

# Salisbury & District Chamber of Commerce & Industry

# BUSINESS MATTERS

“bringing businesses together”

January 2007 Issue 1



**Catherine Dunning**  
Executive Officer



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## NEW CHAMBER NEWSLETTER IS LAUNCHED

It pays to be ‘in’ business with Salisbury Chamber

**Welcome** to the first issue of our brand new monthly newsletter, brought to you by Salisbury & District Chamber of Commerce & Industry. *Business Matters* is just yet another way of keeping you informed about all things Chamber-related and compliments the Journal Business Magazine, which we will continue to send to you. Please send us your press releases, important dates for the diary and anything else that would be of interest. Our newsletter is circulated to all our 350 members, making for a wonderful opportunity to spread the word and let all your fellow members find out more about what you do and have to offer. We hope that you find this interesting reading and I look forward to receiving your news stories shortly. The next issue will be sent out in February. Happy reading!

**Catherine Dunning, Executive Officer/Editor**

### PLEASE AMEND YOUR DATABASES.

Please note that we are no longer based at 22 Bedwin Street. Our office is now in Scots Lane, just off Castle Street (see picture left). We are still receiving important mail redirected from Bedwin Street. The correct address is below. Please inform your accounts/head office (where applicable) – thank you.

## PRESIDENT'S VIEW Neil Philpott shares his thoughts on Salisbury Chamber

In 2006, we encountered a complete change of staff at the Chamber office. Catherine Dunning has settled into the position of Executive officer and has successfully employed a wonderful team to assist. I must say, it appears to the Board of Directors and I that Catherine and the role of Executive officer, were made for each other. There is a wonderful camaraderie and commitment in the office and this can only be positive for you, our members.

Some of our challenges for 2007:

- **Continue the success of the Expo** – This really is **the** business event of the year, providing a wonderful arena to showcase local businesses, attracting other region's business people to see what Salisbury & District has to offer.
- **Business Awards** - After the success of the 2006 event, which took place at the City Hall, the enquiries being received at the office and demand for involvement and association in this year's awards, has proved to us, we are moving in the right direction.

These are just two of our main events and I know that Catherine is organising a complete diary of diverse events from networking to social and I look forward to seeing you, as and when our diaries allow.



**Neil Philpott**  
President



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Registered in England No. 4557888 Registered Office as above.

## FIRST CHAMBER OPEN DAY PROVES A HUGE SUCCESS

Salisbury & District Chamber of Commerce & Industry recently held its first ever open day at its office in 7 Scots Lane, Salisbury. The event, which took place on Friday 12<sup>th</sup> January, welcomed not only a number of existing members, but also many local businesses that were eager to find out more about the Chamber and the variety of services and benefits it offers.

Executive Officer, Catherine Dunning, commented “We had a fantastic response and the open day provided us with a wonderful opportunity to inform businesses of the support we offer and of the many advantages to becoming a member – we even had new members signing up straight away!” She added, “Salisbury Chamber of Commerce is going from strength to strength at the moment with fresh ideas and an ambitious and enthusiastic team of individuals driving the Chamber forward. We are striving to implement a number of incentives for our members, in an attempt to encourage members to support one another. 2007 is going to be a really exciting year for the Chamber. We are especially keen to grow our membership and be even more active within the local business community, continually supporting our members”. Look out for details of our new members in the next Journal Business Magazine and the special feature in this issue of *Business Matters* on Westover Toyota, Salisbury who joined at our open day.

We would like to offer our special thanks to Anna Maria Tomblin, who provided the delicious buffet! Anna Maria is a Chamber Member and can be contacted on 01980 624218. She comes highly recommended by everyone here, having also catered for last year’s EXPO launch party.

If you know of anyone who you think might wish to find out more about how they too can benefit from membership, please ask them to contact the Chamber Office on Salisbury 01722 322708 or email [mail@salisburychamber.org.uk](mailto:mail@salisburychamber.org.uk)

### SALISBURY COLLEGE offer new foundation degree



**SALISBURY**  
— COLLEGE —

From September 2007, the Business & Management Development team at Salisbury College are introducing a new Foundation Degree in Business with specialised options in either Management or Marketing. This part-time higher education qualification is designed to meet the needs of modern business, enabling learners to use their work skills and experience to gain a foundation degree.

This part-time higher education qualification is designed to meet the needs of modern business, enabling learners to use their work skills and experience to gain a foundation degree. This programme will be delivered part-time over two years. Attendance will be one evening per week between 5:30 pm – 9:00 pm. There will be eight subject modules delivered each year, supported by the college’s virtual learning environment. Assessment is carried out by a combination of written assignments, reports, presentations, case studies and work-based projects. For further information please contact the Workforce Development team on Tel: 01722 344266 or email on: [workforcedevelopment@salisbury.ac.uk](mailto:workforcedevelopment@salisbury.ac.uk)

### MEMBER INCENTIVES

In order to promote business between our members and to encourage you to support each other, we are encouraging you to think of possible benefits/special offers/incentives that you would be prepared to offer fellow members. For example, you might be able to offer a special discount, a free initial consultation or audit or free advice. If you believe you have something to offer and can add value to the membership, we would especially like to hear from you. Please call or email Catherine to discuss this further. 01722 322708 or [catherine@salisburychamber.org.uk](mailto:catherine@salisburychamber.org.uk)

**COMMERCIAL PROPERTY SELLERS WANTED....** If your business, pension or SSAS is looking to sell a commercial property you should contact Paul Stewart of Corporate Consulting UK. They have a new service from January 2007. Client funds are available to buy commercial property ranging from £500k to £50m. Ideal for business liquidations, restructures, retirement planning plus sale & leaseback arrangements. All deals are off-market and confidential. Contact Paul Stewart on 07768522883 if you have a potential deal available.

### BUSINESS SURVEYS

Salisbury Chamber of Commerce is asking its members to complete a short business survey every quarter. Your opinion is important and will help us all to understand the current economic climate in Salisbury and South Wiltshire. The results will help formulate Chamber of Commerce Views in relation to Economic Development and could strengthen the voice of business in South Wiltshire. Please take two minutes every quarter (Jan, Apr, Jul, Oct) to complete the online survey.

[www.salisburyjournal.co.uk/business/businesssurvey/](http://www.salisburyjournal.co.uk/business/businesssurvey/)

### SALISBURY CHAMBER AGM

Salisbury & District Chamber of Commerce & Industry are delighted to inform all members that our AGM is taking place on Wednesday 21<sup>st</sup> March at The Red Lion Hotel, Salisbury. The AGM makes for an invaluable networking event and an opportunity for you to meet & consult with the newly appointed Board of Directors. We will be sending out more information about this lunchtime event very soon.

### BUSINESS AWARDS 2007

Further to the enormous success of last year’s Annual Awards Dinner, we are pleased to inform you that preparations for this year’s event are already well underway. By becoming sponsors, this is a perfect chance for Chamber Members to promote their business and build their brand. There are various opportunities available – to find out more call 322708. **PUBLICITY AT A FAIR PRICE!**

**PLEASE SEND US YOUR PRESS RELEASES** [catherine@salisburychamber.org.uk](mailto:catherine@salisburychamber.org.uk)

## ‘JACK’ OF ALL TRADES

**Jackie Lewis** is Salisbury Chamber of Commerce’s latest new recruit. Having started at the Chamber back in September 2006, Jackie is responsible for dealing with all aspects of Chamber admin as well as organising the ever-popular networking events. Jackie is an asset to the Chamber and here she tells us a little more about herself...



Jackie Lewis

“Being married to a military man and having moved 18 times in 21 years I have certainly had a varied career. Starting out in secretarial roles, having dabbled in sales I then moved onto a more challenging role as Housing Officer for Chester City Council. This I thoroughly enjoyed but unfortunately another move meant I had to find another challenge and therefore I decided to try Credit Control. This I found to be my field, which eventually led me to joining Friends Provident where I worked for 5 years. Here I am today at the Chamber and thoroughly enjoying working with Catherine. We make a great team and as Catherine’s ‘2IC’ I will support her to the best of my ability. I look forward to the challenges ahead and hopefully will meet a lot more members at future networking events”.

## EXPO 2007 – 26<sup>th</sup> September



Make sure you put this date in your diary now! With over 70 businesses exhibiting last year, the South Wilts Business EXPO, organised by Salisbury Chamber of Commerce, really does form an integral part of your business calendar. We had a lengthy waiting list last year, so make sure you book in early. We are planning a networking event to launch the initial ‘sale’ of EXPO. Come and watch a DVD to see what previous exhibitors thought of the event. More details to follow and booking forms will be coming out shortly. Watch this space! You cannot afford to miss out – an ideal opportunity to showcase your business!

## WESTOVER TOYOTA & WESTOVER NISSAN JOIN SALISBURY CHAMBER

Recent new members to Salisbury & District Chamber of Commerce & Industry are Westover Toyota and Westover Nissan. Taking out membership coincides with Westover Toyota celebrating its first year in Salisbury. With 12 very successful trading months under its belt and block-busting sales of both new and used approved cars, the dealership is already bursting at the seams. When the showroom opened in August, it was with a team of two. Now there are four on site and, with sales going from strength to strength, further expansion is on the cards. Plans are in place for a move to a purpose-built facility on Churchfields Industrial Estate, close to sister dealerships in the Westover Group. “Salisbury must have been waiting for Toyota to arrive,” says Adam Johnson, Westover Sales Manager. “From day one we’ve had a fantastic response. There’s a great range of vehicles in the showroom and there’s genuinely something to suit every lifestyle and every budget. Toyota has a great name for quality and reliability and we’re already seeing people coming back to buy a second car for another family member. That kind of loyalty speaks for itself.” Subsequent best-sellers have been the RAV-4 (the third generation of Toyota’s 4x4, launched in February this year), the roomy Yaris (which went on sale on 1 January) and the economical Aygo. Since opening, the business has been boosted by the launch of these two new models and with the launch of Auris due in February and by its Motability accreditation. If you would like to know more about the unbeatable range of vehicles available from Westover Toyota, please feel free to visit the dealership on Castle Road in Salisbury; telephone 01722 336668; or go to [www.westovergroup.co.uk](http://www.westovergroup.co.uk). Salisbury Chamber of Commerce is delighted to have Westover’s support and we wish them every success.

**ANNUAL AWARDS - NOVEMBER 2007**  
**MORE INFORMATION COMING SOON**

in association with

**Salisbury Journal**

## 'BUSINESS IMPROVEMENT BRIEFING' - Do you want to grow your business and your people?

Salisbury & District Chamber of Commerce & Industry, in association with 'Train to Gain', are delighted to offer Chamber Members the opportunity to attend a free training/skills workshop. The event will offer an introduction to the support & training available to members, using trainers and learning providers across the region. It will also allow businesses the opportunity to carry out a general analysis of their needs, not just focusing on skills/training. 'Train to Gain' is a free service which works with employers and offers advice, guidance and support to help implement effective employee skills development and training. Putting business's skill development needs first, 'Train to Gain' can identify clear, comprehensive solutions, which in turn reap benefits for employers. We are offering 2 separate free workshops - a breakfast event and a lunchtime session. Both will take place on Tuesday 13<sup>th</sup> March at The White Hart Hotel. More information will be available shortly and we will send you booking forms in due course.

## 'COPPER' LOAD OF THIS . . . networking with Wiltshire Police

On Friday 26<sup>th</sup> January, Chamber Member Sarum College welcomed a number of fellow members to hear Wiltshire Police Authority give an interesting and informative presentation on various local policing issues.



Chief Constable Martin Richards and Bertie Woolnough, Chairman of Wiltshire Police Authority, were on hand to answer a number of members' questions.

## DATES FOR YOUR DIARY

**Wednesday 14<sup>th</sup> February – 'Wiltshire Means Business', White Hart Hotel**

Wiltshire County Council, in association with Wessex Association of Chambers of Commerce & Salisbury Chamber of Commerce, is launching an exciting new local trading website for the Wiltshire business community. This will provide a perfect gateway to opportunities for doing business with local authorities in Wiltshire & Swindon. 10.30am followed by lunch at 12.30pm  
To book your free place telephone Wessex Chamber 01225 355553

**Wednesday 28<sup>th</sup> February – French Evening at Café Montmartre, Market Square, Salisbury**  
'Networking on a French theme'. Join us for French Food and Fun! 6:00pm £15 + VAT to include food and a welcome drink. Booking forms will be sent out separately. Bon Appetit!

**Tuesday 13<sup>th</sup> March – 'Business Improvement Briefing' in assoc. with Train to Gain, White Hart**  
Free. Breakfast/Lunch. \*Please see above for more information. Booking details to follow.

**Wednesday 21<sup>st</sup> March – Red Lion Hotel – Lunchtime Networking – Hot Buffet, Red Lion Hotel**  
£15.00 inc. VAT. Booking details to follow.

**Wednesday 6<sup>th</sup> June – Networking Special in assoc. with Salisbury International Arts Festival**  
A wonderful surprise is in store – keep your eyes peeled. More information to follow.

## MORE NEWS

**\* ADVERTISE HERE \***

If you would like to place an advert in the next issue of *Business Matters* please call Catherine on 01722 322708 to discuss your requirements.

**\* MEMBERS' MAILINGS \***

We are no longer able to email members on your behalf. Instead we are pleased to be able to offer you postal mailings. Mailings start from only £150 + VAT and are sent to all 350 members. Please call us to discuss your requirements 01722 322708

**\* HIRE OUR PROJECTOR \***

For only £85 + VAT. Please note that we can only hire to Chamber Members. **Call us now.**

**'Salisbury Challenge 2007'**

**Fundraising event in aid of Cancer Research at The White Hart Hotel, Tues 13<sup>th</sup> February**  
Come see and hear 3 of Salisbury's most celebrated health, fitness, and personal stylist experts reveal their inside trade secrets. For more information, please go to [www.salisburychallenge2007.com](http://www.salisburychallenge2007.com)

**FREE TAX PLANNING SEMINARS**  
**13<sup>th</sup> & 20<sup>th</sup> February**

As part of their sponsorship of *Shadowlands*, Trethowans Solicitors and Salisbury Playhouse invite you to learn how to protect your family's inheritance from unnecessary tax. All seminars will be held in the Salberg Studio at The Playhouse. To book your free place, please contact Gemma Fuge at Trethowans on 01722 412512

**PLANNING & DEVELOPMENT SEMINAR**

**Thursday 15<sup>th</sup> February, Milford Hall Hotel**  
Chamber Members Washbourne Greenwood Development Planning & Bassets Sales & Lettings, have teamed up to offer advice to anyone who has land or buildings that have development potential. 6pm for a 6:30pm start. To reserve your place, please call Bassets on 01722 415141.

**'NETWORKING NEWS' –**  
**ADVANCE PAYMENT PLEASE**

To reduce our admin, we are now requesting full payment at the time of booking for all our networking events. We will send you a booking form as usual and ask that you return it to us with the appropriate payment. We accept most credit/debit cards, cheque, BACs and of course good old cash! Upon payment we will issue you with a receipted invoice which will be confirmation of your booking. We appreciate your understanding. Thank you.

DISCLAIMER: Whilst we have taken every care to ensure the accuracy of the information contained within this publication, Salisbury & District Chamber of Commerce & Industry does not accept any responsibility for its content.

Please feel free to send us your suggestions/comments for the next issue.  
Please contact Catherine Dunning on 01722 322708 or email [catherine@salisburychamber.org.uk](mailto:catherine@salisburychamber.org.uk)