

Sponsored by



NEWSLETTER

**CHORLEY
& SOUTH
RIBBLE
BUSINESS
CLUB**

June 2004

Local Business Mans Radio Appearance.

Club member David Kevill, of Kevill & Co, recently made a successful appearance on a Radio Lancashire phone-in program.

David was invited by Radio Lancashire to appear as their studio guest for a phone-in on their late evening program, 'Later with Carole', a new program in Radio Lancashire's schedules, hosted by Carole Turner.

The phone-in covered the subject of starting a new business and David gave his advice to members of the public who are considering becoming or have recently become self-employed. Callers rang the program on subjects as diverse as selling telephone airtime and operating a holiday home in France. David explained that he hoped that his advice had given people an awareness of the important steps involved in starting a business and of how to avoid the pitfalls that may be encountered.

David has personal experience of starting a new business from scratch and of acquiring and running an existing business. He has also written a guide to starting your own business, one of a series of fourteen business guides David has compiled. He explains that running your own business can be very satisfying and rewarding but stresses that without careful research and planning the chances of success are greatly reduced. He hopes that his advice may help budding entrepreneurs to start and build very successful businesses. Kevill & Co is based in Bamber Bridge and specialises in offering business and career guidance, utilising the wide range of skills he has acquired during his 35 years in industry both in the UK and overseas. His experience reads like an A to Z, ranging from dishcloths in Adlington to copper mining in Zambia. Kevill & Co also has access to a number of specialists, in various business disciplines, based throughout the UK. It is the fact that all Kevill & Co's advice is based on personal practical experience that makes their work so effective. Contact: 01772 629308 or david@kevill.co.uk

THE NEXT MEETING

TUESDAY 7.45 for 8pm
1st June

The meeting next week will consist of Mags Ball, North West Co-ordinator for Young Enterprise giving a presentation on the work of YE. She will hopefully be accompanied by one of the schools who competed in the Chorley & South Ribble area finals recently. David Kevill of Kevill & Co may also give a brief talk on my experiences as a business advisor to YE.

NOTICEBOARD



Steve Martin, age 16 looking for part time work. Although I am continuing my education I will be free after my school/college days and weekends. I am computer literate, strong and healthy. My best subjects consist of maths, science, business studies, PE and drama. Also I am very confident because of my acting work which I have been involved in for the past 6 years. I enjoy physical work. I will consider any work in the Chorley area. Please contact me Steve Martin on 07816 460885 or littleste000@hotmail.com

Mini Exhibition

Its that time of year again for you all to set out your stalls and show us what you have got!

July 6th is our members exhibition and we want to see you all there. Table space is limited so contact Mark Collins on 01257 793500 to book space.

CPD Workshops - Generic Workplace

A series of workshops are being run by the University of Central Lancashire over the next few months. This may be of interest to yourself or your work colleagues or staff.

They are dealing with:

Managing your stress

Anger management at work

Becoming more assertive

Maintaining your work-life balance

Six winning ways to develop yourself at work

Dealing with workplace bullying

There is also a reduced rate for booking for booking more than one course.

If you would like more information please contact Emma Woodward Conference Officer by e-mail eawoodward@uclan.ac.uk or on 01772 892654.

TESLATEST SYSTEMS

TeslaTest systems was started in August 2003 to provide a supplier of Environmental Test Chambers and associated equipment to the Environmental Test industry, it was created to fulfil a need as a one stop shop for all the equipment required and used in this type of testing. The company supplies a full range of test chambers from small bench top chambers through to large sophisticated bespoke chambers, including all environment conditions such as Temperature, humidity, vibration, Solar radiation, vacuum (Altitude) and corrosion test equipment.

The equipment supplied is used for basically 2 reasons:

1) To provide equipment that can be used to test that any product or item will operate correctly in any environment such as hot or cold, dry or humid or wet including ice and snow and also that an item will operate in sunny conditions. We can also supply equipment for testing products at altitude i.e. Vacuum test chambers with temperature & humidity control.

2) The second reason the equipment is used is to test the reliability of a product during use; this is achieved by thermally cycling a product between several temperatures for many cycles. This has the effect that the product or test item is stressed as the components expand and contract at differing rates at different temperatures causing any faulty components or manufacturing faults to be highlighted. Thus any item can be tested within the factory environment for a short period (normally 2-3 weeks) which will simulate up to 15-20 years of normal life of the item, therefore a manufacturer can have a high confidence that his product will function correctly when used by the customer.

The customer base is potentially very large as most products sold and used today have some level of testing carried out upon it to ensure that it operates correctly and that it will be reliable when used by the customer. Traditional industry customers are Aerospace, Automotive, Electronics, Telecommunications, Research & Development companies, Building materials industry Plus University research departments.

My experience in the industry has been built up over 20+ years operating within the field of Environmental testing. I trained as an Electronics Engineer and moved into the industry whilst working for a large defence equipment manufacturing company who extensively tested their products for supply to the MOD and armed services throughout the World. Prior to setting up TeslaTest Systems I worked for 5-6 years at a company supplying test chambers as a sales engineer, where I gained my experience in selling and marketing products to engineers and company directors. Over this time I sold many test chambers including large testing rooms to many customers, the main reason for starting my own company was that I felt that the customers were offered a poor service by all the companies operating within the industry.

The main ambition of the company is to offer a complete package of products to the customers with a friendly and helpful technical support to enable them to achieve the best possible solution to their requirements. The long-term aims is to open our own factory unit so that we can offer an equipment rental/Lease service and to offer a test facility for companies to use when they only have a short term requirement so making equipment purchase prohibitively expensive.

Andy Burnett TeslaTest Systems
Tel/Fax:01772 600771,
andy@teslatest.co.uk



SMILES all round at Ad-Options

SRBC members www.businessgift.uk.com have demonstrated their commitment to the community by supporting the efforts of the Chorley & Leyland Guardian's "Smile for Emily Appeal".

The Leyland firm, who trade under the Ad-Options banner, is directed by Business Club vice chairman Steve Ward and wife Ann. They have donated 200 bright red baseball caps depicting the appeal logo, as well as providing Ad-Bugs and stickers at a charitable rate - all of which are now being sold as key fund-raisers.

The appeal aims to raise £10,000 for the Rosemere Cancer Centre at the Royal Preston Hospital, in memory of Emily Dibben, whose plight with cancer received widespread attention when she was refused entry to a nightclub for having a shaven head following chemotherapy. The 25-year old chiropodist from Clayton-le-Woods sadly died from her illness last year, but it is hoped that her memory will live on, as the money raised from the appeal will help to fund a twice weekly specialist hairdressing and beauty service for cancer patients as they deal with the same trauma as faced by Emily when she lost her hair.

Tracy Bruce, editor of the Chorley and Leyland Guardian, was "thrilled and delighted" with Ad-Options' gesture, and thanked the company for their support.

Steve Ward commented:

"We thought the caps were perfect because the bright red colour fitted in so well. We always try to look after local charities because we are a local business and it is nice to get involved. We have provided many items for charitable events and can provide some sort of discount for these sort of appeals."



If you wish to make a donation to the appeal, you can do so by sending a cheque payable to "Smile for Emily" to: Chorley Guardian, 32a Market Street, Chorley, PR7 2RY. If you wish to purchase any of the fund-raising merchandise, you can do so by visiting the Chorley Guardian office at the above address.

Ad-Options director Ann Ward had further reason to SMILE in May when she became the proud owner of a new silver Fiat Punto after winning a competition at the Leyland branch of Kwik Save.

The car was offered in a drive to get customers back to the recently refurbished store, and after completing the required four transactions at the store and submitting a witty tie-breaker, Ann came out the winner.

Asked who she would give a lift to if she won the car and why, her prize-grabbing slogan was "I would give a lift to "Pavarotti", because "he singa di praise of my local Kwik Save"!

After collecting her new set of wheels from Caledonia Fiat in Preston she said "This win has come at just the right time as my son uses my car more than I do when home from university." It goes to show that real people do win star prizes!



Don't forget to give Ann a wave next time you see her driving around town...

Something to tell us? drop me a line and we will tell everyone we know! lisa@impressiondesign.co.uk

Directory Enquiries 118.

I do like working from home as I can listen to the radio and have my choice of station.

You and Yours on Radio 4 today (yes I do listen to the Archers and catch up with missed episodes on the Internet too – sad I know) has just run a feature on Directory Enquiries - 118, and I have to admit since the demise of 192 I hesitate to contact any 118 number as I am in a complete fog about their cost and efficiency. You and Yours were talking to industry analysts from 118 Tracker who stated that:

A survey has revealed. ONE in three callers to Britain's 118 phone directory services are given the wrong number

And 85 per cent do not get their cash back after complaining, despite guidelines saying they must be offered a refund.

BT is to put up its 118 500 charge from 25p to 40p.

Just to Laughs

25 Phrases Of Wisdom

1. If you're too open minded, your brains will fall out.
2. Age is a high price for maturity.
3. Going to church doesn't make you a Christian any more than going to a garage makes you a mechanic.
4. Artificial intelligence is no match for natural stupidity.
5. If you must choose between two evils, pick the one you have never tried before.
6. My idea of housework is to sweep the room with a glance.
7. Not one shred of evidence supports the notion that life is serious.
8. It is easier to get forgiveness than permission.
9. For every action, there is an equal and opposite government programme.
10. If you look like your passport picture, you probably need the trip.
11. Bills travel through the post at twice the speed of cheques.
12. A conscience is what hurts when all your other parts feel so good.
13. Eat well, stay fit, die anyway.
14. Men are from Earth. Women are from Earth. Deal with it.
15. No husband has ever been shot while doing the dishes.
16. A balanced diet is a biscuit in each hand.
17. Opportunities always look bigger going than coming.
18. Middle age is when broadness of mind and narrowness of the waist change places.
19. Junk is something you've kept for years and throw away three weeks before you need it.
20. There is always one more imbecile than you counted on.
21. Experience is a wonderful thing. It enables you to recognise a mistake when you make it again.
22. By the time you can make ends meet, they move the ends.
23. Thou shalt not weigh more than thy refrigerator.
24. Someone who thinks logically provides a nice contrast to the real world.
25. Blessed are they who can laugh at themselves for they shall never cease to be amused.

Phone regulators had hoped that breaking BT's 192 monopoly last August to let rival 118 firms compete for the £280million-a-year business would improve standards and cut prices. But the 120 firms have confused consumers and caused a drop from 750million inquiries a year to 300million.

Obviously I am not on my own in my confusion.

The programme recommended the way to find out more about all 118 operators, and there are a huge number of them, go to [which](#) gives a summary of which companies offer value for money and an accurate service.

118 Tracker's February Results showed

- 118 440 was the cheapest service provider costing 20 pence per minute and up to 2 calls
- 118 437 was the most expensive service provider costing £1.82

Christine Brown

TERMS TO ADD TO YOUR VOCABULARY IN THE 2000s OFFICE

- BLAMESTORMING - Sitting around in a group discussing why a deadline was missed or a project failed and who is responsible.
- SEAGULL MANAGER - A manager, who flies in, makes a lot of noise, craps over everything and then leaves.
- SALMON DAY - The experience of spending an entire day swimming upstream, only to get screwed and die in the end.
 - CLM - Career Limiting Move - Used among microsers to describe ill-advised activity. Trashing your boss while he or she is within earshot is a huge CLM.
- OHNO-SECOND - That minuscule fraction of time in which you realise that you've just made a BIG mistake.
- PERCUSSIVE MAINTENANCE - The fine art of whacking the crap out of an electronic device to get it to work again.
 - UMFRIEND - A sexual relation of dubious standing or a concealed intimate relationship, as in "This is Bridget, my ... um, friend."
- BODY NAZIS: Hard-core exercise and weightlifting fanatics who look down on anyone who doesn't work out obsessively.
- CUBE FARM: An office filled with cubicles.
- IDEA HAMSTERS: People who always seem to have their idea generators running.

There's an inflatable town, and in it there's an inflatable school where all the inflatable kids go. One morning, the inflatable school bully (lets call him 'little Jimmy') turns up brandishing a pin. Before anyone has a chance to stop him, little Jimmy pierces the inflatable sports hall and POPS THE ENTIRE SCHOOL! The inflatable headmaster comes running out of the deflating school and sees little Jimmy, pin in hand, laughing maniacally.

"You boy, come here!" he yells. So little Jimmy runs over to the inflatable headmaster and POPS HIM TOO!!

Before little Jimmy has a chance to revel in his naughty popping spree, he trips over an inflatable rock and lands on the pin, POPPING HIMSELF!!!

Hours later, little Jimmy comes round in the inflatable hospital, attached to an emergency bicycle pump. As his vision clears, he sees the inflatable headmaster (who's been patched up with some rubber cement and re-inflated) standing over him, shaking his head.

"Well, Jimmy" says the inflatable headmaster. "I have to say I'm very disappointed. You've let me down, you've let the school down, and worst of all, you've let yourself down".



Dates for your diary

June 1st	- Young Enterprise
July 6th	- Members' Mini Exhibition
August 11th	- The Return of the Power Boat Challenge
September 7th	- Life Coaching Workshop with Awaken Life Coaching
October 5th	- Broomstick Marketing
November 2nd	- The Annual Wine Tasting Evening With Chordale Wine Merchants
December 7th	- Members' Presentations - A very popular annual event.

Company Profile

John Thompson - Engineering Support

What a changing world we live in! Remember the old army saying? If it doesn't move then paint it! I think we could consider our businesses in a similar way. If we don't move with the times then we will not have a business!

I served my engineering apprenticeship in the dirty coal fired power stations of Yorkshire. Much coal has now been replaced by gas power & they are so small and clean compared to what I knew.

I then worked for Honeywell installing and maintaining their series 200 commercial computers. Can any of you imagine a computer with 32k of memory & no disc drive? The dedicated room with air conditioning & false floor could cost £50k alone, before you consider the dedicated computer operators working shifts. They were very proud of their new acquisition.

I then worked with a company who specialised in barcode systems. In those days I when I used the word barcode, people would respond by saying "a what?" Can any of you imagine a supermarket without them now? Am I really this old?!

My next technology was Machine Vision. Now you might still say "a what?" to that one! This is using cameras to look at products in production to automatically check that they visually meet the specification. That might sound like gobbledygook to you, but I bet there is not one of you that does not understand that a camera can automatically read your car number plate with consequences that could damage your wealth...it's the same technology. The last job I did in this area was a system to check that glass milk bottles were washed clean before they were re-filled. It will not be long before your children will say "a what?" if you talk of a glass milk bottle...The problem with technology is that it does not always make money as companies would wish & my career so far had involved me being out of work 3 times for the reasons we are all familiar with.

So the third time I was out on the street I said no more companies - I will work for myself as a freelance industrial engineer. Much more satisfactory. I find small specialist companies based in the south of England. I then become their installation and

Working From Home

Over recent months papers have been reporting worrying stories about anyone working from home being liable for Business Rates on the part of their property they are using as workspace and advice on this matter can be rather sketchy.

If you are using your home as a work place there are a number of points to be aware of - working from home can affect your mortgage, your home insurance, and your tax situation and even your neighbours.

If you would like to find out more about this subject the Business Link website has a useful help sheet entitled "Use your home as a workplace".

I think the very best advice you can be given is, first don't upset your neighbours and second, ensure you are insured for both you business and domestic contents - some insurance companies offer a special policy for this situation which includes public and employers liability cover as well as cover for business equipment. From recent experience - being a "mature person" I have found SAGA very helpful and not expensive. *Christine Brown.*

Engineering-Support.co.uk



service engineer covering their customers in the North of England on a freelance basis. So I save them the overheads of an employee as well as hotel bills, motorway travel & perhaps some domestic grief for their own engineers if they don't have to be away from home so much.

I work for local companies as well. In particular one of our members, Jean Willis Soft Furnishings. She is a wizard at designing soft furnishing schemes. My job is to make sure that they stay on the wall when the customer needs an installation service.

So what is next? My thoughts go along the lines of:- Negligible pension from all these employers; Income limited by my hands, health & the hours in a day; declining state pension etc. When will I have time and health to climb all the hills and mountains that I enjoy so much? So I have been looking for a residual income. "a what?" you might well say! If you were a successful musician and got royalties each time your music was performed that would be a residual income. Sad, but I am not a musician! However I have found TELECOM plus - the Utility Warehouse. It is a highly reputable British plc which operates like a big club with enormous buying power. You already use gas, electricity & phone. With TELECOM plus you simply use the same services but pay less money for them. Heard it all before I hear you say. Can you tell me another company that publicly and in writing, guarantees to provide the cheapest gas and electricity in England? I am saving 20% compared to my previous supplier. Enough of all this - I am sure you get the drift. If you simply wish to save money on your bills or indeed to take it further and add an additional income stream to your business, as I have done, please contact myself or Keith Ellison. Why Keith? Well he has joined me in this business. The business is all about teamwork and we would both welcome you to make our small team bigger. Phone numbers are below - your Secretary & Chairman. One last question you might ask - "why have I not heard of TELECOM plus?" Simply because they don't spend money on adverts. They spend it on the teams and personal referrals to build an excellent business.

Committee contacts

Chairman Keith Ellison	Tel: 01254 832123
Membership Secretary Lynda White	Tel: 01257 410850
Secretary John Thompson	Tel: 01257 278400
Club Contact Christine Brown	Tel: 01772 517926
Newsletter Editor Lisa Thomason	Tel: 01257 413328

Email: keith@springboardevents.co.uk

Email: info@travelmercedes.com

Email: john@engineering-support.co.uk

Email: chris@wordenassociates.co.uk

Email: lisa@impressiondesign.co.uk