

Dates for your Diary

february **This month**

5th: Club meeting - Internet & Commerce
22nd: Copy deadline

Future Events

5th Mar: AGM

In the near future we will have for sale Storage racks, filing cabinets, desks, tables etc. Also a variety of surplus stock. If you would like to register an interest now I will inform you as it becomes available. Graham Archer Presentation Systems 01257 269119 / 410343

Reminder: Just to remind you all that it's subscription time again. The price is still the same, what good value you get!! Also the AGM is looming ahead, so get your thinking caps on for meeting suggestions. See you soon. Ed

Calling all members
 Our club likes to boast about its newsletter, but in recent months the input from members has decreased and once again it is the same few people contributing. Tell us about yourselves, especially new members, tell us about your company, its totally free and always interesting to find out more about people in our club. And if you don't volunteer, I will make you. I even got Phil Lancaster to write, be afraid, be very afraid!!

committee contacts • committee contacts

| | | |
|---|--|--|
| <p>Chairman Stephen Ward Tel: 01772 435010 Fax: 01772 457280 Email: steve@ad-options.co.uk</p> | <p>Secretary John Thompson Tel: 01257 278400 Fax: 01257 278400 Email: john@engineering-support.co.uk</p> | <p>Club Contact Christine Brown Tel: 01772 621140 Fax: 01772 622237 Email: chris@brown-lonsdale.co.uk</p> |
| <p>Treasurer Tony Hilton Tel: 01257 260366 Fax: 01257 273620 Email: tonyh@johngoulding.co.uk</p> | <p>Newsletter Editor Lisa Thomason Tel: 01257 413328 Fax: 01257 410702 Email: lisa@impressiondesign.co.uk</p> | |

EU checks to see if sauce is a vegetable

Another gem from The Daily Telegraph...

By Ambrose Evans-Pritchard in Brussels

OFFICIALS of the European Union will meet behind closed doors today to rule whether a lumpy sauce is, legally speaking, a vegetable. An obscure panel of technocrats, known as the 'Nomenclature' sub-group of the Customs Code Committee, will decide how many lumps are admissible in a tin of Baxter's creamy mushroom or Dolmio pasta sauce before these products turn into vegetables, losing their tariff privileges as sauces. At present, a sauce containing more than 20 per cent in lumps is classified as a vegetable, even if the lumps are fruit, triggering import taxes that can reach 288 per cent. Strict tests are carried out in laboratories, using metal wire sieves with an aperture of five millimetres. The lumps are then rinsed in warm water. If they remain lumps, the sauce is a vegetable. The World Customs Organisation in Geneva ruled against the EU's lump system two years after Unilever complained that its "Chicken Tonight" dish was being treated unfairly. The EU has now offered to raise the "lump threshold" to 30 per cent but the food industry is demanding that the whole scheme be scrapped, saying it is an "idiotic" hold-over from the days when the EU was still trying to regulate condom sizes or the flavour of prawn cocktail crisps. One source said the EU's policy had been devised by mid-level officials from Mediterranean countries to protect vested interests in their own countries. "This is the sort of nonsense you get in a protectionist system where deals are done behind closed doors and there is no accountability. The result is that product development is handicapped." The food industry says the "lump rule" fails to take into account the growing consumer preference for high quality "yuppie sauces" and "textured" products. It is calling on the EU to adopt the approach of the United States where sauces are not classed as vegetables, whether lumpy or otherwise.

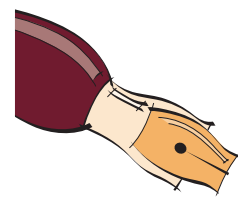


Newsletter

February 2002



www.businessclub.uk.com



The Chairman writes...

Happy New Year to all members and friends of the Chorley and South Ribble Business Club. It seems a long time since we were entertained by our own in-house speakers, Keith Ellison, Graham Archer, Jeff Benson and Simon Butler, at the Members Presentation Evening in early December. As usual at these evenings we enjoyed an interesting diversity of information, products and services from our own membership.



Our second event in December was the Christmas Dinner at the Farington Lodge. This was again a sell-out and everyone seemed to enjoy the excellent food followed by a little festive fun and raffle. My thanks again to our hosts (who are also members) for a very good evening in our own private dining room.

Stephen Ward, Chairman

THE NEXT MEETING
T U E S D A Y
5th february
 Internet & E-Commerce 7.45 for 8pm

Our first full meeting of 2002 will concentrate on the Internet with a presentation from Thomas Cole Solutions and a further discussion and progress report on our own club website www.BusinessClub.UK.com. I saw a recent presentation by Ross and Tony to the Preston Business Club and I can ensure you that you will enjoy an entertaining and informative talk on some of the very latest ideas in web marketing. See you at Lancashire College.



A selection of photos from the quieter moments of the Christmas Dinner: Top to Bottom, End of the evening, Trish Connor and Partner, The Browns, The Thompsons, The Whites, Anne Ward and Mark Howarth, The Ellisons, Prize winners, Steve and his Tree, The Pinny Winners.

Oh Dear!
- The Christmas Do

For anyone who was not at the Christmas do, here are a couple of the limericks from the nights competition

There was a young man from Chorley
Who left town when he was poorly
He's not missed yet
The cold and the wet
But he misses Business Club Sorely

There was a young man from Chorley
Who borrowed a bike to tour Morley
His bike had a flat
He fell flat on his back
And now he's extremely poorly

There was a young lady from Ley land
Who thought she was terribly grand
She strutted her stuff
One day in the buff
It's a business she hopes to expand!

BOWLING NIGHT ...

Results:

- 1st The Archers
- 2nd Brown & Lonsdale
- 3rd The Chairman's Bankers
- 4th South Ribble Business Venture

Highest Individual Score (151) - Phil Lancaster



The Chairmans Bankers

South Ribble Business Venture



The Archers



Brown & Lonsdale



Useful information
- Graham Archer

Club member Graham Archer has recently been in dispute with his electricity supplier. Fortunately for him, he had taken a note of every phone conversation he had had with their customer services unit including names and dates. This proven to be of the utmost importance in the end. Have a look at these useful phone tips, and remember, don't mess with Graham because he writes it all down and will remind you of it if he needs to!

1 Keep a record

Jot down the date, time and content of all remotely important calls; it will often come in handy later.

2 Avoid instant judgements

A surprisingly large number of people dislike using the phone, and so their telephone manner may be stilted and inept - don't read too much into it.

3 Speak dynamically

To ensure you are not one of those people, avoid long pauses which will make you sound diffident and unenthusiastic; some people enliven their phone style by standing up and making gestures, as if the person were in the room with them.

4 Smile when talking

Your smile will be reflected in your voice: this is my favourite telephone tip - I do it all the time. Watch out for drinkers: remember that, particularly after lunch, the other person may have been drinking and you can't see it - but you may need to be extra cautious.

5 Use all the bells and whistles

As well as divert buttons, most modern equipment has lots of devices that we forget to use or allow to go out of date (like speed dial numbers): keep using them properly.

6 Learn how to ring off

On average 90% of executives spend over an hour a day on the phone and 40% spend over two hours a day. So perhaps the most essential piece of advice is: learn how to ring off. Most calls go on far longer than they need. Devise a few phrases with which you can bring calls to a conclusion rapidly and politely. Become a good terminator and you'll hugely improve your telephone productivity.

As you are now aware we are putting together the next phase of the club website. Part of this is to have members details and links on the site. There will be two sections. The first will be an open section which will be available to anyone visiting the site. On these pages we are offering members the chance to post their company's details. As well as this we are producing a members only section which will be password protected. We are encouraging all our members to put up a listing, however we appreciate that not everyone wants their details on show, which is why we are offering the listing in the members section, which would act as a digital directory to our members.

The first few pages has been created and put up for you to see, links and all.

We have three types of listing on the site,

- Directory listing in the members only section - this would be the same format as the existing directory, with your details and short description of what you do
- Directory listing in the open section - this would be the same listing as in the members section but available to anyone who visits the site
- Corporate listing in the open section - this would use the same details as the others with the the bonus of your company logo and a link to your site. We are asking for a small contribution of £10 for a years listing.

EXAMPLE
DIRECTORY
LISTING

CHORDALEWINE MERCHANTS
Contact: Brian Wilding
T: 01257 415933
F: 01257 415933
275 Eaves Lane
Chorley PR6 0EY
brian@bellsdecanters.co.uk
Retail and Wholesale wine
merchants

EXAMPLE
CORPORATE
LISTING

Impression
IMPRESSION DESIGN
Contact: Lisa Thomason
T: 01257 413328
F: 01257 410702
127 Carr Lane
Chorley PR7 3JQS
lisa@impressiondesign.co.uk
www.impressiondesign.co.uk
Creative Design, Print buying
and Freelance service

As we have mentioned before we would like to have return links from members sites to ours. We do appreciate that this is not a quick or cheap process for some members. All we ask is that when you update your site you would consider a link back to Business Club.

If you could fill out the form below and return it by post or fax - we must have your signature on the bottom, along with a copy of your logo if appropriate. We cannot include your details with out your signed consent. The listings will be updated quarterly to include new members and changes.

Please detach and return to Tony Hilton with your subscriptions or to Lisa Thomason.

With out this slip we cannot include your details on the site either in the members or open pages.

Company name..... Contact.....

Address.....

Phone..... Fax.....

Email Website.....

Description.....

Yes I would like my company to have details on the site, I would like the following entry

(please mark all which are appropriate)

- Directory entry in Members section
- Directory entry in Open section
- Corporate Listing in open section and I enclose a cheque for £10 for the first year

No, I do not wish any of my details to be on the site

(please supply any change of your details for normal directory to be published in the spring)

- Please do not include my details on the website

Instructions by..... Signature..... Date.....

(Block capitals)

Oh Dear!
- The Christmas Do

For anyone who was not at the Christmas do,
here are a couple of the limericks from the nights
competition

There was a young man from Chorley
Who left town when he was poorly
He's not missed yet
The cold and the wet
But he misses Business Club Sorely

There was a young man from Chorley
Who borrowed a bike to tour Morley
His bike had a flat
He fell flat on his back
And now he's extremely poorly

There was a young lady from Ley land
Who thought she was terribly grand
She strutted her stuff
One day in the buff
It's a business she hopes to expand!

Useful information
- Graham Archer

Club member Graham Archer has recently been in dispute with his electricity supplier. Fortunately for him, he had taken a note of every phone conversation he had had with their customer services unit including names and dates. This proven to be of the utmost importance in the end. Have a look at these useful phone tips, and remember, don't mess with Graham because he writes it all down and will remind you of it if he needs to!

1 Keep a record

Jot down the date, time and content of all remotely important calls; it will often come in handy later.

2 Avoid instant judgements

A surprisingly large number of people dislike using the phone, and so their telephone manner may be stilted and inept - don't read too much into it.

3 Speak dynamically

To ensure you are not one of those people, avoid long pauses which will make you sound diffident and unenthusiastic; some people enliven their phone style by standing up and making gestures, as if the person were in the room with them.

4 Smile when talking

Your smile will be reflected in your voice: this is my favourite telephone tip - I do it all the time. Watch out for drinkers: remember that, particularly after lunch, the other person may have been drinking and you can't see it - but you may need to be extra cautious.

5 Use all the bells and whistles

As well as divert buttons, most modern equipment has lots of devices that we forget to use or allow to go out of date (like speed dial numbers): keep using them properly.

6 Learn how to ring off

On average 90% of executives spend over an hour a day on the phone and 40% spend over two hours a day. So perhaps the most essential piece of advice is: learn how to ring off. Most calls go on far longer than they need. Devise a few phrases with which you can bring calls to a conclusion rapidly and politely. Become a good terminator and you'll hugely improve your telephone productivity.

As you are now aware we are putting together the next phase of the club website. Part of this is to have members details and links on the site. There will be two sections. The first will be an open section which will be available to anyone visiting the site. On these pages we are offering members the chance to post their company's details. As well as this we are producing a members only section which will be password protected. We are encouraging all our members to put up a listing, however we appreciate that not everyone wants their details on show, which is why we are offering the listing in the members section, which would act as a digital directory to our members.

The first few pages has been created and put up for you to see, links and all.

We have three types of listing on the site,

- Directory listing in the members only section - this would be the same format as the existing directory, with your details and short description of what you do
- Directory listing in the open section - this would be the same listing as in the members section but available to anyone who visits the site
- Corporate listing in the open section - this would use the same details as the others with the the bonus of your company logo and a link to your site. We are asking for a small contribution of £10 for a years listing.

**EXAMPLE
DIRECTORY
LISTING**

CHORDALE WINE MERCHANTS
Contact: Brian Wilding
T: 01257 415933
F: 01257 415933
275 Eaves Lane
Chorley PR6 0EY
brian@bellsdecanters.co.uk
Retail and Wholesale wine
merchants

**EXAMPLE
CORPORATE
LISTING**

Impression
IMPRESSION DESIGN
Contact: Lisa Thomason
T: 01257 413328
F: 01257 413702
127 Carr Lane
Chorley PR7 3JQS
lisa@impressiondesign.co.uk
www.impressiondesign.co.uk
Creative Design, Print buying
and Freelance service

As we have mentioned before we would like to have return links from members sites to ours. We do appreciate that this is not a quick or cheap process for some members. All we ask is that when you update your site you would consider a link back to Business Club.

If you could fill out the form below and return it by post or fax - we must have your signature on the bottom, along with a copy of your logo if appropriate. We cannot include your details with out your signed consent. The listings will be updated quarterly to include new members and changes.

Please detach and return to Tony Hilton with your subscriptions or to Lisa Thomason.

With out this slip we cannot include your details on the site either in the members or open pages.

Company name..... Contact.....

Address.....

Phone..... Fax.....

Email Website.....

Description.....

Yes I would like my company to have details on the site, I would like the following entry

(please mark all which are appropriate)

- Directory entry in Members section
- Directory entry in Open section
- Corporate Listing in open section and I enclose a cheque for £10 for the first year

No, I do not wish any of my details to be on the site

(please supply any change of your details for normal directory to be published in the spring)

- Please do not include my details on the website

Instructions by..... Signature..... Date.....

(Block capitals)