

# Salisbury & District Chamber of Commerce & Industry

# BUSINESS MATTERS

“bringing businesses together”

March 2007 Issue 3



**Catherine Dunning**  
Executive Officer

## NEW PRESIDENT FOR CHAMBER

At the recent Annual General Meeting of Salisbury Chamber of Commerce, the appointment of Ian Hudson as the new President was officially confirmed. Ian (pictured below) takes over from Neil Philpott, whose 2 year term of office came to an end on March 21st. Ian is looking forward to an exciting and busy time ahead, with various objectives including 4 highly impressionable campaigns during the next 2 years, the first of which will focus on helping businesses recycle; the Chamber spearheading a tripartite campaign with Salisbury City Centre Management and the FSB.

Ian encourages all members to take a very active role in the Chamber, commenting “What you as members get out of the Chamber very much depends on how much you put in”. Ian thanked Neil for his tireless commitment over the last 2 years and hopes very much that the board will continue with the same drive and enthusiasm as before.

Plans are now well under way for both the South Wilts Business EXPO and the Annual Awards. There are several sponsorship opportunities available to any business keen to build its brand. Details of the Awards Package are below, but anyone wishing to contact us about sponsorship in general, should please call me.

Please continue to send me your news (max 150 words) and I will try my best to include your stories here. Happy reading!



**Ian Hudson**  
President



**GOLD PATRONS**

**Salisbury Journal**



THE PERSONAL SERVICE



PROVIDING ESSENTIAL PEOPLE



**Canon**

**SILVER PATRONS**



**WHITEHEAD VIZARD**  
Solicitors

**trinity accountants**

**BRONZE PATRONS**



Please contact us  
about the benefits of  
becoming a Patron -  
322708

## BUSINESS EXCELLENCE AWARDS

Sponsor's branding on all publicity/marketing material to include:

1 major launch article in the Salisbury Journal

6 entry forms in the Salisbury Journal

All promotional articles between April & end September

1 major article in Journal Business Magazine

4 entry forms in Journal Business Magazine

Website campaign on Salisbury Journal & Chamber sites

All branding in Chamber Newsletter 'Business Matters'

Promotion on Chamber Stand at EXPO

EXPO – complimentary invitation to attend a VIP breakfast.

All branding on signage.

All branding in Awards Supplement following the Awards event.

2 free tickets for sponsors to the event

Trophy engraved with sponsor's name & logo.

All branding at Awards Launch/Networking event.

**Salisbury Journal**

More information available, please call  
Catherine on 01722 322708

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Registered in England No. 4557888 Registered Office as above.

## FOCUS ON J M ASSOCIATES – HR COMPANY DELIVERS WHAT IT PROMISES!



Fed up with hard-to-communicate HR companies, Jacqui Mann of J Mann Associates (pictured left) embarked on a solo ambition to launch a specialist HR company, which she promised would deliver the highest standard of professionalism. Four years on and thanks to a host of loyal clients Jacqui's business is truly booming. "With the constant change in employment legislation, I felt it was getting increasingly difficult for businesses to keep up-to-date with employment law and therefore I felt the need to provide a new approach to HR. There are many HR businesses out there, but what they often don't supply is a flexible approach to their contracts and without any face-to-face contact," said Jacqui. J Mann Associates offers a complete HR package, including outsourcing, recruitment, coaching and training. It provides a resource not just for businesses without a HR department, but also for larger companies who often benefit from outsourcing some of their workload. "I believe very much in the personal touch; client relationships and the way we communicate with them.

The fact that all our clients have renewed their contracts is proof that the ethos of my business is working." Since October 2006, J Mann Associates relocated to new premises in Amesbury. "I am really proud of the company's new offices, once again they demonstrate the success of the business so far, and when clients visit I can promise them a comfortable area to meet as well as being able to host open days and in-house training," added Jacqui. Not only is Jacqui now running a successful HR business, last summer saw the launch of Ellevate, a networking organisation for women business owners in Wiltshire, Hampshire and Dorset, which she set up along with Jane Mackay of Jane Mackay Coaching. Ellevate is for women business owners or those in partnership, and offers like-minded women who want to meet and discuss the business market and generally network with each other. **Jacqui also offers an HR audit service and is currently offering every Salisbury Chamber of Commerce member a free audit of their HR department and a discounted retainer service, which includes an HR advice line, plus 10% discount on training and business coaching.** "This is a great opportunity for fellow members, with this free audit I can check over current policies and procedures, review contracts and recommend necessary measures." If you would like to find out more about J Mann Associates, you can visit the J Mann team at [www.jmassociates.org](http://www.jmassociates.org), alternatively you can e-mail the office at [info@jmassociates.org](mailto:info@jmassociates.org) or by telephone on 01980 622167.

## ReRequire Recruitment

## RECRUITING FOR THE FUTURE

Require Recruitment is an exciting and modern recruitment agency, based in the heart of the city centre. Boasting years of recruitment experience, our consultants specialise in Commercial and Industrial recruiting, as well as Executive Search &

Selection. Clients work with Require because we achieve outstanding results. Our candidates are professional, well-researched individuals and we offer an independent touch that ensures decisions can be made quickly. Our consultants are integral to the company's success and are all qualified recruiters who have extensive experience in the Salisbury marketplace and can boast high levels of customer service skills. If the nature of your company requires a flexible approach to your recruitment support team and you have a real enthusiasm in working with consultants that take time to know your business, **Require Recruitment** could be the refreshing support that your company needs. Please contact us at any time for an informal and non-committed chat regarding your recruitment requirements. 01722 443804 or 0845 177 1235



## ALABARÉ CELEBRATES IIP SUCCESS

Staff and volunteers at regional charity Alabaré Christian Care Centres were delighted to receive re-accreditation of their Investors in People status. The charity, which provides housing, training, support and advice for vulnerable adults and young people across the South West, gained high praise for its general practice and approach to working. In particular, the assessor noted Alabaré's professional and streamline approach to learning and development, staff consultative was seen as meaningful and innovation at all levels was impressive. It was also remarked that the motivation of staff was fantastic. Andrew Lord, Chief Executive said "we were delighted to receive such a positive report confirming that Alabaré both values and supports its staff. As a charity providing care and support to vulnerable people, it is essential that we have motivated, enthusiastic and trained staff to undertake this successfully. It is excellent to see that this review reflects that we have just that."

## JUST THE JOB

With at least 70 stands, including a mix of employers, agencies, universities, training specialists and business advisors, this is Salisbury's only job fair and a great environment to promote your business. If you are interested in having a stand please contact Lynne Sillett on 01722 344227 or [lynne.sillett@salisbury.ac.uk](mailto:lynne.sillett@salisbury.ac.uk). The event is widely advertised in the local press with a supplement, and attracts sponsorship from prominent local and national companies. If you are interested in visiting the fair, please feel free to join us at Salisbury College between 2-7pm on Tuesday 24th April.

## GIANT DONATION FOR EdUKaid

Salisbury based Design Company **Giant Peach** have designed and developed a fantastic new website for local charity **EdUKaid**. EdUKaid works in Tanzania supporting the teachers and pupils from schools in one of the poorest areas in Africa. The website, as well as providing information about the charity and its work, also gives people the opportunity to give their support via the online shop. Visitors can buy EdUKaid rugby shirts, T-shirts, polo shirts, wrist bands and much more. James Read of Giant Peach commented, "Education is absolutely key to the long term success of developing countries and is something we really do take for granted in this country. After finding out about the excellent work EdUKaid has achieved, we felt we could help and the development of the new website is the result." For more information about EdUKaid or to find out how you can give your support, go to [www.edukaid.com](http://www.edukaid.com) If you require a new website, online shop, an advertising or direct mail campaign, a new corporate brand or marketing material, contact Giant Peach on 01725 514613 [www.giantpeachdesign.com](http://www.giantpeachdesign.com)

## TRINITY PHOTOGRAPHY . . . INTRIGUED?

## RUDY EYEWEAR A CLEAR WINNER!



Going Skiing this year, competing in a triathlon, or just enjoying 18 holes and need protective prescription eyewear? Sarah Fletcher at **bliinx eyecare studios** has a winning formula for sports enthusiasts with Rudy Project range, providing the right solutions in protective tinted eyewear. Rudy Project sunglasses are developed from unique materials and Manufacturing techniques creating lightweight, functional yet extremely comfortable eyewear. They can be supplied with prescription lenses or without. From Golfing to Mountain Biking, Rudy wins hands down! Bliinx also have a stunning collection of all the coolest sunglasses that just have to be seen! Frame stock found in Bliinx is wildly different from the usual run of the mill styles, often seen elsewhere. Expert clinical staff provide up to the minute information on all things new in contact lenses and refractive surgery. With Sarah's enthusiasm, experience and extensive knowledge, Bliinx Eyecare Studio provides a professional, individual service that's just a little bit different ...

**bliinx eyecare studios ... Don't look back**

Bliinx Eyecare Studios 68 New Canal, Salisbury Tel: 01722 411175

## NEW DEVELOPMENTS FROM THE LOCAL CHANNEL



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

Spring has sprung at The Local Channel with the exciting recent arrival of new community pages on the website. Now visitors to the site can find good local information as well as parish council information. For example, the business listings are provided by Thomson Local Directories, and the regionalised news is from the BBC, site search and Google search are now available from the community homepage too making this a one-stop-site for visiting local and global sites. The Local Channel continues to provide free websites for parish and town councils, as well as not for profit clubs, groups, teams and societies. It also supports users with a free help line. Growing daily, there are now over 2,634 communities currently using the site nationally but now any visitors to the local community pages can easily contribute news and diary items relevant to their community without registering which adds an extra interactive dimension to the site. For information please call 0800 38 986 38 or email [info@thelocalchannel.co.uk](mailto:info@thelocalchannel.co.uk)

### Chamber Member Alyson Stoakley

#### offers an Independent Examination of Charities' Accounts

An AAT licensed member and also an associate member of ACIE (Association of Charity Independent Examiners). Alyson is an experienced independent examiner providing a professional service, on a voluntary basis, recovering costs such as stationary, postage, telephone calls etc only. Any Wiltshire Charities wishing to find out more should contact Alyson direct. Alyson Stoakley MAAT, 7 Elizabeth Road, Wilton, Salisbury SP2 0JH Tel 01722 743645 or email [alysonstoakley@yahoo.co.uk](mailto:alysonstoakley@yahoo.co.uk)

## COMMENDATION FOR RAYMOND BROWN

Raymond Brown Building Ltd, based in Downton, are pleased to report an excellent start to the year. In January we were delighted to be awarded a commendation by Salisbury Civic Society Conservation Awards for our work at Chilmark & Fonthill Bishop School. In February we were equally pleased to be invited to attend the re-dedication of St. Francis Church, Salisbury following our extensive refurbishment works at this Grade II Listed church. March has seen us commence works on a Sure Start Children's Centre at Trafalgar School, Downton, on behalf of Wiltshire County Council, with local Salisbury Architect, Paul Stevens Architecture. This project is part of a new government initiative to bring together services for children and families and demonstrates our ongoing relationship with the school and our continued works within the education sector. Raymond Brown Building Ltd can be contacted on 01725 514040.

**ETHICAL TAXI** At Let's Talk 2 Ltd., a new business in South Wiltshire, we want to earn money AND make a difference to our environment. I fly the Ethical Taxi flag, running a new Private Hire cab in the Salisbury area! As the world gets warmer, we are starting to realise that we are responsible for the changes. Tornadoes in Birmingham and London, the hottest summer on record, and maybe the great storms to hit our area in 87 and 90 were just a taste of things to come – who knows? What can we do? Start thinking about the impact we as individuals can have – turn that light off, lag that tank, and turn down that thermostat. Recycle! And what about your car? For both business and leisure purposes, why not take a taxi to the Airport or that distant destination – and while you're thinking about it – why not take a taxi that is 'carbon neutral'? We help offset the Carbon dioxide that our cars churn out into the atmosphere – a 'green' alternative to your business and private transport needs! Call 01980 623635, 01722 770100 for a quote, or visit [www.ethicaltaxi.com](http://www.ethicaltaxi.com).

## PARTNERS IN PROPERTY FOR DORSET & WILTSHIRE

When choosing a letting agent to market and manage your property, choosing an independent agency usually means a more personal, dedicated service. The strength of independent agencies to provide the right kind of tailored service for landlords is helped by agents in the local area working together, sharing skills and ideas. **Bloomsbury Residential Lettings** of Salisbury and **Forum Lettings** of Blandford Forum have forged a unique relationship, working together to provide landlords in Wiltshire and Dorset with a truly one-to-one and first class service. By sharing their databases of prospective tenants in the area, both landlords and tenants receive a fast effective service with properties routinely let within days of being first marketed. If you have a property to let or even just thinking about letting, call Susan at Bloomsbury on 01722 414141 and visit [www.makinglettingsimple.co.uk](http://www.makinglettingsimple.co.uk) or Ashley at Forum Lettings on 01258 459600 and visit [www.forumlettings.co.uk](http://www.forumlettings.co.uk)



Ashley Babbs (Forum Lettings) & Susan Yeates (Bloomsbury)

**CORRECTION:** Please note the correct telephone number for Carole Davidson Coaching is 01373 452480

Apologies to Carole for the mistake made in the last month's issue.



**SARUM**  
College

## PROFESSIONAL DEVELOPMENT WORKSHOPS

Salisbury businesses will have the opportunity to give their staff a skills boost, with a series of Management and Personal Development workshops taking place at Sarum College. Management Development workshops are aimed at Managers or aspiring Managers wanting to lead successful teams. Workshop titles include: Introduction to Management, Motivating and Developing staff, Team Building, Interviewing Skills, Performance

Appraisal, Report Writing and Chairing Meetings. A series of Personal Development workshops will also run over coming months. These are suitable for anyone wanting to gain skills for the workplace including Assertiveness, Time Management, Communication Skills and Customer Care. Sandi Lamb, of Sandi Lamb Associates, will be the Trainer at the workshops. Sandi has many years' experience as a trainer and management consultant. Workshops follow a flexible format, adapting teaching style and focus to the individual training needs of delegates. Sarum College's Development Director, Stephen Hackett, comments: "These workshops are a new venture for Sarum College. We believe that there is a real need for training that is of high quality but also affordable and local. We're very pleased that Sandi Lamb has agreed to work with us on this initiative. The College is a complex organisation itself, and we know how vital these sorts of practical skills are to running a successful operation." Workshops cost £150 per delegate per workshop, and run from March to June 2007. For more information or to book, please contact Sarum College on 01722 424800 or email [hospitality@sarum.ac.uk](mailto:hospitality@sarum.ac.uk).

## BANSHEE EVENTS AT WORLD-FAMOUS CONFEX

Tony Quinn, from Local Company Banshee Events Ltd, was invited as a guest speaker at the events industry flagship event, International Confex, held at Earls Court recently. He was supported by Andy Reeve, Start Up and Enterprise Manager for Business Link. The subject was Engaging Your Audience and covered how to make best use of the time you spend when you get all of your staff together for a conference or meeting. International Confex is the largest exhibition in the events industry calendar and attracts thousands of visitors over three days. Tony said, "It often takes people a couple of hours to get into the swing of an event, and that is time and money wasted. If you warm up your audience at the beginning of the event, they will be ready to go straight away." "I gave the audience at International Confex some ideas of how to achieve this and some pitfalls to avoid. Andy came along as our Customer Advocate and spoke about how these types of activities helped engage his team at the various events we have run for Business Link." Tony added; "It was a great experience and an honour to be selected to present to such a prestigious crowd. Eighty of the great and the good of the events industry were there to hear us speak!"

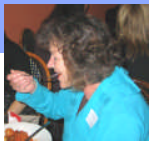
## ALL BLOCKED UP?

**Due to the huge demand for drain clearance that Chamber Member Plumbing & Drain Clearance Services have experienced recently,** they have invested in another high pressure jetting unit which is big enough to cope with industrial call out as well as the usual domestic work. Also they are now able to give the client a full CCTV survey of all their drains, having invested in the latest RICO drain CCTV survey equipment from Italy. Plumbing & Drain Clearance Services will soon be able to give their customers a DVD containing the full footage of their survey, should they require it for, say insurance purposes and to prove liability and so on. Although this side of the business is a fast growing area they are still available to take on all of the more normal jobs associated with a successful plumbing firm, from a leaky tap to a full bathroom or heating installation. For more information call 0800 234 6455

## ON YOUR MARKS ... GET SET, TRAIN!

The annual **Race for Life Cancer Research UK** event takes place on Sunday 1<sup>st</sup> July. Chamber Member and veteran at training ladies teams for this popular charity fundraiser, Erak Simsson of Synergiselect, has kindly volunteered his services to provide some informal training leading up to the event. If you would like to join Catherine and be part of the Chamber team, simply go to [www.raceforlife.org](http://www.raceforlife.org), register for the event on Sunday 1<sup>st</sup> July, 11.00am Hudson's field, Salisbury (cost £10.00). Once you have registered, please email [catherine@salisburychamber.org.uk](mailto:catherine@salisburychamber.org.uk) to confirm your registration and we will then organise some informal fun training leading up to the event. **CLOSING DATE - Friday 27<sup>th</sup> April. BOOK NOW!**

## SNAIL TALES



February. The proof is indeed in the photograph and we donated the money to the charity The Trussell Trust. Networking is a really good way to meet new business contacts, owners and decision makers, to generate leads, promote your product or service and an opportunity to exchange ideas and experiences with others, as Maryann knows only too well!!

Janine Neate, Business Manager for Completely Clean IT, bet Maryann Huxter (pictured left), Managing Director for Hygiene Cleaning Techniques that she would not eat the snails at the recent Chamber Networking Event held at Café Montmartre on 28

## DATES FOR YOUR DIARY – what's coming up?



- |  |  |
|--|--|
| <b>Monday 23rd April</b>               | <b>Networking Breakfast</b> with an 'Eastern Twist' @ Anokaa Restaurant - £10pp - 7:30am   |
| <b>Tuesday 24<sup>th</sup> April</b>   | <b>Job's Fair</b> 2pm to 7pm, Salisbury College  |
| <b>Friday 27<sup>th</sup> April</b>    | <b>Charity Dinner &amp; Auction</b> in aid of The Trussell Trust. Call Sophie Eden for details 01722 427 117   |
| <b>Sunday 29<sup>th</sup> April</b>    | <b>FREE BACK TO NETBALL DAY</b> 11am to 3pm, Westwood Sports Centre, Westwood Road.<br>Call Sandra O'Connell on 07702 121202 or email <a href="mailto:sandra@ccr.co.uk">sandra@ccr.co.uk</a> |
| <b>Tuesday 1<sup>st</sup> May</b>      | <b>*REVISED DATE*</b> EXPO goes on sale. Pre-launch EXPO seminar/Booking Forms released.   |
| <b>Wednesday 6<sup>th</sup> June</b>   | <b>Salisbury Festival/Salisbury Chamber Social Event</b> – Ben Waters <a href="http://www.benwaters.com">www.benwaters.com</a>   |
| <b>Wednesday 26<sup>th</sup> Sept</b>  | <b>SOUTH WILTS BUSINESS EXPO</b> , City Hall, Salisbury  |
| <b>Friday 16<sup>th</sup> November</b> | <b>CHAMBER BUSINESS EXCELLENCE AWARDS</b> – with Salisbury Journal.  |

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)