ISSUE TEN 2014
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BUSINESS NEWS

BUSINESS | NEWS | EVENTS | NETWORKING | EDUCATION | TRAINING

SUPPORTING GROWTH AND PROSPERITY FOR ALL

29th, 30th & 31st July 2014
A very warm welcome to this issue of Chamber News.

The latest local and European elections sent not only shock waves around the county and the UK but also Europe with voters firmly giving a message to the established parties that they want to see change. Meanwhile, away from the politics, the economy in May reported the highest growth since 2003 according to the latest CBI report. This was thanks to rising business and consumer confidence which was underlined further by the sixth consecutive month of retail sales growth.

In writing, I just hope all the politics including the Scottish referendum and the lead up to the general election next year do not get in the way of the positive signs we are now experiencing in business of the long awaited but still fragile economic recovery.

And finally in closing I would like to draw attention to the latest edition of the Hampshire Business Directory which is an essential guide to business throughout the County and is currently being distributed to members and business during June. In addition within this month’s Chamber Business News Magazine on page 33 there is a Member offer of a day at the New Forest Show which having been to for many years I can fully recommend as the perfect day for all the family.
NO MAN'S LAND FORT
OPENING AUTUMN 2014

Set just over a mile off the coast of the Isle of Wight, No Man’s Land Fort has panoramic views across the Solent and circular granite walls built to withstand Napoleon III’s warships. Considerably larger than Spitbank Fort and with a helipad, No Man’s Land Fort has four levels packed with a variety of different facilities, and promises to capture the imagination and get the heart racing! Once renovated, No Man’s Land Fort will be an unrivalled private island, offering 22 spacious bedrooms, large function spaces, luxurious facilities and a level of privacy and exclusivity that makes it one of the most unique venues in the world. To sign up to our newsletter and for more information, please visit www.amazingvenues.co.uk.

PROVIDING 3-IN-1 BUSINESS SOLUTIONS

Opus Team specialises in Mobile, Telecoms and IT, providing a comprehensive range of products and services to meet all your business requirements. Managing Director Mark Castle says, ‘With Opus Team you are in safe hands. We have been providing communications and IT solutions for over thirteen years and partner with the most trusted brands in the industry to offer you cutting edge technology at competitive prices.’

Order your internet connectivity with Leased Lines, giving you better quality, reliability and consistently faster speeds, no matter how many people are using it. Unify your team with a scalable, high performance and easy to use phone system. Increase productivity and lower costs with phone calls, call recording and video conferencing at your fingertips.

Enhance the efficiency of your business with our individually tailored mobile packages. Whatever your needs we find the right handset, tariff and contract term for you.

For more information call 01420 567600 or email enquiries@opusteam.co.uk. Alternatively visit www.opusteam.co.uk.

CHAMBER ACROSS THE REGION WORKING FOR BUSINESS

The Chamber is working across Hampshire to drive growth and prosperity and to take up the issues that challenge businesses. Use your local network to have your say with government and the corridors of power. Speak with us and we speak for you as part of our place in the national chamber network working for you on issues such as planning, infrastructure, skills and public transport.

Basingstoke
Driving economic prosperity for Basingstoke and Deane: The borough is a centre of regional importance for employment, housing and culture. The Basingstoke and Deane Local Enterprise Partnership (LEP) is committed to leading this growth. The Chamber works with businesses, policymakers and communities to help create economic prosperity by supporting businesses to innovate and create new jobs and encouraging residents to develop their skills.

chris.quintana@hampshirechamber.co.uk

Southampton
At a recent Business Breakfast Briefing at the Mercure Dolphin Hotel in Southamptom, Chamber members and their guests were given an update on the exciting progress being made towards the vision of Southampton’s Master Plan. Stuart Love, Director of Place at Southampton City Council outlined the seven VIPs (very important projects) included in Southampton’s City Centre Action Plan on which the Planning Inspector’s verdict is expected this summer.

Winchester
The Winchester Business Exhibition and Networking Event in Winchester Guildhall, 2nd July 2014 - a great opportunity to show your business and other local suppliers.

Mark the dates:
• Greenhouse Graphics Networking Lunch - The Wessex Conference Centre, 5 August at 12 noon
• Winchester BID Update - Bangkok Brasserie, 9 September at 12 noon
• Networking Reception: The Winchester Royal Hotel, 13 November at 5pm
chris.quintana@hampshirechamber.co.uk

Farnborough
Thanks to a £2.5M loan from Enterprise M3 Local for the Farnborough International Airshow held in May, organiser Farnborough International has just launched the Farnborough International Airshow helpdesk, the first phase of the company’s strategic vision for East Hampshire and former Chairman of the Defence Review Mr James Arbuthnot, MP for North East Hampshire and former Chairman of the Defence Review Mr James Arbuthnot, MP for North East Hampshire has said the £2.5M loan is a huge opportunity for business.

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Portsmouth
Portsmouth was the focus of worldwide interest at the beginning of June as Business Hawkes in the city had the honour to open the new permanent facility. Portsmouth this summer.

We are delighted that our Mentor Magic competition will be resurrected in where 12 businesses will be selected to present their business case in front of a panel of experts and a wide ranging business audience.

Farnborough
The Chamber’s Andover Area Committee expresses their strong support for the project. They include 1446 year old learners from schools within the Andover Consortium; 16-18 year old learners from Apprenticeship Centre: Keyhole Learning & Development; employers and employers’ individuals who are NEET or unemployed; employers who feel that would benefit from a year’s training or support. Andover: 16-18 year old full time and Apprenticeship learners; adult

Andover
The Chamber’s Andover Area Committee expresses their strong support for the project. Andover: 16-18 year old full time and Apprenticeship learners; adult

End of round up
The Solent LEP (Local Enterprise Partnership) has opened an invitation for comments on the Local Transport Body. Majors projects—four schemes that have been identified as priorities to improve transport and, ultimately, boost the region’s economy. Businesses, public sector organisations and residents across the Solent are being asked for their thoughts on projects that will unlock 1,600 new jobs, over 2,200 new homes and 191,300 sqm of employment floor space.

The four schemes identified for funding are:
- A27 Station Roundabout and Gude Heath Lane Junction improvements in Fareham
- Dunsbury Hill Farm Link Road in Havant
- The Hard Interchange in Portsmouth
- Station Quarter North in Southampton

The projects would cost around £30m to undertake in the next two years and the Solent LEP will be allocated £19.2m Government funding for the projects as part of its Strategic Economic Plan. The remaining £10.65m of investment would be committed from local partners under the LEP’s proposals.

Now the Solent LEP wants to hear from people across the Solent about their thoughts on the schemes, so they can be considered when the final plans are put together. Hampshire Chamber of Commerce is an associate member of the Solent Local Transport Body and will be providing comment on behalf of Chamber business members. So please email your comments to kristine.salomon-olsen@hampshirechamber.co.uk by the end of June.

As part of the government’s commitment to making the tax system simpler, easier to understand and more transparent, the government recently announced a review of business rates administration in England and published a discussion paper.

The British Chambers of Commerce invited Hampshire Chamber’s Tax Finance and Legal Committee to host a visit by policy advisers from HM Treasury and the Valuation Office Agency, given the work Hampshire Chamber has done in recent years on lobbying for a simpler and fairer business rates system.

Chairman Tony Knight, Managing Director of Knightsure Insurance Brokers, was very pleased to welcome to the May meeting Isobel Clarke, Senior Policy Adviser – Enterprise and Property Tax from HM Treasury and Alex Darmo from the Valuation Office Agency, in order to hear more about the business rates system and discuss how it might be improved in more detail.

Some of the aspects discussed included the clarity of business rates bills and backdating bills or refunds, how property is revalued and how often this should be done, whether placing properties into bands for valuation would be an improvement, how business rates are collected and the future of transitional relief.

Government’s review of business rates administration

The government’s discussion paper did not set out policy proposals but asked questions in order to open up a discussion with businesses, local authorities and individual ratepayers.

The key areas of focus for the review included the administration of billing and collection by the Valuation Office Agency and Local Authorities, the backdating of bills (liabilities and refunds), valuation methods (based on rental property values), and the frequency of revaluations.

A link to the review and discussion paper is available on our Current Consultation web page under Policy & Representation on our website at www.hampshirechamber.co.uk.

Central: Tony Knight, Chairman, Hampshire Chamber’s Tax Finance & Legal Committee with guests Isobel Clarke, Senior Policy Adviser, HM Treasury and Alex Darmo, Valuation Office Agency.

Hampshire Chamber’s Tax Finance & Legal Committee
BOOKKEEPING CLARITY
Sheelagh Lyons of Bookkeeping Clarity is offering 30% discount on a half day bookkeeping Q & A session. The Q&A session can cover specific bookkeeping tasks, reconciliations problems, error correction and how to investigate historical data. If you’re committed to improving your business bookkeeping and achieving business clarity, Sheelagh can help get your account working for you.
Read more at www.bookkeepingclarity.co.uk

THE EXCHEQUER
The Exchequer are offering £10 off any orders purchased between Monday-Friday over £40 or more in 1 transaction Terms and conditions apply Cannot be used in conjunction with any other offers or promotions. Voucher may not be exchanged for cash in any circumstances. The offer is valid until 31st August 2014. Please go to http://www.hampshirechamber.co.uk/chamber-discounts-offers. Please contact us on 02392 823377, www.boxchilli.com or email hello@boxChilli.com

GRAND HARBOUR
SPA PROMOTION OF THE MONTH
Book one of the following 55 Minute Facials Monday to Thursday for £55
Skin Radiance Facial
Re-Hydrator Facial
De-Sanitiser Facial
Skin Purifying Facial
and receive a gift worth £40 with our compliments.

BOXCHILLI INTERNET MARKETING
Free logo or one year’s standard hosting for Hampshire Chamber members when purchasing a website.
Creating a brand and maintaining an effective online presence is essential in today's business environment. Our in-house designers are offering free logos (6 versions) to members when they purchase a site; free standard hosting for 1 year is available as an alternative. Please contact us on 02392 823377, www.boxchilli.com or email hello@boxChilli.com

BEAUTIFUL VENUES
The Paul Woodhouse Suite, a modern fully-equipped building situated behind an ancient flint wall overlooking the Cathedral West Front, to the Prior’s Hall, a grand medieval room used by Priors and Deans of Winchester to entertain special guests.
For more information contact the Cathedral Catering Team on 01962 857 258, email catering@winchester-cathedral.org.uk or visit www.winchestercathedral.org.uk.

WINCHESTER CATHEDRAL

FARNBOROUGH INTERNATIONAL AIRSHOW
Taking place from 14th – 20th July 2014, the Farnborough International Airshow opens its doors, transforming what is usually a quiet town in north east Hampshire into the meeting place for the global aerospace industry. Over the course of the five trade days, the event sees over 109,000 visitors attend the show’s 1,500 exhibits occupying over 100,000 sq m of exhibition space on the corner of TAG Farnborough Airport site.

While the event is a shop window for the British aerospace industry (many of which are based in Hampshire) and sees billions of dollars worth of deals announced each show reaffirming the UK’s worldwide No2 position in the industry, it also has a massive economic impact on the region. In the show’s two-year cycle, the organiser, Farnborough International Ltd (FIL), employs local contractors, from site and ground maintenance company, Ingrams to exhibition maintenance company, Ingrams to exhibition restaurants and other local businesses that service the event exploit the business opportunity.

Over the last 18 months, FIL has embarked on an ambitious site development programme which will transform the site into a world-class exhibition facility with the potential to create a real event-based economy for the town outside the airshow period.

The highlight of this year’s show will be the much anticipated F-35 Lightning II, the most advanced military aircraft developed in years. The aircraft’s vertical take-off predecessor, the Harrier will also make an appearance. With an impressive array of both commercial and military aircraft lined-up for this year, it looks set to be a successful show.

For more information about the Trade Show and the weekend event, please visit www.farnborough.com.

Corporate Hospitality options are available for local businesses looking to entertain their guests at the show. Please visit www.farnborough.com/Content/Corporate-Hospitality for more information.

Member Offers

30% OFF Q & A Session
£10 OFF orders over £40
DISCOUNTED SPA TREATMENTS
FREE LOGO WITH ANY WEBSITE

WINCHESTER CATHEDRAL
The Paul Woodhouse Suite, a modern fully-equipped building situated behind an ancient flint wall overlooking the Cathedral West Front, to the Prior’s Hall, a grand medieval room used by Priors and Deans of Winchester to entertain special guests.

MEMBER OFFERS

Members of Hampshire Chamber of Commerce offer discounts and deals to individuals and businesses.

BOOKKEEPING CLARITY

The Exchequer

SPA PROMOTION OF THE MONTH

BOXCHILLI INTERNET MARKETING

BEAUTIFUL VENUES

FARNBOROUGH INTERNATIONAL AIRSHOW
Hampshire Asian Network promotes Recipe for Success in India event

They have been going from strength to strength supporting Asian businesses in Southampton. And now the Hampshire Asian Network (HAN) is launching a major drive to boost Hampshire businesses and the Asian community to strength businesses in Southampton.

Speakers at the event will include members of the Hampshire Chamber of Commerce, including Mark Baulch who specialises in networking with global businesses, and staff from accounting organisation BDO who have built up a large clientele with Indian companies.

Southampton-based chairman of HAN Jojar Singh said Hampshire businesses could be missing out on a lucrative Indian market.

He added that shoppers in Indian countries find the Made in Britain label very appealing and businesses in Southampton would benefit from exporting their produce to sell abroad or importing cheaper materials for more profit in the UK.

Mr Singh said: “There will be a great buzz in the community with India coming to play cricket against England in July at the Ageas Bowl and this is a great chance for us to showcase the opportunities of trading with Indian businesses.

“This is the perfect chance for us to help business owners make new contacts and explain the benefits of exporting and importing produce within India because it’s such a big market.”

Come and experience a morning of great discussion and networking over an exciting fusion of traditional Indian breakfast cuisine and English brunch menu, with the amazing backdrop of the Ageas Bowl, home of Hampshire Cricket.

Recipe for Success in India will take place on Friday, July 25th 9.30am - 12.30pm at the Ageas Bowl. To find out more check out the Hampshire Chamber website on http://www.hampshirechamber.co.uk/events-and-news/events/view/2014/05/20/recipe-for-success-in-india-brunch-seminar/ To book places £ 25.00 inc VAT e-mail events.south@hampshirechamber.co.uk

M12 Solutions invades France on Twin Town Challenge

A team from M12 Solutions is taking part in an intercontinental driving challenge to raise money for charity – in a £350 car.

The Twin Town Challenge runs from 23 to 26 May when fifty cars costing less than £500 are driving from Witney to its twin town Le Touquet via three iconic race tracks, twelve awesome challenges and a street party with an eleven piece band. It is all to raise money for SpecialEffect, an Oxfordshire-based charity that helps people with disabilities to benefit from the fun and inclusion of video games. Organisers hope the Twin Town Challenge will raise over £100,000.

M12 team do Twin Town Challenge

M12 are supporting this initiative organised by its business friends, STL, who are a Whitney based telecoms firm. Andrew Skipsey, Managing Director of M12 says “even though our industry is very competitive, over time when we’ve travelled a similar business journey it’s good to collaborate when there’s a good cause particularly when there’s great team building and camaraderie involved. Our team will have a great time and are sure to be challenged along the way.”

To find out more visit http://www.specialeffect.org.uk/twin-town-challenge-2014.

M12 Solutions is a well-established and award winning telecoms firm, with its head office in Hampshire. The company provides a one-stop telecoms service for its clients. See www.m12solutions.co.uk for more detail.

BCC: Strong Retail Sales Figures point to Solid Growth in Q2 2014

- Retail sales volumes in April 2014: up 1.3% on the month, up 6.9% on the year
- The share of online business is continuing to rise. The amount spent online increased by 13.3% in April 2014 compared with April 2013

Commenting on the retail sales figures for April 2014, published recently by the ONS, David Kern, Chief Economist at the British Chambers of Commerce (BCC) said: “In annual terms, retail sales volumes are expanding at their strongest pace since 2004. This is good news, and supports our belief that the UK economy saw continued growth in the second quarter of this year. However, the UK recovery still needs to become more balanced. Although consumer spending should remain an important part of overall growth, exports and investment should make a greater contribution or there is a chance the recovery could stall.”
Hampshire Teenager Wins ‘Highly Commended Apprentice of the Year’ with PETA

19 year old Thomas Bird, the most recent recruit in Powertecnuic’s apprenticeship scheme, was awarded a ‘Highly Commended Apprentice of the Year’ by PETA for his work in the engineering sector earlier this month. Out of 400 nominees, Thomas made it to the top ten due to his hard work, enthusiasm and commitment to his apprenticeship training with power specialists Powertecnuic.

His supervisor commented that Thomas was ‘ahead of his group’ as he was able to complete his initial six month training faster; he was always eager to learn more and to improve throughout his apprenticeship.*

Powertecnuic has previously been praised for the support it provides to its staff. In 2013 it won the South Coast Business Award for Commitment to Education and Training, and earlier this year the company attained ‘One to Watch Status’ from The Times Top 100 Best Small Companies to Work For.*

Powertecnuic Managing Director, Darren Pearce says: “I started off in this industry as an apprentice and I recognise the importance of training people up through apprenticeship schemes and graduate development. Our apprentice scheme runs for three-and-a-half years and effectively provides the business with the engineers it needs to continually innovate and grow. In this regard our apprenticeship scheme is central to our strategy.”

Founded in 1991, Powertecnuic is one of the UK’s leading independent manufacturers of UPS and diesel generators. The 64-strong workforce comprises a nationwide-team of engineers, in-house project management team and administration support team.*

To improve your communications or to simply install a business continuity strategy please contact us today on 01489 560700.

Better Broadband for Businesses

Silver Lining Convergence, a Fareham based IT and communications provider unveils a breakthrough product EtherReach, that offers all the speed and reliability of fibre optic connections, at lower cost and installed in as little as five days. This secure, high performance, wireless solution offers 928,000 people within Southampton, Portsmouth, Fareham and the surrounding areas, the perfect alternative to the expense and long lead times of fibre connectivity.

After working with a number of key customers who struggled to access high speed connectivity due to lack of local infrastructure, long lead times and ultimately high costs, Silver Lining looked to provide an alternative reliable and competitively priced solution. EtherReach is available in areas where traditional connectivity is unavailable or prohibitively expensive. EtherReach does not suffer from cable breaks and other physical faults associated with traditional "last mile" expression. For Growth says “Our new radio network allows us to receive reliable, high speed connectivity at a competitive price. The service was delivered against very tight timelines with no hidden charges. Silver Lining’s professional, dedicated team worked with us, leaving us the perfect solution for our business following a free of charge proof of concept.”

To improve your communications or to simply install a business continuity strategy please contact us today on 0845 313 1119 or sales@everycloud.eu.

Anchor Maintenance

Anchor Maintenance is a Commercial, Industrial & Domestic Heating & Electrical Company Based In Winchester & Bournemouth.

With Years of Experience in Design, Preventative & Reactive Maintenance scheduling and offering a guaranteed maximum 4 hour response time, we provide a superior reliable service to all market sectors. Our Current Client list includes, Hampshire & Winchester Councils Police Ambulance & Fire Stations, down to a small I bed flat. We pride ourselves on efficient Design, and Customer Service. Working with you to reduce bills and costs. Anchor Also Have A Sister Company, Anchor Air Offering Compressed Air Service Installation And Pipe Work and are Proud To Be The NEW Atlas Copco Dealership for The South Coast. All Of Our Fitters Are Anchor Employees, and Take Care To Respect You & Your Property At All Times.

We offer something for every year of education from the age of 4 to 25. Our flagship Company Programme gives students aged 15-19 the opportunity to set up and run their own real business for a full academic year.

What motivates us: Young Enterprise argues that an excessively narrow focus on academic, skill and exams risks side-lining other approaches to learning and can fail to give young people the employability skills they need – such as teamwork, practical thinking, punctuality and business-like behaviour - to succeed in the world of work.

How can you get involved? Our volunteers have experience which cuts across every sector of the economy and a desire to pass on their skills and experience of business to inspire the next generation.

Whether you’d like to mentor a student company on a regular basis, assist in the delivery of one day programmes or join a Local Area Board organising events and activities we have a volunteer role perfect for you.

Anyone interested in finding out more can contact the Young Enterprise Managers for Hampshire - Tina Braithwaite (South & Central Hampshire) Tina.braithwaite@y-e.org.uk or Alison Collington (North Hampshire) Alison.collington@y-e.org.uk. More information is available at www.young-enterprise.org.uk.
**SPINNAKER TOWER CROWNED ‘ATTRACTION OF THE YEAR’**

The Spinnaker Tower has been named ‘Attraction of the Year’ at an annual awards ceremony held by Continuum Leading Attractions, the company which operates the iconic viewing tower.

Spinnaker Tower fought off competition from the six other visitor attractions in the Continuum LA portfolio, including York’s Chocolate Story, The Real Mary King’s Close in Edinburgh, and newly opened in 2014 for a limited time only, Coronation Street The Tour in Manchester.

Sarah Webb, general manager at Spinnaker Tower, commented: “We are thrilled to be named Attraction of the Year. Our fellow attractions were tough competition so it is fantastic to receive this recognition and a testament to my team who work hard to deliver an impeccable experience to every one of our visitors.”

Other awards on the night rewarded Continuum LA’s many skilled employees with Manager of the Year, Support Worker of the Year and Star Performer. The Spinnaker Tower is open daily from 10.00am to 6.00pm (excluding Christmas Day). See www.spinnakertower.co.uk or call 02392 857520 to book in advance or to find out more.

**FEDDEN USP APPOINTS EXPERIENCED LEAN BUSINESS CONSULTANT**

Gosport-based lean business specialist Fedden USP has appointed Debra Fitzgibbon to the role of Lean Business Consultant, adding to its already nine-strong team of consultants as businesses realise what benefit this training can add to their bottom line.

The recession has forced many businesses to look at ways of improving their process efficiencies, reducing their lead times, increasing their productivity levels and eliminating waste – all areas which have an impact on their profits.

Debbie’s responsibilities with Fedden USP will include the delivery of business improvement training as well as acting as a consultant to a number of businesses. She will also perform the role of trainer and assessor for the Adult Apprenticeship Programme in Business Improvement Techniques/Warehouse and Storage (Levels 2 and 3).

Neil Fedden, Principal Consultant at Fedden USP, welcomed Debbie on board commenting: “Debbie’s appointment comes at a key time for our business as we continue to grow, year-on-year and do all we can to help companies survive one of the longest recessions in history. Her vast experience will be invaluable to our clients and I wish her every success in her new role.”

**CENTERPRISE INTERNATIONAL WINS SECOND CONTRACT WITH HM TREASURY**

Centerprise International (Ci) has won a second major contract to deliver IT services to Her Majesty’s Treasury. The Treasury recently announced that the Basingstoke-based IT specialist had won its Printing Services contract.

It comes just two weeks after the announcement that Ci had won the bid to provide the Treasury’s media and wireless ICT services – the first contract to be awarded as part of the government department’s HIMICT2015 Programme.

The programme introduces smaller contracts to replace services which are currently provided by a single supplier to the Treasury.

Centerprise International will fulfil the Printing Services contract in partnership with OKI.

Tom Hyner, HM Treasury’s ICT 2015 Procurement Lead, said: “I am very pleased to have awarded a second of the ICT 2015 Tower contracts to Centerprise International. The partnership between OKI and Centerprise International to deliver our Printing Services offers us a scalable, flexible and robust solution that will be capable of meeting the needs of the Treasury business both now and in the years to come.

“Engaging SME’s with the ability to deliver, the commitment to quality and customer focused attitude such as Centerprise International and enabling them to grow is a good thing for those organisations as well as for government ICT in the years to come. The award of these two contracts to Centerprise International as well as the one to NTT DATA UK shows how an accessible procurement process can open the government ICT market and get best value for the taxpayer from both SMEs and new entrants.”

Jeremy Nash, Business Manager at Centerprise International said: “To be awarded a second contract within the ICT 2015 Programme is an amazing achievement for Ci and further evidences that SMEs are able to compete successfully for business within the UK Public Sector.

“Our managed print service offering to HM Treasury leverages our strong partnership with OKI and combines their industry leading technology with our expertise in delivering managed services. We have designed a solution that is tailored to the business need and will provide users with a first class service.

“The Wireless and Media Service, and Printing Service Towers are strategic wins for Ci as they signal our aspiration to become a prominent and respected managed service provider within central government and wider-public sector.”

**DISPUTE RESOLUTION SOLICITOR LEAVES QUALITYSOLICITORS CLARKE & SON TO BECOME JUDGE**

Stephen Nichols, Dispute Resolution solicitor at QualitySolicitors Clarke & Son is leaving the firm to become a District Judge. He says of his appointment:

“I am delighted and honoured to have been appointed District Judge. I will be sitting in the County Court and the new Family Court, dealing with civil work, which consists of disputes between companies or individuals, insolvency, housing, injury cases and the like and family work, which includes divorce and financial matters relating to it and disputes relating to children. I have immensely enjoyed my time at QualitySolicitors Clarke & Son. I have been impressed by the helpfulness and courtesy of the staff and am grateful for the support that the partners have given me, not only in my time at the office, but also in my earlier capacity as a Deputy District Judge. I am sure that QualitySolicitors Clarke & Son is in a good position to continue to do well, as it has for more than 150 years, and I wish everyone at the firm the very best for the future.”
It’s year number three for Apollo and we are delighted to announce that we have just moved into new premises that double our warehouse and office space located in the heart of Southampton. We have also taken on an additional delivery van and driver due to the exponential organic sales growth we have experienced since the business began in December 2011.

We would like to take this opportunity to thank all our loyal customers, old and new, for their continued support.

We supply everything for the office to hundreds of SMEs across Hampshire – in excess of 20,000 products from stationery and office furniture through to managed print services and telecom solutions.

As well as competitive pricing we pride ourselves on fantastic customer service. We deliver next day, at no extra charge and with no minimum order amount required. We offer an online ordering facility where customers benefit from a Reward Points Loyalty Scheme offering chocolates and biscuits through to high street vouchers.

We look to build long term relationships with all of our customers and suppliers and are always willing to go that extra mile, literally, to exceed expectations.

If you’d like to find out what Apollo Business Supplies can offer your business please contact me: Matt Gardner, Sales Director – matt@apollo-bs.co.uk.

Help for Southampton Start Ups

Sign UP
Through the Southampton Connect fund, the scheme is able to offer up to 30 FREE enhanced membership packages.

Link UP
A direct link to the Southampton Start-Up Support Network which provides information from partners and stakeholders who can provide help:
http://hantsbusinessdirectory.co.uk/startup

Pick UP
Collect the Business Start Up Information Pack that contains vital information about services on offer from business support organisations.

Phone UP
One stop shop and phone number for business start ups. Confidential telephone service of a qualified information manager who will provide help.

FREE and confidential business advice line from Hampshire Chamber of Commerce
If your start up business is within any of the following postcodes:
SO14 - SO15 - SO16 - SO17 - SO18 - SO19

For more information on this service, please contact Lisa Hall on 02380 206 158 or e-mail lisa.hall@hampshirechamber.co.uk.

Motor Company in Driving Seat With Solar PV System

A motoring group near Southampton is on the road to a greener future and reduced electricity costs after installing its first 200 solar panels.

The cutting-edge solar power system was fitted free of charge on the roof of the Hendy Group’s Van and Truck Centre in Chandler’s Ford by Renewable Energy Investments (REI).

Under the initiative, Hendy Group will purchase clean, green electricity from REI at a heavily discounted rate before taking ownership of the system entirely in 20 years.

Some 20% of the building’s electricity has been generated by the 50 kilowatt peak (kWp) solar photovoltaic (PV) system so far although this is set to increase over the summer months.

Now REI, based at Ferndown in Dorset, is set to fit similar installations on Hendy’s other dealerships across the south.

John Hendy, systems and resources director at the Hendy Group, said: “As a company we have been keen to adopt innovative technology over the years.

“We are also focused on being environmentally friendly so the time seemed right to take advantage of REI’s solar power purchase scheme.

“It is still early days but we are very pleased and are looking to introduce it at our other sites.”

After 20 years, the Hendy Group will take ownership of the system with free solar energy for the remaining life of the equipment - typically another 15 years.

If you’d like to find out what Apollo Business Supplies can offer your business please contact me: Matt Gardner, Sales Director – matt@apollo-bs.co.uk.

courier@cecouriers.com
www.cecouriers.com
02380 480 420

sales@pm-gl.com
www.pm-gl.com
02380 480 526

Unit 9 Goodwood Road Eastleigh SO50 4NT
**Arab-British Chamber of Commerce**

**ABC Cross-Cultural Seminar – 25th June 2014**
Half-day seminar for both members and non-members will address cross-cultural pitfalls and their solutions. Event geared to companies seeking to do business or who are already in business with the Arab world.

Contact Mr Omar Bdour Tel: 020 7659 4860 Email: omar@abcc.org.uk

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**Santander Lead Trade Missions**

**15th September 2014 – Abu Dhabi, UAE**
6th October 2014 - New York, USA (Women in Business)
10th November - Brazil

Contact Mike Francis, email mike.francis@santander.co.uk

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**Vicon**

Vicon is one of the world’s leading manufacturers of video systems and components used for security, surveillance, safety and control purposes. Vicon’s European Headquarters is located at Segensworth East, Fareham and from there they ship products to customers throughout Europe, the Middle East and Africa. Vicon’s high quality security systems are installed in some of the most prestigious locations around the world. Applications range from shopping centres and town centre schemes, to airports, prisons, casinos, sporting arenas, railways, hospitals, schools, and banks. The end-to-end security solution portfolio includes the following major components:

- Open-platform Video Management systems with video analytics
- A full selection of network cameras, including High Definition megapixel models
- Network Video Recorders, hybrid Digital Video Recorders and video storage solutions
- Advanced Matrix switching systems
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- System design and installation support from Vicon’s Professional Services team
- Training

Vicon is a team of dedicated people continually striving for excellence. Vicon's Customer Service and Professional Services teams provide assistance with security system design, sales support, after-sales technical support, training courses and field support.

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**THINKING ABOUT BRAZIL?**

You can certainly be forgiven for doing so, with the World Cup this summer and the Olympics just two years away.

But what about the opportunities for business in this vibrant and exciting country? Brazil is the fifth largest country in the world, the sixth largest economy and has one of the world’s most rapidly developing economies. Gross Domestic Product per head is greater than India and China with an average annual growth of 3.4% over the last four years.

Strengths of the Brazilian market include:

- strong industrial, business and consumer base
- a sustained period of economic growth
- European-oriented culture and business practices
- political stability and a solid democracy
- most of the world's largest investment banks are headquartered in São Paulo

Challenges include:

- complex tax system with high taxes
- long journeys between cities and states, where cultures can vary significantly
- a lot of importance is put on personal contact; you may need to visit several times before securing a deal

So, how can you find out more? As well as the Chamber, support is available from UK Trade and Investment and the British Chamber of Commerce and Industry in Brazil.


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**TRAINING 2014**

**June 24th**

**Export Documentation**
This one day course is designed to give you formal training on documents you need to complete on a daily basis including EUR1/TR and Certificates of Origin.

**July 1st**

**Letters of Credit**
This course outlines the main procedure and practice of handling Letters of Credit from the exporters' perspective.

**September 24th & 25th**

**Export Starter**
This two-day course outlines the four key areas of export practice – terminology, documentation, customs and payments.

**October 7th**

**Import Procedures**
This one-day course covers Customs Clearance Procedures, Tariff Classification/Import Declaration - CBB/E2, Duty/VAT Calculations/CFSP Procedures, Customs Warehousing/RGR/AEO Status, Inward/Outward Processing Relief – IPR/DRP, Pref.

For further information please visit [www.hampshirechamber.co.uk/skills_training](http://www.hampshirechamber.co.uk/skills_training).
Mark Baulch will work to put south east exporters in touch with overseas markets.

Mr Baulch’s appointment follows a successful bid by Hampshire Chamber to be the lead chamber in the south east for the initiative.

As well as Hampshire, he will provide support to firms through the various chambers serving Sussex, Surrey, Kent, Thames Valley, and the Isle of Wight.

Mark Baulch, who was previously an international business development manager for global book publisher Ingram Catholis, said: “My role is to be a conduit. I will be working directly with local chamber members to put them in touch with accredited business networks abroad quickly and seamlessly. That means practical support, assessing particular target markets and advising where to find the best opportunities for exporting products and services.”

Mark Baulch is one of nine regional co-ordinators across the UK for the initiative. While he has been specifically tasked with driving one-to-one contacts in Japan, Taiwan and the Philippines, his wider remit is to help position UK exporters at the forefront of global growth opportunities.

Mr Baulch added: “I want to ensure that local companies take full advantage of whatever their sector and wherever they want to trade. People need practical help and advice when exporting. High growth markets are often seen by our SMEs as difficult to access, so it makes sense to provide more business-to-business support in these countries. In time, this will help position UK exporters at the forefront of global growth opportunities.”

Stewart Dunn, Chief Executive of Hampshire Chamber, said: “Mark will play a vital role in building a global network of support for businesses in the south east. They already export all kinds of goods and services from commercial marine to IT systems. Firms will now be seeking to increase trade as the economy improves at home and abroad and the chamber network here and overseas is ideally paced to help them.”

During nine years at Ingram Catholis, Mr Baulch worked in a variety of sales and information services roles. His territories included Europe, Scandinavia, Russia and the Middle East.

He has also held management posts in retail and events. In his own time, he is part of the media services team for the British Grand Prix and the UK round of the World Rally Championship. ■

For more information on the Overseas Business Networks initiative, visit http://exporttrain.org.uk or email mark.baulch@hampshirechamber.co.uk.

LOCAL SPECIALIST URGES ‘MUMPRENEURS’ TO CLAIM VITAL TAX BENEFITS

With more than half a million people starting their own business last year and latest research showing that almost two-thirds of mothers with children under the age of 10 are considering starting up their own business from home, Kumar Nayar, who runs TaxAssist Accountants in Southampton, is urging local people who work from home to ensure they claim vital tax benefits.

With full-time annual childcare costs for two children now reaching £17,702, almost half of mothers surveyed by Direct Line for Business, believed they would be better off financially if they started a business from home as well as benefiting from more flexible working hours.

Kumar Nayar comments: “While setting up your own business can be a daunting prospect, with the cost of childcare spiralling, it can have significant benefits, offering more flexible working and the potential to be more tax efficient - as long as you know what you can claim.

“Over 70% of new businesses are now started from home and with better wireless connections and the use of smart phones and tablets, many local small businesses continue to be run from home. Knowing how to manage cash flow is essential and business owners should ensure that they benefit from any support available.

“HMRC will allow you to offset a share of some household bills to reduce the tax you pay, based on the layout of your home and the amount of time you spend there. These can include mortgage interest, insurance, rent, utility costs and rates as well as a percentage of phone line rental, the cost of business calls and expenditure on internet connections. Coupled with savings on premises and transport costs, working from home can be very effective for many small business owners.”

TaxAssist Accountants Southampton is a local business, based in Southampton providing tax and accountancy advice and services purely to small businesses.

NO TIME WASTED AS HIPPO TAKES LAST UNIT AT BLUEPRINT INDUSTRIAL ESTATE

National waste logistics company HIPPO has taken the last remaining unit at Blueprint Industrial Estate in Portsmouth. Commercial property expert Vail Williams acted on behalf of the landlord Glen House Estates.

The deal sees HIPPO, which provides bespoke and reliable waste solutions to help business and domestic customers reduce their costs for waste disposal, take a new six-year lease on the 8,386 square feet unit which is located at Portsmouth’s best-known industrial location.

HIPPO experienced record growth in 2013, collecting our millionth HIPPOBAG which resulted in the need for us to expand our logistics operation to aid the expansion of the business,” commented HIPPO managing director Gareth Lloyd-Jones. “Vail Williams offered us an ideal business solution with this property, with both office and warehouse space it will allow us to continue to grow.”

HIPPO also has an office at the prestigious 1000 Lakeside in North Harbour, Portsmouth.

Vail Williams surveyor Leanne Channon said: “Our client is delighted that HIPPO has chosen Blueprint as its operational base. The unit had recently been refurbished and is one of only a handful with a large rear yard, so it suits HIPPO’s needs perfectly.”

For more information about Vail Williams LLP, please visit www.vailwilliams.com.
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I HAVE A WINDOW TO THE WORLD
AS A CHAMBER MEMBER I’M WELL CONNECTED

If it’s understanding how to make the most of opportunities online or the right advice to keep your business growing around the world, belonging to your local Accredited Chamber of Commerce means you are always well connected.

Visit www.hampshirechamber.co.uk to see how we can support your business.

#JOINYOURCHAMBER

WITH STATE-OF-THE-ART TECHNOLOGY AND UPDATED DESIGN, THE PORTSMOUTH MARriott HOTEL’S CONFERENCE SPACES REDEFINE BEST BUSINESS PRACTICES

It used to be that a good handshake was all you needed to close a deal. Well, times have changed. Today’s business people emphasize productivity over protocol, and the Portsmouth Marriott Hotel is responding in kind. Its new, interactive meeting rooms are some of the most innovative among hotels on the UK’s south coast with technology and design working hand-in-hand for a seamless experience. It is a new kind of handshake and this hotel understands better than any other how to do it.

One of the hotel’s greatest abilities to foster success is its state-of-the-art Epson projector technology. Its EB-1450W projectors encompass short-throw projection, an interactive whiteboard and digital flipchart, among other features, to deliver sleeker, more effective presentations. Its interactive capabilities mean everyone in the room can contribute to the meeting. Ideas can be voiced, shared and saved within the presentation.

These tech-friendly updates also help the environment. As a Gold Award recipient of The Green Business Tourism Scheme, the hotel has actively worked to reduce its overall waste and carbon footprint, and the interactive business technology promises to dramatically reduce its generation of paper waste.

The hotel is offering an executive package, which accommodates up to 20 delegates for just £495 per day! From environmental advantages, to enhanced productivity, the hotel’s new meeting rooms answer the needs of tech-savvy, on-the-go Millennials.

TAKING YOUR MEETINGS FURTHER.

Here at the Portsmouth Marriott Hotel we are innovating to deliver more inspiring, more engaging and more results driven meeting experiences.

NEW FOR 2014!
Interactive whiteboard technology.

PORTSMOUTH MARriott HOTEL, SOUTHAMPTON ROAD, PORTSMOUTH, PO5 4SH
Web: PortsmouthMarriott.co.uk
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*Subject to availability.
EXPERIENCE YOUR CONFERENCE AT THE UNIVERSITY OF WINCHESTER

The campus provides a wide range of conference and meeting rooms including the popular Stripe Complex, our award winning University Centre, IT-Suites and exhibition space as well as ensuite accommodation and sports facilities.

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Now privately owned and having recently completed a £4 million refurbishment, the Grand Harbour Hotel offers state of the art facilities for conferences and events in the heart of Southampton. Facilities range from executive boardrooms for 8 delegates up to the magnificent Mayflower Suite for up to 500, and everything in between.

There has never been a better time to rediscover the Grand Harbour Hotel.

Contact our sales team now to discuss your requirements, they look forward to speaking with you.

Phone 023 8063 3033 or email ghsales@grandharbourhotel.co.uk

The campus provides a wide range of conference and meeting rooms including the popular Stripe Complex, our award winning University Centre, IT-Suites and exhibition space as well as ensuite accommodation and sports facilities.

Rediscover the Grand Harbour Hotel

Now privately owned and having recently completed a £4 million refurbishment, the Grand Harbour Hotel offers state of the art facilities for conferences and events in the heart of Southampton. Facilities range from executive boardrooms for 8 delegates up to the magnificent Mayflower Suite for up to 500, and everything in between.

There has never been a better time to rediscover the Grand Harbour Hotel.

Contact our sales team now to discuss your requirements, they look forward to speaking with you.

Phone 023 8063 3033 or email ghsales@grandharbourhotel.co.uk

Grand Harbour Hotel | West Quay Road | Southampton | SO15 1AG
Telephone: 023 8063 3033 | Email: ghsales@grandharbourhotel.co.uk | Website: grandharbourhotel.co.uk
The New Forest and Hampshire County Show is an annual three day agricultural show held at the end of July and attracts around 95,000 visitors over the duration. Held in the heart of the New Forest, near Brockenhurst, it is taking place this year on the 29th, 30th and 31st July.

The show is rated amongst the top ten agricultural shows in the country and the visits of Her Majesty the Queen and His Royal Highness The Duke of Edinburgh in 2012 and the Earl and Countess of Wessex in 2013 have boosted the profile of the show to its highest level yet.

Founded in 1920, the first New Forest Show was held in 1921 as a small one day local event. In the decades that have followed, the show has grown considerably into the highlight of Hampshire’s social calendar and into an event in which all those involved are extremely proud.

The show’s impact goes well beyond our 95,000 visitors and sponsorship is both an effective shop window for promoting your organisation or products and a great way to support the local community. We are working to make the show a year-round event and therefore promote our sponsors and supporters association with the show throughout the year not just for the duration of the event.

The assistance received from our sponsors and supporters allows the show to move forward and continually improve the experience for our visitors.

Sponsorship of this prestigious event includes benefits such as branding, banners and signage, PA announcements, advertising, hospitality and complimentary tickets. With a huge variety of activities taking place at the show, you would receive an unrivalled opportunity to support relevant industries and reach a specific target market. To take advantage of our 10% advance ticket discount, please visit our website before the 21st July www.newforestshow.co.uk. For more information about our show or to meet with us to discuss your requirements, please contact Denis Dooley on 01590 622400 or by email, denis@newforestshow.co.uk.

29th, 30th & 31st July
New Park, Brockenhurst  www.newforestshow.co.uk

10% off advanced tickets bought online before 21st July
‘TALL SHIPS AND TALL STORIES’...
SAILING ADVENTURES WITH THE JUBILEE SAILING TRUST

They are the only tall ships in the world designed and built to enable people of all physical abilities to sail side-by-side as equals. Sailing with the JST, everyone can experience the thrill and adventure of life on board a tall ship and be involved in almost every activity on board. Take the helm, set the sails and keep watch, all regardless of physical abilities and previous sailing knowledge.

Following Duncan’s presentation we were invited to go downstairs for a truly impressive buffet supper which had been creatively displayed by the JST crew. We were delighted to have the JST crew join us for supper and networking. They are all full of knowledge about both ships and were able to answer questions from our members.

No Chamber event would be the same without our business card draw which this time was a superb prize, a day’s sailing for two on the Tenacious. With bated breath the card was drawn and the lucky winner Russell McKee of ClickIT was presented with a very large box of chocolates and voucher for his day’s sailing. Russell has promised to send, after his sailing day, a brief account of his exploits together with pictures and we look forward to seeing these in a future edition of our Chamber magazine.

There were certainly a number of our Chamber members on board who were green with envy.

Following a tour of the ship and further networking it was time while the gangplank was still in place for us to reluctantly leave the ship. We had a wonderful time, we lost nobody overboard and are delighted to report no one was made to walk the plank.

The events team of Hampshire Chamber would like to extend our thanks to the crew of the Tenacious for agreeing to host this memorable evening. Also our thanks go to Kimberly Garrod of Kimberly Garrod Photography (www.kimberleygarrod.co.uk) for taking pictures during the event.

Almost 50 Chamber members and their guests joined us on board Tall Ship Tenacious, the largest of the two tall ships owned by the Jubilee Sailing Trust, for a glass of wine, light supper and networking, followed by a tour of this outstanding timber framed vessel, the largest wooden tall ship to be built in the UK for over 100 years.

The voluntary crew welcomed us on board and throughout the tall ship to be built in the UK for over 100 years. this outstanding timber framed vessel, the largest wooden

NET W O R K  R O U N D U P
SOUTHAMPTON

Last month’s networking lunch took us back to the popular Old Alresford Place, nestled in the village of Alresford. The historic building has constantly adapted throughout its history to meet customer needs; its uses span from a hospital during the First World War to insurance headquarters during the Second World War.

With an innovative outlook, the owners of the building, the Diocese of Winchester, ensure the venue is constantly looking forward to keep it in high demand.

After enjoying a Pimms on the lawn, the first element of facilitated networking took place. Jim Culverwell from Culverwell Consulting was on hand to ensure this was a smooth and enjoyable experience, encouraging attendees to find someone they hadn’t spoken to before and practice their elevator pitches. After a couple of changes, the room was buzzing with energy, and members and guests were actively seeking out new contacts.

Guests were then called into the dining room, ready for part two of the networking event. After everyone had taken to their seats, it was their opportunity to introduce themselves and state what they did, what they could offer, and importantly what they were looking for. By using this structure, the event was able to focus on recommendations for business as well as raising the profile of what the member companies could offer.

Guests continued to network over a delicious lunch provided by Occasions of Alresford, whilst Debby, the host at Old Alresford Place, showed us all fantastic hospitality - to the extent that guests did not want to leave!

After changing seats during lunch, and through using facilitated networking, guests left with pockets full of business cards, as well getting to enjoy a fun and valuable event. One attendee commented: “Formalising the networking was a big win for me. Please use this format again.”

A huge thank you to Debby for her fantastic hosting, Occasions of Alresford for the delicious lunch, and lastly to Jim Culverwell at Culverwell Consulting. It was fantastic to see such great local companies working together to create a better business community – one which will be repeated in 2015!

PURE NETWORKING SUCCESS IN LUXURIOUS VICTORIAN SPLENDOUR

Guests were treated to the beautiful setting of Tyneham Hall Hotel for our most recent Pure Networking event. The meeting took place in the aptly named Hampshire Suite, and with over 70 attendees booked to attend, the room was brimming with local businesses looking to meet new contacts.

Guests enjoyed a short stroll through the gardens, where they were met by the membership team who were on hand to help attendees get the most out of the event. The event included a business card trial where guests are challenged to get as many business cards as they can in a set time scale. The winning networker was Rita Gupta, from Leiper Gupta Family Lawyers, with a record breaking 26 connections made!

Pure Networking is part of all our membership packages, available at no extra cost. The next event in North Hampshire takes place at FCoT on 30th June – spaces are filling quickly so don’t delay, book today.

NET W O R K  R O U N D U P
NORTH HANTS
Win a business card draw for an ‘exclusive’ private tour of the NEW Mary Rose Museum in Portsmouth’s Historic Dockyard for up to 20 guests. We were privileged to see behind the scenes and hear about the journey and challenges to final completion and opening in May 2013 of this truly remarkable museum steeped in the romance of the past.

The story of the Mary Rose spans almost 500 years. Hear about over 19,000 artefacts that have been recovered from the wreck site since the 1970s whilst enjoying a glass of bubbly and canapes. Enjoy the stunning views of the dockyard and HMS Victory from the balcony, one of the breath-taking private hospitality, conferencing and entertaining spaces available. A truly unique networking showcase not to be missed on Wednesday 2 July 6-8pm. Book your place today and why not bring some guests?

For further information and to book go to: http://www.hampshirechamber.co.uk/events-and-news/events/view/2014/04/08/behind-the-scenes-evening/

A membership is only £65 + VAT. Exhibition tables available to members for the finished article and a unique opportunity, not available to members of the public, to experience an informal chat with a member of the conservation team and an exciting ‘behind the scenes glimpse’ at the effort and dedication involved in preserving the ship and its contents.

Chamber member Miranda Morgan from the Growth Accelerator.

Chamber member Miranda Morgan from the Growth Accelerator. The future looks more promising having survived their first season in League 2 under this new regime, finishing mid table and surviving their first season in League 2 under this new regime, finishing mid table and

Surrounded by a fascinating and informative personal ‘audience with’ Iain McInnes, chairman of the club. In addition to being a successful local businessman, Ian took on the role of Chairman of Portsmouth FC following the success of the supporters’ club takeover in April 2013. Ian played a key role in saving the club from liquidation and he shared his experiences, challenges, trials and tribulations of two administrations, three relegations and ultimate success of being involved in the takeover of the largest fan-owned football club in English football history.

Ian was ably supported by PFC Board Director Mark Trapani, Chamber member and CEO of local car dealership Snows BMW and they made an excellent double act providing humour and honesty when questions and answers were taken from the floor.

Informal networking over a light buffet lunch was enjoyed and a business card draw for a PFC signed team calendar was won by some guests?

Book your place today and why not bring some guests?
A new display in the National Motor Museum, The Motorcycle Story, was opened on 14th May.

In welcoming guests on behalf of his father, Lord Montagu, the Hon. Ralph Montagu said: “We are now well over half way through a total re-display of the National Motor Museum which has been several years in development and aims to improve the way we tell the story of motoring and motocycling and display our celebrated collection of vehicles. The latest phase is the display of our motocycle collection in The Motorcycle Story.”

Following a ribbon cutting, motor racing commentator Murray Walker was invited to unveil a plaque marking his father Graham Walker’s role as the first curator of the motorcycle collection at Beaulieu. Unveiling the Motorcycling Icons Wall of Fame were two of the icons, 11 times British Trials Champion Sammy Miller and Beaulieu Abbey, Palace House and gardens.

The Motorcycle Icons Wall of Fame is a gallery featuring the top twenty riders as voted for by the public, from a shortlist of 48 motorcycling icons, drawn up in consultation with experts from the National Motor Museum Trust Advisory Council and a number of motorcycle focus groups.

Over 7,000 votes were cast both online and at motorcycling events across the south of England and the rider topping the poll was Barry Sheene, one of the best known and most popular riders in the history of motorcycle racing and winner of two World Championships.

The Motorcycle Story is now open and can be seen as part of a visit to the whole Beaulieu attraction which includes the National Motor Museum, World of Top Gear, Beaulieu Abbey, Palace House and gardens.

Visit www.beaulieu.co.uk/attractions/motorcycle-story for more information or join the conversation with #motorcyclestory.

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Visit www.beaulieu.co.uk/attractions/motorcycle-story for more information or join the conversation with #motorcyclestory.

The programme is open to final-year students nationally who, in addition to showing business acumen and passion, have launched or helped launch a business venture.

Andrew Martin, 23, is one of just 30 students from across the UK chosen to take part in a year-long programme by the New Entrepreneurs Foundation. Qualities the foundation was looking for included ambition, leadership, drive, initiative, commercial acumen and – surprisingly – humility.

Andrew is in the final year of a games technology degree course and for now he is concentrating only on his final exams. But come autumn, he and the 29 others who’ve won places on the programme will start drawing a salary while they are being mentored by successful entrepreneurs and working alongside skilled coaches in some of the country’s top companies.

Andrew said: “It feels amazing to have come this far and successfully achieved a place on the programme. I’ve always been fascinated with entrepreneurship and cannot wait to learn from some of the most outstanding entrepreneurs within the UK. "I started a number of different start-up companies whilst at university and thought this programme seemed ideal to further improve my knowledge and business acumen. I am excited at the thought of learning from entrepreneurs such as Brent Hoberman, co-founder of lastminute.com, Julien Callede, co-founder of made.com, and Dido Harding, the CEO of Talk Talk.”

The programme is open to final-year students nationally who, in addition to showing business acumen and passion, have launched or helped launch a business venture.

The programme started in 2012 and includes intensive workshops run in partnership with UCL, London Business School, Cass Business School, McKinsey, and Price Waterhouse Coopers. Previous cohorts have been invited to a prime ministerial reception in Downing Street and to meet Richard Branson.

If you are interested in becoming a Patron of Hampshire Chamber of Commerce, please contact:

Maureen Frost, Deputy Chief Executive, Email: maureen.frost@hampshirechamber.co.uk for full details of the packages available.

THE NATIONAL MOTOR MUSEUM SHOWCASES THE STORY OF MOTORCYCLES IN A STUNNING NEW DISPLAY
**SHOWCASE YOUR BUSINESS**

Businesses across the UK are being encouraged to showcase their IT innovation by entering the UK IT Industry Awards run by BCS - The Chartered Institute for IT, together with Computing.

The annual awards are renowned as the Oscars for the IT profession, providing a platform to showcase and celebrate best practice, innovation and excellence. Adam Thilthorpe, Director for Professionalism, BCS - The Chartered Institute for IT, explains: “IT makes a really important contribution to our society, health, wealth and happiness. The UK IT Awards are a great way of celebrating that positive impact. New technology and digital disruption is dramatically changing the way that businesses operate, public services are used and innovations are built. Winning an award not only demonstrates your professionalism and impact in our digital world but sets a benchmark of achievement for all to see. The quality and talent that the IT profession can display through these awards are inspirational and we would urge you to make sure you are part of the success story.”

Last year, the awards attracted over 325 entries and saw large and small organisations picking up awards in recognition of their contribution to the profession. Winners included Palletways which won Business IT Innovation of the Year while Small Supplier or VAR of the Year Award went to Metronet UK.

Categories focus on the contribution of individuals, projects, organisations and technologies that have excelled in the use, development and deployment of IT in the past 12 months. There are 25 categories ranging from Business IT and Innovative Mobile Apps to Security Innovation of the Year and Best IT Employer.

Entry is via an online application process and initial judging will take place in August. In September, finalists will be invited to give presentations or an interview, with an expert panel of judges drawn from across the industry. The winners will be announced at a gala evening event at the Battersea Park Events Arena, London on November 12. Full details of how to enter are available at: [www.bcs.org/Industryawards](http://www.bcs.org/Industryawards).

**SOLENT LEP BACKS MARINE GROWTH WITH LAUNCH OF NEW GROUP**

A new group, tasked with driving the growth of the Solent's marine and maritime sector, is to be set up and backed with £75,000 of Solent LEP (Local Enterprise Partnership) funding.

The Solent LEP has announced it will establish an accountable group, made up of public and private sector experts, to drive the long-term sustainable growth of the sector.

It follows the publication of a report by BIS (the Department for Business Innovation and Skills) in April to identify the steps that should be taken to secure the future of the marine and maritime industries across the Solent.

The Solent LEP published its official response to the report, and its commitment to back the ‘Marine and Maritime Working Group’ with £75,000 in the first year forms part of the document. The response also endorses the Ben Ainslie Racing Team proposal and plans for a feasibility study into the creation of a Large Structures Composites Centre in the Solent. It has urged central government to fund these projects at the earliest opportunity.

Gary Jeffries, Chairman of the Solent LEP, said: “The marine and maritime sectors have always been, and will continue to be, vital to the Solent’s economy so it is important that public and private sectors work together and seize every opportunity for their growth.”

**AIRPORT MD JOINS THE BOARD OF THE SOLENT LEP**

**We fully endorse BIS’s proposal of a group whose primary function is to drive the long-term, sustainable growth of these sectors. So much so that we are willing to back it with our support and funding.**

“We hope that central government will follow suit, with real action and funding to bring the Ben Ainslie Racing Team proposal and Large Structures Composites Centre feasibility study to fruition.”

The Marine and Maritime Working Group will fall under the Solent LEP and be chaired by an independent marine expert from the private sector. A LEP director will sit on the group, which will be bolstered by other senior figures from the Solent’s public and private sector.

In addition, a Marine Sector Manager will be seconded from Hampshire County Council to oversee the delivery of the group’s strategy in year one.

Applications for the role of group chair, as well as nominations to sit on the board, will be invited by the LEP in coming weeks.

Solent LEP’s response to the BIS report was informed by comments from Solent businesses and public sector organisations. Among those who responded to the consultation were Business South, Isle of Wight Council, Hampshire Chamber of Commerce, City College Southampton, the British Marine Federation and both universities in Southampton.

The LEP has a vital role in delivering the economy that business needs and local people deserve. I am hugely proud to be involved and am looking forward to joining my new colleagues on the board at such an exciting time for the LEP.”

Solent LEP Chairman, Gary Jeffries, said: “We were keen to appoint a senior business leader from a key sector who would complement the existing strengths of the board and Dave fits the bill perfectly. He is a key industry experience combined with extensive knowledge of the Solent, its strengths and challenges, make him an ideal candidate to contribute to our work in the years to come and to assist us immediately in our Growth Deal negotiations with government.”

Dave fills the board seat vacated by former Southampton Port Director Doug Morrison when he retired at the end of 2013.

Dave Lees, Managing Director of Southampton Airport, has been elected to the board of the Solent Local Enterprise Partnership (LEP).

He was chosen by a vote of the LEP’s business members after responding to a call for Solent business leaders working in aerospace, aviation, high-end manufacturing, logistics, ports and key international gateways.

Dave joined Southampton Airport in 2007 as planning and development director before becoming MD in 2010. He has developed the airport’s master-plan, which predicts how the transport hub, one of three international gateways to the Solent, will develop in the years to 2030. New LEP Director, Dave Lees, said: “The LEP has a vital role in delivering the economy that business needs and local people deserve. I am hugely proud to be involved and am looking forward to joining my new colleagues on the board at such an exciting time for the LEP.”

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**MEMBER NEWS**

**GARY JEFFRIES, CHAIRMAN OF THE SOLENT LEP.**

Adam Thilthorpe, Director for Professionalism, BCS - The Chartered Institute for IT, explains: “IT makes a really important contribution to our society, health, wealth and happiness. The UK IT Awards are a great way of celebrating that positive impact. New technology and digital disruption is dramatically changing the way that businesses operate, public services are used and innovations are built. Winning an award not only demonstrates your professionalism and impact in our digital world but sets a benchmark of achievement for all to see. The quality and talent that the IT profession can display through these awards are inspirational and we would urge you to make sure you are part of the success story.”

Last year, the awards attracted over 325 entries and saw large and small organisations picking up awards in recognition of their contribution to the profession. Winners included Palletways which won Business IT Innovation of the Year while Small Supplier or VAR of the Year Award went to Metronet UK.

Categories focus on the contribution of individuals, projects, organisations and technologies that have excelled in the use, development and deployment of IT in the past 12 months. There are 25 categories ranging from Business IT and Innovative Mobile Apps to Security Innovation of the Year and Best IT Employer.

Entry is via an online application process and initial judging will take place in August. In September, finalists will be invited to give presentations or an interview, with an expert panel of judges drawn from across the industry. The winners will be announced at a gala evening event at the Battersea Park Events Arena, London on November 12. Full details of how to enter are available at: [www.bcs.org/Industryawards](http://www.bcs.org/Industryawards).

A new group, tasked with driving the growth of the Solent’s marine and maritime sector, is to be set up and backed with £75,000 of Solent LEP (Local Enterprise Partnership) funding.

The Solent LEP has announced it will establish an accountable group, made up of public and private sector experts, to drive the long-term sustainable growth of the sector.

It follows the publication of a report by BIS (the Department for Business Innovation and Skills) in April to identify the steps that should be taken to secure the future of the marine and maritime industries across the Solent.

The Solent LEP published its official response to the report, and its commitment to back the ‘Marine and Maritime Working Group’ with £75,000 in the first year forms part of the document. The response also endorses the Ben Ainslie Racing Team proposal and plans for a feasibility study into the creation of a Large Structures Composites Centre in the Solent. It has urged central government to fund these projects at the earliest opportunity.

Gary Jeffries, Chairman of the Solent LEP, said: “The marine and maritime sectors have always been, and will continue to be, vital to the Solent’s economy so it is important that public and private sectors work together and seize every opportunity for their growth.”

**AIRPORT MD JOINS THE BOARD OF THE SOLENT LEP**

**Dave Lees, Managing Director of Southampton Airport, has been elected to the board of the Solent Local Enterprise Partnership (LEP).**

He was chosen by a vote of the LEP’s business members after responding to a call for Solent business leaders working in aerospace, aviation, high-end manufacturing, logistics, ports and key international gateways.

Dave joined Southampton Airport in 2007 as planning and development director before becoming MD in 2010. He has developed the airport’s master-plan, which predicts how the transport hub, one of three international gateways to the Solent, will develop in the years to 2030.

New LEP Director, Dave Lees, said: “The LEP has a vital role in delivering the economy that business needs and local people deserve. I am hugely proud to be involved and am looking forward to joining my new colleagues on the board at such an exciting time for the LEP.”

Solent LEP Chairman, Gary Jeffries, said: “We were keen to appoint a senior business leader from a key sector who would complement the existing strengths of the board and Dave fits the bill perfectly. He is a key industry experience combined with extensive knowledge of the Solent, its strengths and challenges, make him an ideal candidate to contribute to our work in the years to come and to assist us immediately in our Growth Deal negotiations with government.”

Dave fills the board seat vacated by former Southampton Port Director Doug Morrison when he retired at the end of 2013.
Chamber focuses on the key business events of the past month.

Many thanks to our members and organisers for capturing the people and the events to AGENDA.

We welcome your support in this feature and are always keen to show relevant business events within the Hampshire region.

Please send your digital images to spotlight@hampshirechamber.co.uk.

For more information relating to forthcoming Chamber events please email: katie.crow@hampshirechamber.co.uk

Photos courtesy of Michel Focard and Kimberley Garrod
Dark Fibre Infrastructure Service (NDFIS) which will enable the university’s researchers to access a dark fibre network, using dedicated optical fibre connections. Following a competitive tendering process, the five-year contract for NDFIS has been awarded to a consortium including University College London, as the prime contractor, and the Universities of Southampton, Cambridge and Bristol. The network will connect these universities to other research networks around the world, via telecommunication facilities in London. Dark fibre is optical fibre that users can access at the optical data level, rather than the electrical data level used in conventional communications networks. Access at the optical level enables users to experiment with novel communication techniques, such as high order optical modulation or quantum communication. Professor Periklis Petropoulos at the University of Southampton said: “The internet is playing an increasingly pervasive role in our lives and our expectations of what we can use it for are always growing. As we use it more often, on more devices, in more data intensive ways, we are putting strain on the internet’s existing capacity. This network will allow our researchers at the University of Southampton to experiment with new technologies that will shape a faster, future-proof internet, capable of meeting our demands both now and in years to come.”

The fibre connections, comprising some 800km of single mode fibre, together with control and monitoring systems, will be provided to NDFIS by the Joint Academic Network, Janet. The new service builds on previous work carried out by the consortium using a fixed path dark fibre network, Janet Aurora. Researchers at Southampton will be able to access the new network, to be named Aurora2, at both the university and remotely using the Janet Lightpath service. As well as supporting research on the future core optical network, which underpins the internet, NDFIS will enable research with experimental metro networks and support wireless backhaul networks for future wireless systems, such as 5G. The network will also be open to the university’s industry partners to test new components, architectures and ways of communicating.

The University of Southampton is part of a consortium that has been awarded £2.5 million to develop a national infrastructure that will allow experimentation on future internet technologies. The UK Engineering and Physical Science Research Council (EPSRC) has provided the funding for a new Nationalschamber consortium to Develop State-of-the-art Communication Network (NDFIS) which will enable the university’s researchers to access a dark fibre network, using dedicated optical fibre connections. Following a competitive tendering process, the five-year contract for NDFIS has been awarded to a consortium including University College London, as the prime contractor, and the Universities of Southampton, Cambridge and Bristol. The network will connect these universities to other research networks around the world, via telecommunication facilities in London. Dark fibre is optical fibre that users can access at the optical data level, rather than the electrical data level used in conventional communications networks. Access at the optical level enables users to experiment with novel communication techniques, such as high order optical modulation or quantum communication. Professor Periklis Petropoulos at the University of Southampton said: “The internet is playing an increasingly pervasive role in our lives and our expectations of what we can use it for are always growing. As we use it more often, on more devices, in more data intensive ways, we are putting strain on the internet’s existing capacity. This network will allow our researchers at the University of Southampton to experiment with new technologies that will shape a faster, future-proof internet, capable of meeting our demands both now and in years to come.”

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• Does the lease provide for damage for an uninsured risk, such as flooding or terrorism? Look for a suspension of your repairing obligation and early termination provisions in these circumstances.
• Will annual rent and service charge be suspended in the event of damage by an uninsured risk?
• Will your repairing obligation be suspended in the event of damage by an insured risk?
• Can the insurer set specific requirements linked to your business use, such as the storage of controlled drugs for a veterinary clinic?

At Phillips we understand that your focus needs to remain on the growth and success of your business, which is why we work with you to understand your business needs and provide quality legal advice to protect your interests, while you work to achieve your business goals. For more information on how we can help contact Kathryn Johns, Commercial Property Solicitor, at Phillips on 01256 460830 or email kjohns@phillips-law.co.uk.

It is common practice for a landlord under the terms of a lease to take on responsibility for insuring a building or an estate as a whole, leaving the tenant to insure their own contents and fixtures and fittings. However, there are a number of points to consider that will ensure your business premises are adequately covered.

• Is the building or estate to be insured for its full reinstatement value? If the insured sum is to be set at the landlord’s discretion, there is the possibility of a landlord ‘under insuring’ which means there would not be enough funds available to reinstate the building or estate in the event of damage.

What risks are covered? Are you as a tenant able to ask for additional risks to be covered which specifically relate to your business operations?

It is important that tenants respond to and serve appropriate notices and comply with time limits otherwise they may lose their rights.

Security of tenure applies to most commercial leases over six months unless the provisions contained in Part II of the Landlord and Tenant Act 1954 (‘the 1954 Act’) have been specifically excluded. It acts as protection for the tenant to prevent eviction at the end of the fixed term. In order to regain possession the landlord must serve a notice under the 1954 Act stating one or more of the grounds specified in the 1954 Act as to why they oppose the renewal of the lease.

What if I have a 1954 Act protected lease and want a new lease?
The tenant can agree the terms of a new lease with the landlord. If negotiations fail the tenant can apply to the Court for a new lease, which will be granted unless the landlord can show the Court that one or more of the grounds for opposing the new lease apply. Alternatively the landlord can apply to Court for the terms of the new lease to be determined or indeed for the termination of the current lease. It is important that tenants respond to and serve appropriate notices and comply with time limits otherwise they may lose their rights.

What if I want to end my 1954 Act protected lease?
The 1954 Act allows a tenant to determine the lease at the end of the contractual term either by giving the landlord at least three months’ notice or by simply vacating before the end of the term. If the tenant is still in occupation of the premises at the end of the contractual term, the tenant can determine the tenancy at any time by giving the landlord three months’ notice.

What if my lease is excluded from the 1954 Act?
If your lease is excluded from the 1954 Act your lease will automatically come to an end on the last day of the contractual term. If the tenant wants to stay in occupation they will have to agree terms with the landlord in advance of the end of the term by signing a new lease or entering into an agreement for lease.

You can contact Nicola Crookes-West on nicola.crookes-west@glanvilles.co.uk or visit www.glanvilles.co.uk.
Traditional. If you had a legal problem you would talk either to a solicitor or a consultant qualified in the area where you had a problem. Barristers would often become involved later in the case when advocacy or more specialist advice was required.

Now however the rules have changed and businesses and individuals can now instruct a barrister directly and have access to their knowledge and experience without using any other individuals can now instruct a barrister directly and have access to their barrister as little or as often as is required giving businesses the advantage from the benefits of having an experienced Barrister to fight their case.

Clients can negotiate their own fees from the outset and call on their barrister as little or as often as is required giving businesses and members of the public total control of the way their cases are handled.

Also as there are many levels of experience available to the client there is a very broad range of costs available with some one day cases costing as little as £250 plus VAT to handle.

Housing associations, landlords and many tenants have been quick to take advantage of the savings available and we are finding that now clients with issues involving Planning, Assets of Community Value and Village Green applications are prepared to take full advantage from the benefits of having an experienced Barrister to fight their case.

To book now, email rhys@12cp.co.uk

Environment and Planning Seminar 2014

Rhinefield House Hotel
Thursday 10th July
9.45am - 4.30pm

The seminar will cover these key areas:

1. The Natural Environment
2. Renewable Energy Sources and Fracking
3. Waste and Flooding
4. Updates on Assets of Community Value and Village Greens
5. Conservation Areas and Buildings of Special Interest

Only £75 plus VAT

To book now, email rhys@12cp.co.uk
ICS Cool Energy is celebrating 25 years as one of Europe’s leading specialists in heating and cooling temperature control sales, rental and servicing.

Originally formed in 1989 by Jeff Spolink and Phil Wilson, ICS opened with two offices, providing coverage in both the north and the south of the UK. Expansion continued in the mid-nineties when the team opened an office in Ireland to manage all aspects of sales, service and rental. Success continued as the late-nineties saw ICS reach the benchmark of achieving a turn-over of £20million within the UK and Ireland.

In the mid-2000s, Cool Energy, a specialist temperature rental company was formed, later expanding into Europe after merging with ICS to form ICS Cool Energy Ltd. This led to the development of a clearly defined strategy for sales, rental and service and an achievement of over 50,000 projects. Today the company is led by Adam Spolink, Kevin Whyte, Mike Jones and Russell Wilson and is forging ahead with the agreement of significant deals and new partnerships, whilst also launching the latest edition to its fleet, the ‘i-chiller’.

With cooling capacities starting at 0.9kW and ranging right up to 122.4kW, the chiller promises a more variable approach to economic process cooling for a wider array of applications - without ever having to compromise on reliability or outright power. Providing greater flexibility than its predecessor, the range features two new versions, offering high efficiency (HE) and dual frequency variations to suit all requirements. The new range also includes a high pressure axial fan and an oversized hydraulic tank as standard, enabling the chiller to compensate for any imbalances caused by changes in load demand whilst in operation.

In support of the European Union’s legislation regarding the phase out of environmentally unfriendly R22 gas, the i-chiller range predominantly utilises more sustainable R404A refrigerant, with R407C and R134a gases used within the smaller capacity models.

■ To find out more information on the i-chiller, or to find out more about ICS Cool Energy’s other energy efficient temperature control systems, visit www.icscoolenergy.com or call 0800 774 7420.

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The Solent Growth Hub can help you to unlock funding opportunities for your business!

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FREE STAFF TRAINING FOR SMALL BUSINESSES

Small businesses are being offered free staff training, to help them compete and grow.

The offer could be worth thousands of pounds to each company and it's available to workers over 19, including volunteers, and can include training in the workplace or outside.

A business needs analysis is also available to find out what training a firm’s staff would benefit from.

Training is being offered in areas including IT, customer service or business administration. Management or leadership training could also be provided.

Kate Prowse is from Portsmouth City Council’s Pride in Pompey team, which is offering the training. She said: “Increasing employees’ skills and competence can really benefit a company.”

‘Staff become more effective and productive. They grow in confidence and motivation, and become more able to transfer between job roles. “The result is improved staff retention and customer satisfaction, and a boost to the business’s reputation.”

Michelle Slakey, office manager at the Eastney Cruising Association, took advantage of the free training offer to brush up her Microsoft Office skills.

She said: “I did same training in PowerPoint presentations and Excel, and I definitely found it very helpful. Plus, it was all free.”

The council is running the training scheme in partnership with Chichester College, using funding secured from the European Social Fund.

To find out more businesses can email kate.prowse@portsmouthhcc.gov.uk or call 023 9288 2561.

TURLEY REVS UP FOR HONEYPOT CHILDREN’S CHARITY

Planning consultancy Turley in Southampton has swapped the office for open top motoring, joining with classic car enthusiasts from across southern England to raise money for Honeypot Children’s Charity.

Over 50 classic cars completed the 71-mile run around the New Forest on Sunday 11 May, raising over £2,600 for Honeypot and other Rotary charities. The event was organised by the Rotary Club of Southampton Magna and was sponsored by Turley.

Rachel Lamb, a senior planner at Turley said: “The Magna Car Run is an annual event and one of the best attended classic car runs in the region. Whilst this year we were not behind the wheel, it was terrific fun to get involved and raise money.”

Honeypot Children’s Charity is a national charity that works with vulnerable children and young carers aged between 5 and 12 by providing respite breaks and on-going outreach support. It gives young carers a break from demanding and stressful responsibilities at home and provides a safe, nurturing environment where children at risk can develop their full potential.

Emma Larter of Honeypot Children’s Charity said: “This is a fantastic event, involving beautiful cars and the wonderful New Forest countryside. The money raised is critical in that it allows us to continue to help and support young children locally giving them time to be children again.”

The Magna Car Run is open to classic car owners and drivers, with prizes given for the best fancy dress, winner of the quiz, winner of a skills test, oldest car and the longest distance travelled to the event.

Chris Lait, Magna Car Run organiser said: “This was a terrific event and despite the blustery weather, attracted a wonderful crowd. Our thanks go to Turley for helping make this event happen – and who knows, perhaps next year they might even enter a car!”

■ ■ ■
APPRENTICES SIGNAL THE RIGHT APPROACH FOR BOXCHILLI

Now in their tenth year, boxChilli Internet Marketing are intent on maintaining their impressive growth over the last two years to 15 staff. One of the keys to their successes has been the use of apprentices supplied by PETA Portsmouth. Modern apprenticeships offer people a cost-effective route into the workplace, where stability and training are paramount. Within their team, boxChilli have professionals with a decade of online marketing experience but apprentices with their fresh ideas and passion make sure that the business stays on its toes and reacts to trends.

Currently looking for a new apprentice to fill a Web Support role, boxChilli have recently promoted their first apprentice Emily Smith to the position of Digital Marketer due to her hard work and impressive attitude to learning new technologies.

If you would like to know more about boxChilli, their web design and other services they offer or how they could help your business please call them on 02392 823377 or email hello@boxChilli.com

ORCHID DIGITAL WORK WITH HOMELESS CHARITY

Video marketing agency Orchid Digital were asked by Hampshire based homelessness charity, Step by Step, to create a series of Avatar ‘Animations’ for their ‘Turn a Life Around’ digital campaign. The videos were designed to help raise awareness of the issues that can lead to young people becoming homeless and to generate much needed funds to support the charity’s work.

The challenge was to find something unique, that would stand out from other videos based campaigns. Helen Pritchard, owner of Orchid Digital said: “We felt using real stories with Avatars based on real people would make the videos authentic and powerful.”

Sandy Fitzgerald, Step by Step’s fundraising and marketing manager, said: “Orchid Digital have done a fantastic job to bring these stories to life for us, using their significant experience of video production for charities to create something that reflects the heart of what we do.”

You can view the videos at www.stepbystep.org.uk

CORPORATE MEMBERSHIP AT BASINGSTOKE SPORTS CENTRE

In recent surveys conducted by the CIPD and Employee benefits, employees ranked Gym membership as one of the most desirable benefits to be offered by their employer. With a reduction in staff sickness, increased productivity and improved wellbeing, a Gym membership is an ideal avenue to add value to both staff and companies alike.

Basingstoke Sports Centre are determined to contribute to organisations and their employees wellbeing, to have announced the introduction of two Corporate Membership packages.

With “Just Gym” at £20.00 pm and the Premier Membership, which includes the pool, Health suite, Spa and Studio classes at £34.00 pm, this represents a 20% and 13% saving on our standard memberships, with no reduction in quality of service or accessibility.

Full terms and conditions and prices on are on our Corporate Website www.basingstokecompanysportstrust.org

For a prize presentation and further details, please contact:
Andrew Rhys at 01256 302 226 or email at Andrew.rhys@sportscentre.org.uk

DUNHAM-BUSH LAUNCHES ZONE FLOW

If you’re involved in managing such facilities, this could be of great interest. Zone Flow can be specified with many of the company’s industry leading Fan Coil Unit products. Its key feature is that it simplifies commissioning, setup, adjustment and maintenance of FCUs and is available in several configurations in order to meet the requirements of most building control strategies.

Zone Flow can control a single fan coil unit, individually control each fan within a multi-fan unit, or operate as part of an integrated building management system (BMS). The controls for each Fan Coil unit can be pre-set to take into account site conditions. This ensures that when the units arrive at site they will deliver the correct air flow and will even compensate for variations in system pressure. This simplifies and reduces the cost of commissioning, while ensuring optimum performance in terms of comfort and energy consumption.

All Dunham-Bush Fan Coil Units are manufactured at Havant and all are available with high efficiency EC motors providing infinitely variable fan speed control.

Zone Flow provides comprehensive operating data and remote monitoring of all units, fan failure alarms for filter dirty, and condensate pump. The communication with a BMS allows remote monitoring and adjustment of temperature set points and air volumes, as well as the monitoring alarm status.

The new product provides time scheduling, the control of standard or pressure independent water control valves, VAV fan speed control, electric heating where required, as well as the management of Zone Band.

For further information on Dunham-Bush or its products, please visit the website at www.dunham-bush.co.uk or contact the company directly on 023 9247 700.

The award-winning Solent based digital marketing firm, Adido, has been ranked among the elite of independent agencies in the country, according to a new report.

The company is in the top five of mid-sized independent agencies in the country, giving it ‘elite’ status and making it the highest ranking agency in the region in the industry league tables.

Hundreds of independent agencies from all around the country are reviewed in The Drum census, which collectively measures customer opinion, peer reviews and financial strength.

But Adido – which works with well-known names such as Orange and M&S, as well as strong marketing-savvy local and regional brands – isn’t letting the classification go to its head. In fact, it makes them feel quite humble.

Adido CEO, Andy Headington said: “We’re absolutely delighted with the accolade and we’re ambitious for success. We set out to employ the brightest people and work for the best. But it’s still a tough weird to think of ourselves as elite, in the top five for our size in the country. “I’m not sure it’s quite sunk in yet. But I’m saying if I said we weren’t just a little bit proud and quite a bit chuffed. It’s a great achievement, another stepping stone in our vision. Next year we want to do even better.”

Adido has offices in Bournemouth, Southampton and London.

Find out more about Adido at www.adido-digital.co.uk or follow @Adido on Twitter.

SOLENT MARKETING FIRM JOINS THE ELITE

Sandy Fitzgerald, Step by Step’s fundraising and marketing manager, said: “We felt using real stories with Avatars based on real people would make the videos authentic and powerful.”

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You can view the videos at www.stepbystep.org.uk

Dunham-Bush has launched Zone Flow, an innovative way to control Fan Coil units (FCUs), which form part of a building’s heating and cooling system. Wherever you may be – for example at an airport, hospital, school, college, factory, office, shop or a warehouse – there’s a good chance you have been kept comfortable by Dunham-Bush products.
Dominic Jermey is the new Chief Executive of UK Trade & Investment (UKTI).

Prior to his appointment as the British Ambassador to the UAE, he was previously Managing Director of UKTI’s Sectors Group for three years, helping 1,000 of the UK’s most innovative companies to do business around the world, and was acting Chief Executive for UKTI in 2009.

He began his career in Corporate Finance with British investment bank J Henry Schroder Wagg, working in both London and Madrid, and joined the Foreign and Commonwealth Office in 1993. He will begin the role in June.

Business Secretary Vince Cable said: “UKTI is playing an important role in building a sustainable economic recovery that has lasting foundations in exports and investment.”

“The new Chief Executive has a major responsibility to deliver on our commitment to grow the number of British businesses exporting and to promote the UK as a top investment destination around the world.”

“I would also like to thank Crispin Simon for undertaking the role of acting Chief Executive over the last five months and for the achievements of the department during his tenure.”

Foreign Secretary William Hague said: “The Foreign Office network now plays a bigger role than ever in bringing overseas investment into the UK and creating opportunities for British businesses to expand into overseas markets.

“Dominic Jermey will bring the skills and experience necessary to ensure the work UKTI carries out with our embassies abroad continues to create economic growth and jobs at home.”

Incoming CEO Dominic Jermey said: “I am delighted to be the new Chief Executive of UKTI. Many UK businesses have told me what a massive contribution UKTI has made to their success around the world.

“I have also seen how overseas investors have been attracted to the UK because of direct engagement by UKTI. Drawing on the expertise and resources of BIS and the FCO, the organisation is well placed to lead delivery of our trade target of £1 trillion by 2020.

“Tackling many opportunities, and some challenges, ahead. Building on all that my predecessors have achieved, I look forward to working with partners in business and across government to support British business success around the world.”

Lord Livingston, Trade Minister, said: “Dominic has played a key role in assisting British firms to achieve billions of pounds of orders in the UAE. With a mix of experience in business and in the Foreign Office, his background will be an excellent asset in taking UKTI to the next stage and helping the UK’s export efforts.”

In his spare time, Dominic is a board member and trustee of the Catholic Agency for Overseas Development (CAFOD) and describes himself as a “slow triathlete”.

Crispin Simon will remain as acting CEO until Dominic Jermey begins in the role.
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Leukaemia Busters

David Flavel, MP3, Southampton General Hospital, Tremona Road, Southampton, Hampshire, SO16 6YD
Tel: 023 8077 5590 www.leukaemiatrust.org.uk

We are the children’s leukaemia research charity. Based at Southampton General Hospital undertaking life saving research into the development of new antibody treatments for Leukaemia & lymphoma in children.

Maranuf Southampton

Chris Rees, 10 the Central Precinct, Chandlers Ford, Hampshire, SO35 2GB
Tel: 023 8025 4721 www.maranufuk.com

Maranuf Southampton is set to be THE sporting event for the city. With over 6000 runners expected in 2015 for a Half Marathon and 10km race this will be an event not to miss! Sign up now at www.maranufuk.com.

Media Matters Technology Limited

Glenn Turnbull, The Tack Room, Stansted Park, Rowlands Castle, Hampshire, PO9 6LD
Tel: 023 9041 2945 www.mediamatterstechnology.co.uk

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