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Impression

NEWSLETTER



April 2005

THE NEXT MEETING

TUESDAY 5th March

7.45pm for 8pm @ Lancashire College, Southport Road, Chorley

A Successful Business - How it was Achieved Edwin J Booth, the Chairman of EH Booth & Co

We are proud to welcome Edwin Booth to speak at the next meeting, which promises to be an interesting and entertaining evening.

Do Ya Hear Me Now?

An elderly gentleman of 85 feared his wife was getting hard of hearing. So one day he called her doctor to make an appointment to have her hearing checked.

The Doctor made an appointment for a hearing test, and meanwhile said there's a simple informal test the husband could do to give the doctor some idea of the state of her problem.

"Here's what you do," said the doctor, "start out about 40 feet away from her, and in a normal conversational speaking tone see if she hears you. If not, go to 30 feet, then 20 feet, and so on until you get a response."

That evening, the wife is in the kitchen cooking dinner, and he's in the living room. He says to himself, "I'm about 40 feet away, let's see what happens." Then in a normal tone he asks, "Honey, what's for supper?" No response.

So the husband moved to the other end of the room, about 30 feet from his wife and repeats, "Honey, what's for supper?"

Still no response. Next he moves into the dining room where he is about 20 feet from his wife and asks, "Honey, what's for supper?"

Again he gets no response so he walks up to the kitchen door, only 10 feet away. "Honey, what's for supper?"

Again there is no response, so he walks right up behind her. "Honey, what's for supper?"

"For goodness sake Earl, for the fourth time, CHICKEN!"

NOTICE BOARD

Would any members who have not yet renewed their subscriptions for 2005, kindly do so as soon as possible or make Lynda aware that they do not wish to renew.

The address to forward your remittance to is,
Lynda White, Membership Secretary, C & S R B C, C/o
MLC Travel Ltd, 58 Montcliffe Road, Chorley, PR6 0EW.
OR If you have a problem and wish to email Lynda, please
do so on info@travelmercedes.com

I have an assistant! That nice Mr Kevill has agreed to help the editor compile the newsletter and website each month. But beware, I think he might be nastier than me at chasing people for articles! I have already heard the phrase list of shame, so be warned!

If you do have any articles, funnies or useful information, hints, tips or special offers send it through to David at david@kevill.co.uk

Did you know about...

The 50-metre rule for delivery driver seatbelt use

As from 1st March 2005, a change to legislation on seatbelt use means it's now compulsory for drivers and passengers in vehicles constructed, or adapted, to carry goods to 'belt up' when making deliveries or collections if they travel further than 50m.

Delivery drivers and their passengers must now wear their seatbelts except on very short journeys. It is claimed that this change could, potentially, prevent 20 deaths, 240 serious casualties and 1,000 slight injuries annually.

The change brings to an end the exemption enjoyed by goods vehicle users who don't wear a seatbelt when making local rounds of deliveries or collections. Some van and goods vehicle users wrongly believed they were exempt whatever distance they travelled.

Currently, wearing rates for van drivers are only 30% of drivers and 43% of their passengers, compared with 93% and 94% respectively for car drivers and front passengers.

Adrian Owens
Northwest Management Solutions Ltd

If you have any interesting or important information you can share with the club please email it through.

The Chairman writes



The March meeting of the club was our AGM. Before the AGM we heard from Paul Heyworth of South Ribble Business Venture about the STEP Programme. The Step Programme is an initiative to give undergraduates the opportunity of gaining work experience while helping the organisation solve a business problem.

The officers and committee were re-elected en bloc with the addition of Mark Howarth who has agreed to take over from Tony Hilton as Treasurer in the next couple of months. The club is in a healthy position with 83 members and is financially secure too. My thanks go to all the committee for the work that they have put in over the last year. Special thanks go to Tony Hilton who has been club Treasurer for 22 years. I hope that we will still see you at club meetings, Tony.

Your committee for the next year are: Chairman Keith Ellison, Vice Chairman Steve Ward, Secretary John Thompson, Treasurer Mark Howarth, Membership Secretary Lynda White, Newsletter and Website Editor Lisa Thomason, Newsletter Compiler (if that is the right title) David Kevill, Database Controller Phillip Lancaster, Directory Editor Brian Wilding, Exhibition Organiser Mark Collins, Club Contact Christine Brown.

The committee are planning a varied programme for the coming year. Your input from both the questionnaire in the last newsletter and any comments you put forward personally is valuable to see what issues you would like to see addressed. Thanks to those who completed the form. In the year past we have enjoyed speakers talking on the subjects of: Pensions, Young Enterprise, Life Coaching, NW Business Exchange, Marketing, Exporting, Business Creation and the STEP Programme. Other events have been: Mini Exhibition, Members' Presentations, Powerboat Competition, Wine Tasting, Christmas Dinner and a Bowling Evening.

There are still a few members who have not paid their 2005 subs. Please send your cheques for £25 to Lynda White ASAP or give Lynda a ring if you don't intend to renew.

I would like to wish you all success with your businesses over the coming summer.

Keith Ellison
Springboard Events

'Have you a minute Tony?'

This was the telephone call I received from my late senior partner and mentor Arthur Rigby over 20 years ago, requesting me to discuss a matter with him in his office.

Arthur was an active member of Chorley Astley Rotary which were founding a local business club to help small businesses in the area, and he explained that it would be a good idea if someone (ie me!) represented the practice at the inaugural meeting. The suggestion was that the practice would become members of the club and each of the four partners would attend meetings on a rota basis. Well one minute and more than a few years later I am still waiting for the rota to commence...how gullible can one person be!

Shortly after the club was formed in April 1984, I was honoured to be asked to become the Club Treasurer and I have been even more honoured to have subsequently served alongside 8 club Chairpersons over the last 20 odd years. The dedicated work of each of the past Chairpersons, Carole Mellors, Bob Gardener, Chris Winter, Dave Balden, Graham Archer, John Brown, Steve Ward and our present Chairman Keith Ellison, never ceases to amaze me. I am more than convinced that the work that any one of the above have put in during their 2/3 year terms of office, far outweighs any efforts of the Treasurer over the past 20 years!

I have thoroughly enjoyed acting as the club Treasurer over the years and have gained, as I am sure other committee members will echo, pleasure in seeing the club and its members survive and develop over the period, a period during which other similar organisations have fallen by the wayside. Over the years I have made many friends and acquaintances from the membership, some of which have become clients to our practice, and I hope to continue to do so as an ongoing club member. However due to current time pressures in the practice, I consider it would be appropriate for me to step down as club Treasurer and let someone else have a chance!

I hope I hand over the club's financial affairs in a healthy state and wish my successor (who ever he or she may be!) every success in the future.

Phew! what a long minute that was!

Tony Hilton,
John Goulding & CO



Treasurers old and new - Mark Howarth (Elect), Tony Hilton (Retiring) and Jane Howarth of Howarth Associates.

Company name: Northwest Management Solutions Ltd
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About us: Offering tailored safety and business solutions to small and medium-sized business



Providing tailored safety solutions for small businesses

Running a small business isn't easy, and safety can often get pushed to the bottom of the pile even though you know it's important. Ask yourself:

- What was the cost of your employer's liability insurance this year?
- Would you panic if a safety inspector called?
- Could you confidently defend a negligence claim from an employee?
- Are your risk assessments "suitable and sufficient"?

Help is at hand from Northwest Management Solutions, providing safety solutions that help you to rest easy and allow you to concentrate on running your business.

Northwest Management Solutions is based near Ormskirk and offers a bespoke service to small and medium-sized businesses. Our approach is based on a friendly, personal service tailored to your needs. We undertake a no-obligation visit and we provide a firm price for any work before we commence.

Some competitors charge thousands of pounds and require an ongoing annual commitment for their services - some of which you may not require. NWMS, on the other hand, recognise that for many businesses what is important is a competitively-priced and personal service at your site which gets the basic safety framework right!

Helping you to rest easy, ...

Depending on your requirements, our basic services include:

- Review/produce health and safety policy
 - Review of accidents and first aid equipment
 - Review/produce risk assessments for all operations
 - Fire risk assessments
 - DSE/COSHH/Manual handling assessments
 - Health and safety inspection
 - Written report and recommendations
- ... allowing you to concentrate on business

Additional services include:

- Production and training of staff in safe systems of work for hazardous tasks
- Regular site visits and safety auditing
- Accident investigation and reporting
- Safety review following relocation or re-layout
- Noise surveys
- PAT testing
- Telephone advice
- Annual safety audit & review

All business club members are entitled to a 30% discount on our usual rates so take this opportunity to give us a call and get to grips with any niggling safety worries. Your safety issues may be more mundane than this company's fork lift truck use but let NWMS keep you and your workforce safe.



www.bcentral.co.uk

Did you know that Microsoft runs a small business website? No well I didn't either until I went to the Lancashire Digital Development Agency (LDDA) seminar today.

Keep an eye open for their next seminar. Top line speakers. Today we heard from Mick Heduan of HP about computer hardware and communications technology in particular broadband. He explained many issues and showed us what is available now and into the near future.

Mick was followed by Julie Sherrington from Microsoft and she explained the software packages Microsoft have available for small businesses and demonstrated how they can be used for marketing analysis to name just one example of many.

The final speaker was Jan Klin of Jan Klin Associates who went into the secrets of how to make your web site work hard for you and appear at the top of the search engines - fascinating. He then went on to discuss the power of pay per click and again how to make it work to your advantage. He finished with a subsidised trial of pay per click for delegates.

John Thompson

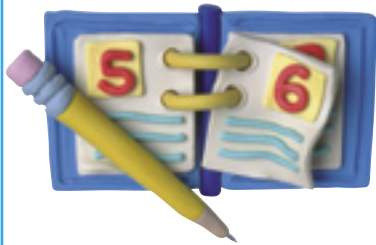
Sell yourself!

Here at the Business Club we like to encourage networking between our members and to help all our members sell their wares.

We offer sponsorship of the newsletter and of course there is always room for your articles and stories.

We offer sponsorship on the website, with many advertising methods, profiles, links, sub domains and listings.

The club also has a scrap book, where members can put their cuttings as a collection of club press successes. This scrapbook is about to venture out on to the website. Its a great way to advertise your business and we hope will build up a good reference on the site. If you have any paper clippings or press stories please send them in to either David Kevill or Lisa and we can include them.



Dates for the Dairy

April 5th	A Successful Business - How it was Achieved Edwin J Booth, the Chairman of EH Booth & Co
May 3rd	Networking Evening - no formal meeting, just a chance to do business, and talk to other members. Bring along your questions and your business cards!
June 7th	If to Advertise - How Not to Advertise & When & How to Advertise
July 5th	Members' Mini Exhibition
July tbc	Power Boat Competition

new members
Stephanie Evans & James Hearn
The Filling Station Sandwich Bar
01257 277256
jamspe @flattwo.fsnet.co.uk

Committee contacts

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Business Club Networking Works

Three years ago the club enjoyed an illuminating presentation from Tony Nugent of Anthony K Associates about vehicle sourcing, leasing and contract hire. Tony told the meeting that from time to time he came across some exceptional deals when manufacturers were looking to offload surplus stocks, not through the usual dealer channels where they would undercut existing stock. Then Chairman Steve Ward asked to be kept informed by newsletter and Tony subsequently placed the quarterly print with Steve's company BusinessGift.UK.com.

In January of this year Tony got hold of another great offer on the Smart Roadster, a £14,000 list priced car on Contract Hire for just £115 per month plus VAT. Not sure of the best way of financing a deal in the current tax climate, Steve consulted the new club Hon. Treasurer and Accountant Mark Howarth. Mark thought a private contract may be better and that deal turned out to be just £124 per month including VAT. Being such an eye catching car Steve decided to get it lettered with the company web address and contact fellow member Phil Lancaster.

The picture shows Phil completing an excellent job in reflective silvered vinyl, matching the car trim, and to complete a story of Business Club networking success, Phil decided to order promotional letter openers from Steve in exchange for his services. The moral of this story is to stick with the Business Club, develop your relationships and contacts and mutually beneficial business will follow.



Everyone who attends a Business Club meeting is a winner but some people take home a little extra. At the March AGM Michael White of MLC Travel won the members draw for a £25 voucher to spend with a fellow member. Sandra Barker of Physio-Actif and John Thompson of Engineering Support won the raffle prizes of wine from member shop Chordale Wines of Eaves Lane, Chorley.

