



BUSINESSMATTERS

SALISBURY & DISTRICT CHAMBER OF COMMERCE AND INDUSTRY

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BRINGING BUSINESS TOGETHER

JULY 2008

GOLD
PATRONS



Salisbury Journal



Canon

SILVER
PATRONS

trinity accountants

Whitehead Vizard
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HELLO AND WELCOME...



Loretta Lupi
Executive Officer

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elcome to my first edition of the **Business Matters Newsletter**. I am delighted to have taken on the post as Executive Officer at the Salisbury Chamber of Commerce and I hope to add new and fresh qualities to an already successful Chamber. I feel very excited about the events and prospects that lie ahead of us this year and am enthusiastic and eager to deliver more business opportunities for our members. I look forward to working more closely with you all and please do not hesitate to contact me should you need anything from the Chamber.

The South Wiltshire Business EXPO 2008 (24th September) booking forms were circulated in June and already we are seeing a huge amount of interest from Members and indeed non members and we anticipate another successful EXPO this year. In addition to this important business event the Chamber of Commerce are launching **JOB Fair** alongside our partners in this event the Salisbury Journal. Both the Salisbury Journal and the Chamber are delighted to be hosting this event which runs on the 25th September, the day after the South Wiltshire Business EXPO 2008. Please find your Information Brochure and Booking form for **JOB Fair** attached to this Newsletter.

Inside this month's newsletter you will find:

- An insight into the sales and lettings market within Salisbury
- The June Members event feature (Salisbury Playhouse)
- A report on what is happening with our Waste in Salisbury
- Press releases from Members
- Details of Chamber events and other events taking place in the City
- New Members details from last month

July sees a busy time for the Chamber—we've already celebrated Trinity Photography's birthday with a successful tea and cake networking event (2nd July) and now we look forward to a Chamber Breakfast Meeting on the 17th July and a Summer Hog Roast on the 25th July both at the Legacy Rose & Crown Hotel, Harnham. Please see inside this edition and attached for more information.

If you have any news you would like to announce to the Members please do send me a press release before the 25th July. I look forward to seeing you all at the next event in the Chamber Diary

TO SELL OR NOT TO SELL?

The national news reports that house sales have fallen by more than a third on last year. In fact the Royal Institution of Chartered Surveyors say that transactions are at their lowest since 1978 when they started to measure them. The current and ongoing reported news regarding the state of our housing market is one that concerns us all, but what is happening right here in Salisbury? We probably all know countless friends, family and colleagues that have recently had difficulties; from houses not selling - not even a glimmer of interest - to buyers who simply can not afford the mortgage to get onto that first rung of the ladder, not to mention sellers who are being asked by their buyers at the last minute to reduce the price by thousands or it will become a 'no sale'. That said, renting seems to have become a booming market, with Letting Agents running out of properties to meet the demand, so it seems the sales slump has pushed property back into the lettings market.

The Salisbury Chamber of Commerce asked some of its Members in this particular field to comment and perhaps give us an insight into their business world; the current housing climate.



“Over the last 6 months we have seen a gradual reduction in activity in every area. There are fewer real buyers looking i.e. those with cash or their own property under offer, and those that are able to proceed are very cautious about the market and will not over pay for anything, that said, there are at least some buyers who want to get on and make a purchase. Properties are taking longer to sell although we are now back to realistic timescales not artificially short ones driven by panic stricken and irrational over geared buyers. Having been an agent for 22 years and worked through the last recession, the current problems feel more like a correction and as soon as equilibrium returns between vendor’s expectations and buyers over zealous negotiating we will see more deals being done”. **Paul Cadge—Residential Partner at Myddelton and Major (01722 337577)**

“Having good contact locally with developers and mortgage brokers, we have had an excellent vantage point for assessing the slowdown in the local property sales market, mirrored in turn by a respective increase in our own core lettings business. This has manifested itself in sellers choosing to rent out their property rather than accept a lower asking price, often with a view to ‘sitting tight’ for the six-month duration of a tenancy and then re-appraising the state of the market later in the year. At the same time, cautious buyers are choosing to rent or continue renting as a consequence of both their concern for the state of the housing market and increased difficulty in finding lenders willing to provide mortgages.



This temporary slowdown is an expected correction after such a sustained period of house price growth, but with a strong local lettings market underpinned by a high level of tenant demand the attractiveness of Salisbury for both buy-to-let investment and those looking to work and/or settle in the area should sustain the market in the medium to long term.” **Susan Yates—Bloomsbury Residential Lettings (01722 414141)**



“The demand for all types of property in Salisbury is always high but this year in particular, there’s an urgent need for more landlords and properties. The city is obviously an attractive place to live but there are added pressures on housing availability created by the town’s vibrant economy, college and seasonal tourist industry. The demand for rented properties is insatiable in Salisbury and we really need potential landlords to come forward to help us meet it. The most sought after homes are 2/3 bed unfurnished properties especially within walking distance of the centre.” **Bryan Greenwood—Martin & Co. (01722 415364)**

Our Member's event in June was hosted by the Salisbury Playhouse and was an enormous success. Caroline Gobell and Kate Mills were excellent hosts kicking the evening off with wine and networking upstairs in the Hawkins Bar. Whilst we all settled in familiarising ourselves with each other we were treated to a selection of delicious sandwiches and other canapés. Caroline and Kate started the back stage tour beginning inside the auditorium where our group stood in the dim light and looked onto an empty auditorium with a well lit stage ready for that night's performance of *Oliver* by Stage 65 Youth Theatre. There are 517 seats in the main auditorium and these have been in place since the 1995 refurbishment. Having seen audiences through over 100 shows in the past 13 years, many of the seats are now in quite a distressed state and in need of reupholstering. As part of the House Development Fund, the Theatre is campaigning to raise funds to reupholster all of the seats at a cost of some £30,000. We also learnt that each main production has a British Sign Language interpreted and Audio Described performance—helping make theatre in Salisbury accessible to everyone.



From the Main Auditorium we saw the backstage cogs that bring you stunning performances, starting with the lighting studio, going past a full Green Room where waiting actors were grouped pre-performance. Incidentally, we learnt that a Green Room finds its name from way back when green paint was the cheapest paint to buy and theatres renowned for not having large amounts of ready spend bought this colour to paint the rooms. However, the 'Green room' at Salisbury Playhouse is blue!



Along the corridors and up the stairs at the top of the building we found a large room filled with fabric swatches, costumes model dummies, and worktops covered in sewing materials. The Wardrobe department is quite magical. Salisbury Playhouse is one of the few producing regional theatres in the country. All of the sets and the majority of the costumes are made onsite in their workshop and wardrobe departments. Caroline Gobell explained how all departments are given a brief and a copy of the play some 6 months before opening night and work begins with researching the period to obtaining swatches of materials to culminating in a finalised costume or set. Everything is recorded in books for reference.

Our tour ended in a different building, the set design workshop. This big department houses all materials for building very large complicated sets to very small but significant pieces for the stage. There is a 'runway' between this building to the backstage area of the Salisbury Playhouse where the sets can be transported on stage in safety. We all felt privileged as we became the first people to see the finished hand painted eye-catching back drop to this year's Christmas Panto.

After the tour we immersed ourselves in a great piece of youth theatre, the performance of *Oliver*. Stage 65 Youth Theatre was launched in 1965 where the Playhouse encouraged the younger audience (from 11 to 21 years old) to participate and develop their acting skills. There is also training for those that are more interested in lighting, sound and design etc. Stage 65 is a very popular group activity to be part of.

This Member's event was a great success and gave us an understanding of how the magic happens. The Chamber of Commerce would like to thank both Caroline Gobell and Kate Mills for a great event.

Carolyn Wallbridge from The Best of Salisbury said: "Thanks for arranging such an interesting evening last night! The hospitality at The Playhouse was lovely and the tour so interesting – I had no idea how much goes on in such a small space!"

SALISBURY PLAYHOUSE

Melanie Murrell from Innotec, a regular at the Salisbury Playhouse praised the event: 'We just wanted to let you know how much we enjoyed our evening at the playhouse and what a fantastic show "Oliver" was. The pre-show tour of the playhouse was really interesting and my daughter was completely inspired. It was fascinating to see how the sets and costumes are designed and made and how much work goes into preproduction. I would like to thank Caroline and Kate from the playhouse for their hospitality and time. As for the production, I can honestly say that The Playhouse never disappoints! Oliver was amazing! The cast were fantastic, the songs were wonderful (in fact Oliver's rendition of "Where is Love" made me cry) and the set was brilliant. Stage 65 are incredibly professional and I expect to see many of the cast in years to come in theatre and television. All in all it was really a night to remember.'



Sound & Lighting



Lighting Workshop



Caroline Gobell showing a costume design



Set Workshop



Set Workshop



Hand painted back drop to Christmas Panto set



Mini version of back drop

**If you would like to book tickets for a theatre production please call 01722 320333.
For Stage 65 Youth Theatre information call Vic Briggs, Acting Youth Theatre Director on
01722 320 117.**

Or visit the website for more details—www.salisburyplayhouse.com.

WASTE MANAGEMENT UPDATE

Ian Hudson and the Board of Directors are currently actively working on the issue of Commercial Waste Management for businesses in South Wiltshire and West Hampshire. Their concern comes from an apparent lack of comprehensive or co-ordinated recycling collection services for commercial waste. There is a general need and want for businesses to recycle their waste and no service currently available. Meetings have been had with private sector waste companies and the Environmental Agency to find a solution that can be implemented. With the Wiltshire authorities becoming one next year it is unclear what view the new authority will take but unlikely that any service be put in place until after April 2009. It has been reported by WCC that at the recycling sites dotted across the area for domestic use are being used by commercial businesses which is illegal and WCC will be taking action on companies 'fly tipping' in these areas. Hills Waste Service said that previously they required materials to be stored separately making it impossible for the smaller business to store so many separate bins. Now a 'red top' service is available which means the waste can be co-mingled in either one bin or for a smaller business a clear red sack.

Whilst meetings continue on this important matter if you are interested to learn more on recycling please go to www.recycleforwiltshire.com.

The Chamber of Commerce will up date you regularly on this issue.



WILTSHIRE COLLEGE EVENTS

Open Evening Event for Management Courses 10th July 2008 4.30pm - 7.00 pm

This is ideal if you or your employees are looking to improve your management skills, further your career and gain professional qualifications.

We offer Chartered Management Institute (CMI) courses and Chartered Institute of Personnel Development (CIPD) programmes from Certificate to Postgraduate level. We also have short introductory awards at all levels and could work with groups at your business premises under the Train to Gain programme.

No RSVP required, simply join us for a glass of wine on Thursday 10th July to see all our management courses available from September 2008, and informally meet our team and students who have completed programmes. For further information please visit our website www.wiltscoll.ac.uk or call the Business & Management Team on 01722 344 266.

Employer Event 16th July 2008 – Milford Hall Hotel, Salisbury 6:00pm – 8:00pm

We would like to invite you to our Open Evening Employer Event to be held on Wednesday July 16th, 6 – 8 pm. The purpose of this event is to raise the profile of employment and training opportunities to the workforce of Wiltshire.

Please come and join us to network with other visitors within the community to support the up-skilling of your own workforce through free or subsidised training.

If you require any additional information please do not hesitate to contact the Workforce Development Team on 01722 344309.

FREE STAFF TRAINING WITH £1M OF EU FUNDS!

Wiltshire County Council and the Wessex Association of Chambers of Commerce have secured a £1 million grant from the European Social Fund for businesses in Wiltshire.

Run by the Wessex Association of Chambers of Commerce and working with Wiltshire College and other training providers, the programme will provide free training for employees who are not eligible to receive funding from the Government's flagship Train to Gain programme.

To be eligible candidates must be employed and aged over 19. They must also have resided in the UK for the past three years.

Michael Williams, chief executive of the Wessex Association of Chambers of Commerce, said: "We are delighted that Wiltshire has secured this training fund. County wide, we will be seeking to engage 1,000 employees and employers to take up the offer.

"To help Salisbury business owners find the courses they want for their staff, local business owner, Sue Landon is one of three Employer Advocates in Wiltshire who are working for the association.

Mike added: "Sue will be in touch as soon as interested businesses have returned their applications - to discuss the next step."

Over the next few months a series of events are being arranged to provide more information about the initiative.



*Sue Landon
PR Garage*

CONTACT DETAILS:

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Bodenham, Salisbury
SP5 4EJ
Tel: 01722 349922
Mobile: 07866 697716
Website: www.prgarage.co.uk



QUALITY WINES ON THE MOVE

Following the sale of his successful convenience store in Fisherton Street, Stanley Griscti of Swallow Fine Wines is launching his new mobile wine business at the beginning of July.

Stan is taking Swallow Fine Wines onto the road and will be visiting businesses in the Salisbury area on a regular basis. With his extensive knowledge of the wine industry Stan will continue to offer expert advice on wines and champagnes – for special occasions, easy drinking and corporate events.

Swallow Fine Wines are also pleased to announce that they continue to be the sole importer of the popular award winning French Gardrat Wines. Look out for the new wines in the popular mixed case offers.

Delivering fine wines to your home, business, clients or friends – Stan will look forward to meeting you again soon.

Call for an appointment – 07768 514134, or visit the website – www.swallowfinewines.com



DOMONEY PROPERTIES



Are you looking for either a small commercial unit, self storage facility (for furniture or archiving) or even a large B8 storage and distribution unit at reasonable rates within the local area?

If so then give Domoney Properties, Bratch Lane, Dinton a call. We have units available now, with more to come, after recently gaining planning permission on land adjacent to the existing site.

The units are set in a rural location just 10 miles west of Salisbury, with ample parking and close to all the major trunk roads. This family run business park offers many advantages to many of the congested city locations elsewhere. To view the latest availability simply log on to www.domoneywoodwork.co.uk/links or give Gary Domoney a call on 01722 716305 or 07823 324585.



Bringing it all together

5 YEAR ANNIVERSARY CELEBRATION

More than 63,000 firms benefit from BT's local presence in the South West

Five South West businesses are celebrating five years of helping local firms manage their technology and communications. They are able to provide their customers with the stability and trust of the BT brand, combined with an understanding of the pressures that affect other businesses in their area. In total the South West BT Local Businesses provide communications advice and solutions to more than 63,000 local businesses. The five firms have a combined revenue of more than £79 million and employ a total of 85 staff.



David Hamer
BT Local Business

David Hamer, managing director Dorset BT Local Business, said: "There are 158,935 small businesses in the South West, 12,000 of which are based in the Bournemouth, Poole and Salisbury area. The majority of these prefer to do business with similar sized organisations. As a small business we can help our customers do what they do best because we experience similar pressures and empathise with them. Many customers are still with us from when our business started."

The five South West BT Local Businesses are a key part of the 54-strong network which covers all areas of England, Wales and Scotland and accounts for 50 per cent of BT Business revenue, £1.2 billion in 2007/8.

Ashton Hunt, general manager of the BTLB network, commented: "Small and medium businesses are the lifeblood of the UK. The right support allows them to thrive and grow. BT Business is passionate about supporting this sector, which is why the Local Business network was set up five years ago, and why it is a priority for the BT Group. The South West Local Businesses are key to the network's success, and are provided with as many resources and support as possible, to help them give the best customer service available."

Small businesses in the South West can contact their BT Local Business on 0800 389 3364.

BLOOMSBURY RESIDENTIAL

Now Making Selling Simple Too!

Bloomsbury Residential, an established independent letting agents based on Castle Street in Salisbury, launched their new property sales department on "Independents' Day", 4th July 2008.

"This is a great opportunity to show how the successful approach behind our 'making letting simple' philosophy can be transferred to property sales," explains company director Susan Yeates.

"With the slower sales market evident this year, it is more important than ever for agents to be proactive in property marketing, ensuring the very best exposure to potential buyers both online and using traditional methods."

Whether selling or letting their clients' property, Bloomsbury's family-run management team knows how beneficial it is to use an independent agent, combining local market expertise with a first class personal service. Providing a straightforward, tailored service is at the heart of the Bloomsbury Residential approach, and with over 50 years of property experience, a dedicated member of staff looking after each client's property is only ever a phone call away.

If you are interested in selling or letting your property or simply want to discuss how Bloomsbury Residential can help you, please contact Susan Yeates on 01722 414141

FILM4U LTD

MAJOR DEVELOPMENTS FOR SALISBURY BASED FILM COMPANY

FILM4U based at the Sarum Business Park, Salisbury creates promotional films for companies in the UK and provides television facilities both in-house within our purpose built studio and on location. FILM4U is a subsidiary company within Sarum Vision Holdings Ltd

FILM4U has appointed Adrian Wright, previously responsible for the interactive development at Sky TV as its new Business Development Director, Richard Gamble who has been appointed Finance Director and Company Secretary has extensive experience in UK and International Business Development and Brian Clifford formerly of the BBC who was responsible for international award winning corporate promotions for television and radio. He also brings expertise in creating strategic business profiles. Sally Potter has been appointed Chairman and Justin Potter as Managing and Sales Director.

Sally Potter stated "The appointment of vastly experienced Directors in broadcasting, business and production will not only meet the professional demands already placed with the company but will also enable the wide range of business development in film and online television. Our strength is our experience in film making, online broadcasting and providing the highest possible quality production to meet and surpass our client's strategic needs and expectations."

FILM4U has promoted Renata Symes to Production Director from her previous post as Editor of the Salisbury internet based Vision News TV. Renata becomes responsible for the production of film making.

Vision News TV, the company's online television news channel will soon be re-launched as Vision News South TV to include a much wider news coverage footprint with special free services for registered users.

If you would like to contact FILM4U please call 01722 770003



THE GREAT CHARITY DUCK RACE

Salisbury City Centre Management are pleased to present The Great Charity Duck Race 2008!

Enter the Business Duck Race on Sunday 10th August at 2pm in The Maltings and see your supersize duck compete for the coveted trophy of : **'Business Charity Duck Race Winner 2008'**.

Your business duck can be purchased for as little as £30 + VAT! Your donation will enable Salisbury Hospicecare Trust to continue all the amazing work they do.



To enter the competition please contact
Salisbury City Centre Management team on 01722 434654.



COLIN STAINER PLUMBING & HEATING

Colin Stainer is a well known Plumbing & Heating Engineer in Salisbury, and was elected to be the new National President for the Institute of Plumbing and Heating Engineering, which is a registered educational charity. Colin has been a member of the IPHE for 33 years and is both a Master Plumber and a voluntary Professional Standards Inspector for the Institute.

The post is renewed annually and for its duration Colin will attend events throughout the United Kingdom and in the Republic of Ireland, representing the Institute. This extends to the Vesting Day of the Royal Charter for the CIPHE in the House of Commons on 10th July and the World Plumbing Conference in Calgary this September.

At the events Colin will promote the Institutes ethos, with particular emphasis on environmentally friendly plumbing and the new 'Ask to See CIPHE' campaign to be launched in July. The Institute has over 12,000 members, who are competent in plumbing and heating engineering via formal qualifications or extensive experience and abide by a Code of Professional Standards. This campaign predominately focuses on encouraging consumers to have fully qualified plumbers working in their homes by using Registered Plumbers.



Colin Stainer

To find an Institute member in your area either ring 01708 474791 or visit www.wphe.org.uk



CLEANLIVING HAS A NEW OWNER

Cleanliving has recently changed owners and the new company owner is Steve Armstrong – Watkins. Previously served for 22 years in the Army which taught him a variety of skills, particularly for all jobs to be of the very best and highest of standards, with an acute eye for detail.

Clean Living is a very modern, exclusive and specialist Carpet and Upholstery cleaning company. Based in Salisbury, we are happy to provide our services here in the city, and further a field in the surrounding towns and villages. We use an American petrol powered steam and vacuum system that not only delivers water and cleaning minerals (in steam form) deep into 'your carpets' but also sucks out most of the moisture with its 22 horse-power vacuum. Our unique green mineral cleaning solutions are harmless to people and the environment, whilst remaining odourless. Essentially clean carpets that dry very quickly, in a convenient eco-friendly way.

Services include: Carpet and Rug cleaning and / or stain protection, upholstery (sofas and chairs etc) cleaned and protected, curtains cleaned in situ, no need to send them away or re-hang them & minor repairs to carpets (including burns).

To contact Steve for a consultation call 01980 621621

CHAMBER NEWS



Summer Hog Roast

Celebrating business in Salisbury & South Wiltshire



Friday 25th July 2008

Legacy Rose & Crown Hotel, Harnham

6.15 to 7.00pm arrival



Licensed Bar Raffle Fantastic Food

In aid of the City Christmas Lights



Tickets £15 inc. VAT

Available from Salisbury City Centre Management



For more details contact: 01722 322708

NEW MEMBERS



CONTACT: Bryan Greenwood
EMAIL: bryan.greenwood@martinco.com
WEBSITE: www.martinco.com

TEL: 01722 415 364



CONTACT: Lynda Like
EMAIL: Lynda@grovely.co.uk
WEBSITE: www.grovely.co.uk

TEL: 01985 248455



CONTACT: Graham Evans
EMAIL: graham@wfp ltd.co.uk
WEBSITE: www.westernfinancialplanning.co.uk

TEL: 01722 704022

EVENTS FOR YOUR DIARY

JULY

2ND JULY
17TH JULY

TRINITY PHOTOGRAPHY FREE EVENT FROM 5PM
CHAMBER BREAKFAST MEETING AT THE LEGACY ROSE & CROWN FROM 7AM—**SEE ATTACHED FOR MORE INFORMATION**
SUMMER HOG ROAST—THE LEGACY ROSE & CROWN HOTEL FROM 6.15PM—**SEE ATTACHED FOR MORE INFORMATION**

25TH JULY

SEPTEMBER

24TH SEPTEMBER
25TH SEPTEMBER

SOUTH WILTSHIRE BUSINESS EXPO 2008—CITY HALL
JOB —A CAREERS & TRAINING FAIR—CITY HALL
SEE ATTACHED FOR MORE INFORMATION ON BOTH EVENTS

OCTOBER

DATE TBC

SARUM COLLEGE EVENT - EVENT DETAILS TBC