIES – raising your business profile
DISCOUNTS & OFFERS – saving you and your employees money
SKILLS & TRAINING – maximise potential through your people
INTERNATIONAL TRADE – taking local business global
REPRESENTATION – a powerful voice for your business

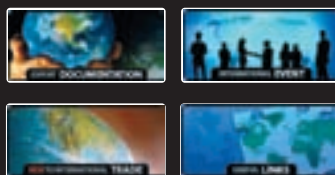


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For companies who are already in the export/import market and for those who are looking to move into it, the International Trade Centre working with UKTI South East is an essential tool to help you trade both easily and efficiently overseas



International Trade
Dates for your diary

January 2012
Export Starter 25th & 26th
9.30am - 4.30pm

February 2012
Export Documentation 8th February
9.30am - 4.30pm

Additional International Services

Electronic Certificates of Origin,
EUR1 & A.TR Certificates

International Credit Checks
working with
UK Trade & Investment South East

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>



Thomas Eggar assists Baltic Oil Terminals PLC with complex acquisition of Haahr Tank-Lager A/S

Thomas Eggar LLP, has assisted Baltic Oil Terminals PLC in acquiring Haahr Tank-Lager A/S and its refined oils terminal in Denmark for approximately £6.3 million. The firm's corporate commercial team worked on the complex transaction, covering both Danish and Dutch law and liaising closely with international law firms to complete the deal.

Thomas Eggar's UK-wide team led by corporate partner, John Riddick, negotiated the terms of the loan

with CMS Cameron McKenna, which represented the lenders and assisted with the listing on the CISX stock exchange in Guernsey. With support from Thomas Eggar, the acquisition represents a forward step in the fulfilment of Baltic Oil's regional strategy.

Simon Escott, Baltic Oil Terminals PLC's CEO, comments: "We have worked with Thomas Eggar for over six months and developed a trusted relationship with the firm. The team were refreshing to work

with and provided sound advice at every stage of the transaction. The resulting acquisition of Haahr Tank-Lager A/S provides us with tremendous opportunities for both our customers and our business."

John Riddick, partner at Thomas Eggar, commented: "We are pleased to assist Baltic Oil with the acquisition and support the company through commercially creative solutions to the complex international issues involved in the deal. We are looking forward to continu-



ing our close working relationship with Baltic Oil in the future."

www.thomaseggar.com
Telephone No. 0870 160 1300
Offices across the South including Southampton.

UK Export Finance: help for SMEs

In recent months, the government's export finance agency ECGD, which has had a very low profile for most businesses over the last twenty years - has been busy creating new services designed specifically to help SMEs with trade finance.

Recently the agency has also been rebranded UK Export

Finance, so its purpose and mission are clear to all companies. SMEs seeking contract bonds, pre- or post-shipping finance, trade credit insurance, currency hedging and a range of other services can now get help from UK Export Finance.

For further information please visit www.ecgd.gov.uk



INTERNATIONAL TRADE TRAINING DIARY 2012

January 2012
25th & 26th Export Starter (S)
This two-day course outlines the four key areas of export practice - terminology, documentation, customs and payments. The payment section will include approximately 1½ hours on letters of credit alone

February 2012
8th Export Documentation (S)
The main objective is to help each delegate understand why they are creating the paperwork and the legal significance of the forms. The course will also consider some of the export shipping processes and procedures and help exporters understand the time management requirements

20th Introduction to Export Operations (P)
This course offers an introduction to



the Terminology, Procedures and Documentation used in exporting. Gain an overview of the exporting process from first enquiry to order completion.

March 2012
7th Letters of Credit (S)
This course outlines the main proce-

cedure and practice of handling Letters of Credit from the exporters' perspective. It covers the opening procedures through to the managing Letters of Credit, completing all the paperwork, including Bills of Exchange/Drafts and presentation to the banks

19th Export – Understanding the Paperwork (P)
This course will examine the purpose of export documents in both paper and electronic formats, and the information required for their efficient preparation, handling, collation and retention.

Key:
(S) Southampton office
(P) Portsmouth office
For further information please visit www.hampshirechamber.co.uk/skills_training

PRICE INCREASES FOR DOCUMENTATION

The fees for processing all International Trade documentation are changing. The revised prices came into effect from 1 January 2012.

Please contact your local office for full details.



“Chamber Members dine in splendour”

Grand Café, formerly Dockgate 4 was the hosted venue for our November networking lunch. The restaurant has recently undergone a thorough refurbishment and is now viewed as one of the top venues in the City for corporate events and entertaining. Not only is Grand Café an excellent restaurant, it is housed in the building which was originally the old South Western Hotel, where First Class passengers would stay before embarking on their liner.

Following a truly delicious two course meal, Margaret Toms, Head of Membership Services with Hampshire Chamber of Commerce invited Alex Osborne of BAT, the event sponsor, to give a short update on the current role of BAT in the City.

In opening Alex said “We at British American Tobacco are proud to be patrons of the Hampshire Chamber of Commerce and support the city’s business and local communities.”

She went on to say, “2011 has been an exciting year for BAT in Southampton. Great progress has been made on our £25m investment programme which is delivering much needed new facilities and improved infrastructure for our 1,000 plus employees. This programme also demonstrates our long-term commitment to Southampton.”

In closing Alex advised BAT now employ similar numbers of people to those when their factory closed in 2007 and continue to provide high calibre jobs across their global research and development centre, supply chain organisations and supporting functions at their base in Millbrook.

Alex then invited Bruce Elkins, Director with C W Fellowes Ltd a local firm of Chartered Accounts, to share with us his most recent challenge in aid of The Rose Road Association, The Rainbow Centre and Wessex Cancer Trust.

Bruce aided by Peter Harding a Director of Questmap Limited has come up with an idea to celebrate the Olympics coming to London. They have created their own exciting sporting event – 1 2 3 Decathlon Challenge, which will take place across the year and include several different events for either individuals, teams, children or families, their aim being to raise £100,000.00 which will be shared between the three charities. Bruce advised over £20,000 has already been raised but more is needed.

Margaret thanked Alex for agreeing to sponsor today’s event and wished Bruce and Peter every success with their sporting challenge.

No Chamber event would be the same without our business card draw, the winner of which was Dean Weale of Fiander Tovell LLP who was presented with a voucher for £25.00 for use at any of the Delicious Dining Restaurants, which had been donated by their Management team.

The Chamber would like to thank the Management Team at Delicious Dining for hosting the event, BAT for their continue support and Barry Mann of www.barrymannphotography.co.uk, our resident Chamber Member “snapper” for taking such superb pictures at our Chamber events.

Chamber networking events are top of the list for most companies both in meeting new contacts or entertaining Clients. The next event is our Christmas Lunch on Thursday 8 December at St Mary’s Stadium which will be followed in the New Year by the launch of our 2012 event calendar which is taking place on Thursday 12 January at the Rose Bowl.



Events diary

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

FEBRUARY
Jazz Up Your Networking
Thursday 9th February
 The Concorde Club
 12.15pm - 2.15pm
 Sponsored by:
 Southern Daily Echo

Meet the Chamber & Business Exhibition
Monday 13th February
 St Mary’s Stadium
 4.00pm – 6.30pm
 Sponsored by:
 Southampton Football Club & Halo Conferencing & Events

Business South Exhibition 2012
22nd & 23rd February
 The Rosebowl
 10.00am – 5.00pm
 10.00am - 4.00pm

For more information on all our events, visit:
www.hampshirechamber.co.uk or
 contact the events team on:
 023 8022 3541
 E: 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
Bebbies 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 Street
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

Double Top For P&T Committee

The well-respected and influential Hampshire Chamber Planning & Transport Committee (P&T), who meet monthly to investigate and report back on the latest strategic and local Planning and Transport issues affecting Chamber Members, were well looked after at a recent visit to Southampton City Council's newly opened "City Depot."

The former Town Depot has recently transferred to the new state of the art facility on the western edge of Southampton at Millbrook (adjacent to Dock Gate 20). Committee Members were given a tour of the new complex and we thank the City Council for their kind hospitality. It should be noted that the committee worked closely with the City Council, the Container Port and ABP, to ensure the new outlet does not impact on the important Port road traffic that passes through this busy location.

So far, even with the influx through the Container Port of Christmas goodies for the shops across Great Britain, we are pleased to report that chaos has not reigned as some detractors said would occur. This lack of traffic congestion results also from the recent completion of the Network Rail rail freight route upgrade from Southampton to the West Midlands, which has seen a 21% increase in rail-borne containers through the Port, because more high-cube containers can now be carried on the rail network. Here again, the Planning & Transport committee campaigned in close partnership with others to get the rail upgrade work carried out.

During our P&T committee meeting at the City Depot, guests from Network Rail informed Members of the next stages of the

rail freight enhancements, linking Southampton with the Midlands, the north and Scotland. This is all part of the Network Rail "Strategic Freight Network" that aims to create a 24-hour/7-day railway, to ensure goods and passengers are carried more efficiently on the rail network. A diversionary route for high-cube rail-borne containers via Andover-Basingstoke is currently underway. Planned further small enhancements will also be undertaken in the local area to provide additional rail capacity that will benefit both freight and passenger services in the future. More information is available at www.networkrail.co.uk/freightCP5.

We are further pleased to report that our persistence has paid off with the recent Platform Road (Southampton) funding announcement, as well as the recent schemes in Portsmouth (Tipner Interchange/M275/Park & Ride) and the east-west rail link from Oxford-Milton Keynes-Bedford, which will all be going ahead. The latter will provide more rail capacity from Southampton to the north, bypassing Coventry and Birmingham and accessing straight onto the West Coast Mail Line at Bletchley.

We at Hampshire Chamber of Commerce will continue to lobby Government for more enhancements to our rail and road network and we look forward to hearing from Chamber members on these and other Planning and Transport issues.

Nick Farthing, Chairman, Hampshire Chamber Planning & Transport Committee.



Diagrams courtesy of Network Rail



Taxman marches on with tax and penalties raid on SMEs

After a hesitant start, HM Revenue & Customs are now marching on with their campaign of Business Records Checks to extract penalties and extra tax from smaller businesses.

Acting on research that 40% of SMEs have poor business records, HMRC could soon be visiting your business to see if they can find something wrong and then extract a penalty and extra tax to boost the country's finances.

If your business records are good and your tax affairs are in order you have nothing to

fear, but now is the time to check that your accounting records are ship-shape and ready for inspection.

You should get at least 7 days' notice of a visit. Ask your accountant to attend to ensure fair play. The two links below set out HMRC's recent press release and their guidance regarding what records you need to keep.

Tax is complicated, so please always seek specific advice.

Useful links are:

<http://www.hmrc.gov.uk/press/september.htm>
<http://www.hmrc.gov.uk/record-keeping/>

Chris Ricketts BSc FCA CTA
email: chris@rickettsandco.co.uk
Director of Ricketts & Co. Ltd, Chartered Accountants & Chartered Tax Advisers and a member of the Chamber's Tax Finance & Legal Committee.

As one of the largest business representative organisations in the UK we are able to influence local, regional and national decision makers through our response to consultations and by taking part in, or being represented on, the various forums, partnerships, groups and agencies striving to improve the region's economic performance such as: ►

Further details on our lobbying are under Representation on our website at www.hampshirechamber.co.uk

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



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Hampshire Chamber of Commerce helped create 1,000 jobs in 2011

2011 was a year in which we can proudly say we were effective in several instances as the independent voice of local business in helping to quicken the pace of economic growth.

- A successful major planning application for Costco's first warehouse club on the south coast bringing 250 jobs to Southampton was supported by the Chamber with a written submission at the Planning Meeting and in the press. Costco's press release February 2011 said that "The substantial benefits that Costco can provide to small businesses have had very strong support from the Hampshire Chamber of Commerce, whose members are very keen to see Costco come to this area and the associated price benefits we can offer."

- A Regional Growth Fund bid by Southampton City Council to government was awarded £5.5m in November 2011 for transport infrastructure improvements to access the docks, which will be of particular benefit to export trade and the cruise sector. The Chamber obtained letters of support from businesses which also detailed number of staff safeguarded and likely staff increases totalling 51 jobs, if the improvements went ahead at Platform Road. Phil

Marshall, Strategic Transport Planner at Southampton City Council said "Our Platform for Prosperity Round 2 RGF bid has been successful. This is fantastic news for the city and the port. I'd just like to thank you for all your hard work pulling together support from Hampshire Chamber members."

- Hampshire Chamber submitted a statement of support for the Arts Complex planning application which has been approved and will become the corner stone of the emerging Cultural Quarter in the city of Southampton. The Chamber also lobbied the Arts Council the previous year for their contribution to the funding for the Arts Complex, which will bring more than 300 direct jobs to the city centre where they are needed.

- An appeal by Barker-Mill Estates to Test Valley Council to build a state-of-the-art private hospital on a corporate park development to serve the South Hampshire region has been successful. The change of use at Adanac Park was publicly backed by Hampshire Chamber of Commerce at the appeal hearing in October 2011 and will bring 400 jobs and £70million of investment to the Southampton area, as well as many indirect jobs and healthcare excellence.

- Jimmy Chestnutt, Hampshire Chamber's CEO and Chair of the UK Cruise Ports Alliance, led a very strong petition of some 12,000 signatures to Downing Street in September 2011, calling on the government to refuse the request by Liverpool to have the restrictions that were placed upon the use of its cruise terminal lifted, without repaying the whole of the £21million of taxpayers' money that it was given to build it. The UK Cruise Ports Alliance maintained that lifting the restrictions without full repayment would create unfair competition by allowing public money to help Liverpool win business at the expense of other ports developed with private money.

We will be tackling 2012 in the same energetic way by partnership working with those who can effect positive change and we hope we can count on the support of our Chamber members when we ask for their views on topics of concern or interest to the business community. If you would like to be kept up to date on this activity or become involved, please visit the freshly revamped page of our website under Policy and Representation http://www.hampshirechamber.co.uk/policy_representation.

Kristine Salomon-Olsen, Chamber's Head of Representation

- Southampton Low Carbon Group ■ South East England Chambers of Commerce ■ Southampton Port Futures ■ Hampshire Asian Network ■ Enterprise M3 Local Enterprise Partnership
- Business Solent ■ Solent Local Enterprise Partnership ■ Southampton Connect ■ Southampton Old Town Steering Group ■ Southampton Airport Consultative Committee
- Fareham Town Steering Group



2CL Expands Sales and Hire Departments

2CL Communications has appointed two new members of staff, at its Eastleigh-based Head Quarters, following its best year on record in 2010 and a great 2011 to-date.

The company, which predominately specialises in two-way radio systems, has employed the staff to ensure its clients continue to receive the best service possible.

The new employees join 2CL's Sales and Hire Departments. The Sales Team, which is managed by Stuart Young, sees the addition of Ben Searle who will be supporting the existing Account Managers with their quotations and sales orders during his training period. Having previously worked for 2CL on a tempo-

rary basis and whilst studying for his Degree, Ben brings with him a good understanding of hand-portable radios and accessories. His previous experience also includes working as a Sound and Lighting Technician which, consequently, has allowed him to quickly turn his hand to two-way radio technology.

Nicola Mitchell has joined 2CL's Hire Events Team where she will be working for Mike Baker. Nicola has recently completed a BA (Hons) Degree in Events Management & Hospitality and brings with her experience within the events industry having been involved in the Dubai and Paris Air Shows, and a number of hotel and restaurant events.

Nicola's role sees her become Hire Account Manager to a number of 2CL's existing clients whom she has already begun meeting. Mike Baker, Hire Business Manager, commented: "Nicola is very friendly and I am sure she will become a very valuable and popular member of the Hire Team."

Of the expanding business and new employees, Richard Searle, 2CL's Managing Director, said: "As the business grows, we need to ensure our Clients continue to benefit from the highest levels of support. Nicola and Ben have both worked extremely hard through their education and I am very pleased to give them the opportunity to utilise and develop their skills."

Exciting New Developments at Paris Smith

"All Change" Douglas Cooper, Partner, after half a century practising law and being Head of Company Commercial at Paris Smith, LLP has decided to make a change and leave the practise to embark on something new.

Moving forward, the firm has taken a number of key steps to continue the department's high service levels and indeed on looking to the future through the creation of a new enhanced larger team.

The Company Commercial team at Paris Smith is now one of the largest in the region.

Michael Moore, previously a Senior

Corporate Finance and Banking Associate with regional law firm Blake Laphorn joined the Department as a Partner, further strengthening our offering in both those practise areas.

Crispin Dick, previously a Senior Commercial Associate with global law firm, Clifford Chance, also joined as a Partner, further enhancing the leadership of the commercial team.

With effect from January 2012, Sean Davies, Partner will take on the mantle of Head of Company Commercial.

Nick Vaughan, Senior Partner, said "To ensure we " support our clients



with all their legal requirements the team has been strengthened to cover all aspects of commercial law including International work"

Amarjit Singh of Dutton Gregory LLP, wins a prestigious national award at a business event

Southampton-based Amarjit Singh received the Solicitor of the year award from Suresh Ruia, the Managing Director of Beamfeature Ltd. Prime Minister David Cameron and Baroness Sayeeda Warsi congratulated the winners of the Asian Lite's inaugural Asian Diaspora Achievers Awards 2011 organised at the Sheridan Suite.



Mr Harry Lyons, the Lord Mayor of Manchester, inaugurated the event in the presence of 600 invited guests from the country's political, business and professional sectors. Baroness Sayeeda Warsi in her message said: "The Asian Diaspora Achievers Awards are a true celebration of the Best of British – hard working people who are dedicated to their community, families and business." Amarjit Singh: "I am honoured and delighted to win this award. I would like to thank Dutton Gregory for their continued support of me in the formation and growth of our Indian Business Group"

Andrew Tilley, a senior Partner of Dutton Gregory LLP stated "This is an important national recognition of Amarjit's achievements and the firm's commitment to serving the legal needs of the Asian Business Community, both on domestic matters and on international work, inbound and outbound. Amarjit is part of a team at Dutton Gregory that specialises in a range of commercial issues. He works closely with the Corporate Commercial and Commercial Property teams, with an emphasis on promoting Dutton Gregory's expertise within the business

sector.

Amarjit is co-founder and director of the Solent India Business Network (SIBN) launched in July 2009, an independent not for profit company aimed at promoting the growth of business and commerce with the Solent region's Indian business community as well as between the city region and India. He is also Chairman of the Chamber's Hampshire Asian Network(HAN).

Amarjit co-led SIBN's first trade mission to India in September 2011 (with UKTI South East) to participate at the British Business Group's (BBG) National Conference in Goa and then travelled to Pune to execute SIBN's first international working agreement with the BBG Chapter in Pune (Western India).

Amarjit is fluent in Hindi and Punjabi. Contact: a.singh@duttongregory.co.uk

Double appointment at Upton McGougan

Engineering consultancy Upton McGougan has expanded its team with the appointment of two promising apprentices from Southampton City College.



Upton McGougan's new apprentices I-r James Koral and Jack Holder

James Koral and Jack Holder have joined the Winchester-based business as part of its ongoing commitment to reinvest in the future of engineering and developing young talent.

Both new apprentices are currently studying part-time at Southampton City College where James is working towards his Edexcel level three diploma in Civil Engineering for Technicians and Jack an NVQ level three diploma in Built Environment Design.

Once they have completed their courses James and Jack will be certified Technician Members of the Institution of Civil Engineers.

Upton McGougan director Rob Wilson said: "We are thrilled to have been able to offer James and Jack apprenticeships within our Civil and Structural Engineering teams. Both have a tremendous amount of talent and promising futures within the

industry if they can fulfil their potential – we are all excited to welcome them aboard.

"Upton McGougan has longstanding partnerships with a number institutions in the region, including Southampton City College, and these apprenticeships are just one of the extremely positives outcomes of those relationships".

A leading firm of consulting engineers, Upton McGougan has been operating for more than 30 years. Its current services include structural, civil, building services and traffic and transportation engineering as well as land and topographical surveying, structural surveying and flood risk appraisals.

Shopping centre to be served up new café ‘pod’

A Continental-style Costa Coffee ‘pod’ is to be built on the square of a shopping centre in Hampshire in the first step of a major upgrade. Real estate adviser and Hampshire Chamber member Hughes Ellard, as letting agent, advised NewRiver Retail, the new owner of Locks Heath Shopping Centre, between Southampton and Portsmouth, on the successful planning application.

Fareham Borough Council planning committee voted in favour of the 1,500 sq ft (139 sq m) glass-fronted building, which will have indoor and outdoor seating for around 40 people and create 10 jobs. The pod will be built by spring 2012 over the lower area of the square, by the clock tower.

It follows the granting of planning permission for the application by NewRiver Retail, which acquired the shopping centre in 2010.

Tim Clark head of Retail Agency Operations at Hughes Ellard, which has offices in Fareham and Southampton, said: “This is the first step in a major upgrade by NewRiver Retail. We advised NewRiver Retail on the scheme, identifying and agreeing terms with Costa Coffee and helping to obtain planning permission. A key part of the process, as part of our remit to provide development advice, was introducing Costa Coffee.”



CAFE: artist's impression of the Costa Coffee pod

BDO sells large Hampshire based Cleaning Company to Compass Group

The BDO Southampton Corporate Finance Team, led by Partner Paul Russell and Director Helen O’Kane, recently provided advisory services to Integrated Cleaning Management Limited (‘ICM’) on its sale to Compass Group.

The purchase of ICM is a strategic acquisition for Compass Group, based in Uxbridge, one of the leading providers of contract catering and support services in the UK and Ireland. With revenues of £61.0m for the year end 31 March 2011, Hampshire based ICM is one of the UK’s largest independent specialist providers of core cleaning and related services. ICM employs 8,000 staff who work on more than 3,800 client sites. Established in 1996, a full range of cleaning

services are provided for more than 32 million square feet of floorspace everyday, focusing on corporate office, hospitality, leisure, hotel and retail sectors. ICM operates across the UK and has built a strong reputation and a high quality client base across all sectors.

BDO played a vital role in securing the deal, acting as lead advisors to ICM shareholders. Paul Rafferty, Managing Director at ICM explains ‘We were delighted to work with BDO on this transaction. Paul and Helen showed great commitment to getting the deal done and steered us through the complexities of selling our business in a thorough and professional manner. They really understood our business and the key issues

in the deal. We were glad to have them on our side of the negotiating table!’

BDO Partner Paul Russell commented: “The acquisition of ICM by Compass Group is a sensible and strategic move for both parties. ICM built a strong market position in a highly competitive industry due to high-quality service provision. Good businesses like these, with continued growth opportunities, are clearly in demand from a range of buyers. This deal follows a year of successes for the Southampton BDO Corporate Finance team, which has completed over 16 deals in 2011 to date proving that, despite economic conditions, there is a strong M&A market for the right type of companies”.

Rob Silvester To Head CBRE Regional Capital Markets

Following his appointment to CBRE’s City Investment team, Robert Silvester is now to head up the firm’s UK Regional Capital Markets team, bringing with him excellent experience across the UK’s investment markets and contacts with key institutional and overseas investors.

Prior to joining CBRE in 2010, Robert spent a number of years at Rock Asset Management Ltd where he was responsible for over £850 million of commercial real

estate transactions, a portfolio in excess of £250 million and pan-European sale and lease-back deals. He was also instrumental in setting up King Sturge’s City Investment team.

Commenting on his new role, Robert Silvester said: “With my previous investment market experience, the contacts I have developed and the experience I have gained having worked on both sides of deals, I am looking forward to helping clients take advantage of

the opportunities in the current market through my new regional role.”

James Brounger, Managing Director, CBRE South Central, added: “Robert’s focus will be largely on investment transactions throughout the regions outside Central London. He will also be heavily involved within the South Central area working alongside the Agency team in the Southampton office.”



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



Star studded celebration at City College Southampton

Students and employers from Southampton and the wider area came together to celebrate their achievements at City College Southampton's annual awards evening.

Hundreds of guests attended the event within the college's £34m new hub building, where around 40 students and employers were recognised for their successes and commitment to training.

They were joined by guest of honour, Paul Ainsworth, one of City College's former star students. Paul studied catering and hospitality at City College and went on to spend two years with Gary Rhodes at his London restaurant, before spending three years working with Gordon Ramsay at Royal Hospital Road. He now owns two successful restaurants, Number 6 in Padstow and Rojano's in The Square.

Paul presented awards to worthy winners at the event and met with catering and hospitality students, who were preparing food for the evening. He also judged a special competition being held in his honour as students prepared one of his signature dishes.

Paul said: "I was delighted to be so

heavily involved in this year's awards ceremony and it has been a great opportunity to be able to inspire the catering industry's stars of tomorrow."

Paul wasn't the only star guest as Shadow Chancellor of the Exchequer, Ed Balls MP, and John Denham, MP for Southampton Itchen, dropped by earlier in the day to visit learners at the college.

The pair spoke to City College's business and economics students about the importance of apprenticeships, the state of the economy and what could be done to reduce unemployment levels.

The theme for this year's awards evening was celebrating food and success, following City College's recent Ofsted report, which was the best in its history, and the news that the college has the top success rates for 16 to 18 year olds in the area for general further education colleges, according to 09/10 National Success Rates tables compiled by The Data Service.

www.southampton-city.ac.uk
Telephone No. 023 8048 4848
enquiries@southampton-city.ac.uk



HAN talks business at the Badi Mirchi

The Hampshire Asian Network (HAN) autumn networking event, sponsored by RBS The Royal Bank of Scotland, held at Badi Mirchi Restaurant Eastleigh on 9 November, proved to be an excellent curtain raiser to launching HAN across Hampshire-wide in 2012. 42 businesses from sectors including finance, retail, media, cultural arts and leisure enjoyed a wonderful evening of business discussion and Asian cuisine in a relaxed and informal atmosphere.

Emphasising the synergies that exist in Asian business and the need share these to assist regional growth, Jimmy Chestnutt, Chief Executive of Hampshire Chamber of Commerce said, "the real importance to growth lay in alliance with the wider business community and building firm relationships that would realise the full economic value of joined-up working. By being part of HAN gives members access to a package of services offered by the Chamber, it also exposes them to the opportunities of the Chamber's going strategic alliances such as Hampshire Business Alliance."

Sandeep Sesodia, Relationship Manager for RBS Corporate Banking and HAN Committee Member said, "the value of HAN was the business networking that leads to wider trade but also with Chamber providing access to a raft of business expertise including that offered by RBS, which helps maintain business continuity and encourages growth whilst providing ongoing support so vital to businesses at various stages."

Ian Welland, Head of Area Development for Hampshire Chamber of Commerce, compered the event which included a lively "Q & A" session with Sandeep. Ian took the opportunity to report the regional success in gaining



Han - Pravin Sood and Kenneth West welcome Chamber and RBS to Badi Mirchi



Government funding for the two LEPs covering Hampshire and how this will impact the region's drive to economic sustainability. HAN is well placed to take a role in LEPs.

Newly Qualified Solicitors Grow Trethowans Legal Teams

Three individuals have just qualified as solicitors at the Southampton and Salisbury based Firm Trethowans following the completion of their two year training contracts.

Jess Johnston has qualified into the Wealth Structuring and Inheritance Planning Team where she will work with Partner Elizabeth Webbe in advising clients on the best ways to plan for their future and that of their families, including putting in place Wills, trusts and developing strategies for clients to reduce their tax bills.

Rhiannon Daniel has qualified into the Personal Injury Claimant Team where she will handle all types of personal injury cases on behalf of injured clients, including road traffic accidents, fatal accidents, employers and public liability claims. She will also assist senior team members on catastrophic injury cases including head, spinal and clinical negligence claims.

Jane Orme has qualified into the Corporate Team where she will provide transactional support on corporate deals, related advisory work (such as shareholders' agreements, joint ventures etc) and gener-

al business agreements. Jane has complementary experience in corporate finance which she gained on secondment to Meridian Corporate Finance. During her secondment Jane gained a good understanding of acquisitions, sales, MBOs/MBIs and fundraising as well as involvement with Meridian's Growth Capital Fund. These experiences, as well as her previous employment as a project manager in the NHS, provide her with a broader knowledge base to complement her corporate and commercial legal experience.

Simon Rhodes, Managing Partner commented; "Jess, Rhiannon and Jane have become very valued and hard working members of Trethowans in the two years they've already been with us completing their training contracts. Each of them has demonstrated excellent legal knowledge and they have each helped a number of clients. But more importantly, they are all "good people" who happen to be "good lawyers". They relate to clients and colleagues and constantly go the extra mile to provide a solution to each and every one of their clients. They are a fantastic addition to the Trethowans team and have a very bright future."



Jane Orme



Rhiannon Daniel



Jess Chappel



Thomas Eggar LLP strengthens property offering with new hire

Leading law firm, Thomas Eggar LLP, announces the appointment of senior associate James Letchford who will join its London property team. The appointment of James will strengthen the firm's property reputation, and in particular it's offering to institutional property fund clients. James joins the London team, led by property partner Chris Baker, with particular experience in sales, acquisitions, development, leasing and financing for a number of different clients including institutional investors, FTSE property companies and UK and international property funds.

James trained and qualified at Ashurst before spending six successful years at Nabarro where he was involved in a number of high profile deals including, recently, selling properties in excess of £230 million and leading on

the property elements of a £100 million refinancing.

Commenting on his appointment, James said: 'I am delighted to have joined the Thomas Eggar team. Thomas Eggar has an excellent reputation in the market and a strong client base; I am looking forward to joining a team known not only for their exceptional industry expertise but also their refreshing approach to law.'

Richard Purcell, Head of Property at Thomas Eggar, said: 'James brings with him a breadth of experience, which will complement the existing skills within the team and strengthen our offering to the market.'

www.thomaseggar.com
Telephone No. 0870 160 1300
Offices across the South including Southampton.

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

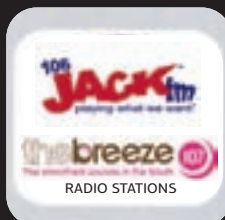
PLATINUM PATRONS



GOLD PATRONS

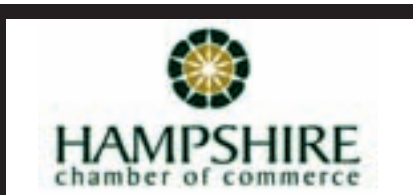


SILVER PLUS PATRON



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

Scanning – the current diagnosis

“Earlier diagnosis,” “screening more people,” and “ensuring all patients have access to the best possible treatment, care and support.”

There were many positive statements and aims outlined when the Government announced a new cancer strategy at the start of the year.

Improving Outcomes – A Strategy for Cancer described plans to transform cancer care in England by saving an additional 5,000 lives a year through early diagnosis by 2014/15.

Speaking at the launch in January, Professor Sir Mike Richards, the National Clinical Director for Cancer, said the country’s survival rates lagged behind other European countries because too many people were diagnosed late.

“This is why our strategy focuses on earlier diagnosis which we will achieve through raising the public’s awareness of the signs and symptoms of cancer and also providing better access to diagnostic tests,” he said.

More recently, however, GP newspaper claimed Primary Care Trusts (PCTs) were blocking scans to cut costs. The paper’s investigation involving Freedom of Information requests found 28 per cent of trusts are benchmarking local practices’



use of some or all diagnostic scans. The newspaper also claimed five PCTs had decommissioned some direct access schemes to scans including MRI, CT and ultrasounds.

Commenting on the findings in the newspaper’s article, Royal College of General Practitioners Chair Dr Clare Gerada said: “This is about money and finances driving behaviour by the PCT – not about putting patients first.”

Health Secretary Andrew Lansley asked the NHS Chief Executive Sir David Nicholson to write to PCTs warning them not to stop GPs sending patients for scans. But recent official Department of Health figures showed that an increasing number of patients were not receiving diagnostic tests such as x-rays and scans within the recommended six-week NHS waiting time.

Westfield Health recognises the importance of providing quick and easy access to diagnostic scans. Waiting for a diagnosis can be a long and stressful process for an individual, while delays in scanning waiting times could also have an impact on businesses, whose employees may require longer time off work as a result.

Westfield’s Foresight Healthcare Plan, which is available to all members of Hampshire Chamber of Commerce, includes a scanning benefit, which provides fast access to MRI, CT and PET scanning facilities. These state-of-the-art machines can detect serious conditions such as cancer, heart disease and brain disorders at an early, potentially treatable stage.

The plan also provides cash back towards the cost of everyday healthcare such as dental treatment, optical care, physiotherapy and diagnostic consultations. Cover starts from just £1.10 per employee, per week and provides 100 per cent reimbursement on all cash benefits, up to set limits. For more information about the Foresight Plan, please visit www.hampshirechamber.co.uk or call 0844 499 0446 and ask for Jill McDonagh.

A New Offer from Hampshire Chamber

New "1-2-1"

Business Advisor Sessions

With the cessation of the government funded Business Advisor 1 2 1 service offered through Business Link in the UK, Hampshire Chamber recognise that there continues to be a need for general business advice and are pleased to be working in alliance with some of the ex local Business Link advisers to continue this service in a slightly different format.

The service will be offered as a bookable 1-2-1 session with a Business Advisor who will give you an hour that focuses on you and your business. We all know how important it is to start the New Year with business goals and plans and this session will help you review and create a plan for 2012.

The real benefits are the unique opportunity to get a professional review of the business with some practical advice on how to improve or grow it for the future. Whilst we cannot offer this service free of charge our ‘not for profit’ status enables us to offer it at an affordable price.

To launch this new service for a limited time only, 1 to 1 sessions are priced at £60+ VAT for members and £90 + VAT for non members providing the session are booked by the end of January 2012.

The sessions will take place at the Chamber offices in Havant and be at a time to suit you. Please book your session by emailing maureen.frost@hampshirechamber.co.uk

“Meet the Expert”

As part of a recent survey with our membership you expressed a strong desire for group sessions devoted to “meeting the expert” across a range of topics. The most popular of these were marketing and sales.

These new sessions will aim to be interactive, allowing you time to discuss your particular issues and work with an expert who will give you some practical tools and techniques to help you improve your marketing or sales and align this with your business goals.

Each of these sessions will be 2 hours in duration and held at Chamber’s Offices: Regional Business Centre, Harts Farm Way, Havant, Hants, PO9 1HR. Free parking is available on site. All ses-

sions will be offered on a first-come first served basis..

Sessions and Dates:
18 January, 8am to 10am: Marketing - How To Get It Right
1 February, 8am to 10am: Sales - How To Get More Customers Quickly
15 February, 8am to 10am: PR - The Easy Way To Market Your Business

Cost:
Introductory Prices
£35 + VAT (Members)
£45 + VAT (Non Members)

For booking, contact:
David.allison@hampshirechamber.co.uk

Chamber Training – For all your training needs

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

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 or contact us on: **023 8020 6166** or E: 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.