



## Whats on in 2003

The programme for 2003 is well developed and has taken note of the response from members to the questionnaire circulated at the AGM. Please note that there will not be a meeting in August. To replace it there will be a social powerboat event at Rivington Reservoir on Thursday July 17th.

- May 6th:** – Will Kintish – Working the Room. Polish up your networking skills
- June 3rd:** – Car Leasing and Financing a Vehicle  
– Carol Mellor, - speaking about her new role at H.M.Prison Garth. TBC
- July 1st:** – Member's' Exhibition
- July 17th:** – Powerboat Driving Competition & social event on Rivington Reservoir.
- Aug 5th:** – No meeting.
- Sept 2nd:** – Meet the Taxman. Peter Robinson Inland Revenue Business Support Team. TBC
- Oct 7th:** – New developments in E-commerce, and the World Wide Web. TBC
- Nov 4th:** – Wine Tasting.
- Dec 2nd:** – Member's' Presentations.

## The April prize winners were:

Matthew Crisp, Kim Rhymer and John Thompson



### Committee contacts

<b>Chairman</b> Keith Ellison	Tel: 01254 832123	Email: keith@springboardevents.co.uk
<b>Treasurer</b> Tony Hilton	Tel: 01257 260366	Email: tonyh@johngoulding.co.uk
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<b>Club Contact</b> Christine Brown	Tel: 01772 621140	Email: chris@brown-lonsdale.co.uk
<b>Newsletter Editor</b> Lisa Thomason	Tel: 01257 413328	Email: lisa@impressiondesign.co.uk

# new members

## Welcome to our New Members

**David Little**

Action International

**Business Coaching and Education for SME's**

**Tel: 01772 780015**

**email: davidlittle@action-international.com**

**Tim Melling**

Melling Associates

**Freelance Financial Director**

**Tel: 01254 832914**

**Email tim@mellingassociates.co.uk**

**Phil Entwistle & Debbie Walton**

Barclays Bank

**Banking**

**Tel: 01772 405804**

**Philip Hargreaves**

Internet Solutions & Management Services

**Internet Solutions & Management**

**Tel: 07967 569855 / 08704 205554**

**email pjhargreaves@wsiconsultants.wm**

**Dianne McHugh**

Chorley Borough Council Economic

Development Unit

**Tel: 01257 515300**

**Economic Development Officer**

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# NEWSLETTER

**CHORLEY  
& SOUTH  
RIBBLE  
BUSINESS  
CLUB**

**May 2003**

Directory and Website  
spring clean

We have been busy chasing the last of the Annual Member's' Subscriptions and now it is the time to have a tidy up of our records before we compile the Members' Directory for 2003/4.

### Directory

Should any of your details have changed and you have not already notified us, or you just want to check we have got it right, please contact **Phil Lancaster** (Euxton Lock Services). Tel: 01257 278392 philip@lancast.freesevice.co.uk Don't forget to give him your email and website addressees.

### Website

Please visit the Club Website [www.businessclub.uk.com](http://www.businessclub.uk.com) and check your entry, if it needs updating contact **Lisa Thomason** on Tel: 01257 413328 email: [lisa@impressiondesign.co.uk](mailto:lisa@impressiondesign.co.uk).

### Not on the website?

Please complete the website form, included in this newsletter, which complies with the Data Protection Act regulations and return to **Lisa**, address on the form.

### A Bargain

For a one off charge of £10 you can have your logo and a link to your website included.

### Your Suggestions

Whilst you are checking your website entry please, stay and browse for a while - we need your ideas for the next stage of its development. The Club's website was Lisa's first "web baby". She's learnt a lot since then, and things have changed and now she wants to make it more relevant and assessable.

Bring yourself and your ideas along to the next meeting, we look forward to hearing them.

**The DEADLINE for all Directory & Website changes is 31st May**

## Noticeboard...

Members news, special offers and members discounts, items for sale and items wanted. Just email me the details, your email and a logo.

## AD-OPTIONS!

Ad-Options will offer between 10% and 20% off all promotional goods ordered by fellow members until further notice.

Artwork, origination and carriage charged at cost if required. 01772 435010. Email [steve@ad-options.co.uk](mailto:steve@ad-options.co.uk)

Exhibition/Display Panels for sale. Excellent condition. Please tel. Graham Archer 01257 410343

 **TACTics Training Ltd** For sale:

5 large folding tables-£50 each • 20 swivel chairs-£20 each  
25 chairs with writing arm-£15 each  
26 phones with headsets-£20 each  
2 four foot desks-£50 each • 1 six foot desk-£50  
All hardly ever used. Will discount for bulk purchase.  
Call 01772 203471 or [kim@rhymer.fsbusiness.co.uk](mailto:kim@rhymer.fsbusiness.co.uk)

## THE NEXT MEETING

**TUESDAY 7.45 for 8pm**

**6th may**

*Discover the Secrets of Working the Room at our Club meeting at Lancashire College, Southport Rd, Chorley*

Will Kintish is known nationally as a leading networking guru. We are very fortunate to have him at our Business club. Don't miss the chance - put the date in your diary - bring a friend. I can promise you it will be fun: stimulating: provoking: informative: and most importantly practical.

After the break he will run a workshop showing members the power of getting referrals and introductions. Come armed with questions like:-

Who do you know who...? • Can anyone help me source...?  
Where can I find out about...? • How can I get an introduction to...?  
What's the best way to...? • I'm looking for...?

Will Kintish practiced as a chartered accountant for 30 years. He now shows business people how to become confident and effective net. He has specialised in this topic for three years and has presented to more than 8,000 people nationwide. If you want more business you need to come and listen to this powerful and motivational speaker.

## Our New Chairman, Keith Ellison, Springboard Events

Keith's passion for sailing and outdoor activities led him to a career in Leisure Management after a brief and uninspiring time as an engineer. Keith's company, Springboard Events, organises corporate events for companies large and small. Majoring in outdoor activities, Springboard has the ability to produce superb events whether for team development, incentives or product launches. Keith's experience as a leisure manager, senior sailing instructor, powerboat instructor and an interest in motor sports of all kinds has given him the experience to know the best venues to go to and the most appropriate activities for the particular event. No free pens but a good deal on events for club members is promised!



## The chairman writes

My first club meeting as Chairman saw the best turn out the club has seen for some time, more to do with the speakers than my debut performance I would guess. It was also pleasing to see so many visitors and new members attending for the first time. Welcome to them all. Keith Molyneux from the Rosebud Fund gave a short talk about the Fund and how we, as small businesses, can access the loans that are available at low interest rates when linked with employment opportunities.



Jim Potts, Chief Trading Standards Officer of Lancashire County Council was the main speaker. Jim gave us an entertaining insight into his work, the myriad acts and regulations he has to enforce and how businesses can access the help and advice his department has to offer. He also tipped us off about the various scams that are operating business to business at the moment. My thanks go to both Keith and Jim for their presentations.

As part of my work, I am involved with the Royal Yachting Association in delivering the Honda RYA Youth RIB Championship around the country. Starting at club level, young people are being trained to handle powerboats safely and responsibly. The best of the club youngsters in two age groups, 8-12 and 13-17, are meeting at 14 Regional Finals to compete for the honour of representing their region at the National Final at the Southampton Boat Show in September. The two 4.5M Avon RIBs (Rigid Inflatable Boats), complete with a 40hp Honda engine and Indespension trailer, used for the regional and national finals are the ultimate prizes for the clubs of the National Champions. The boats may be used with young people but they are not toys and are capable of over 30 knots.

I have arranged with the RYA and the sponsors for the boats to be available to the Chorley and South Ribblesdale Business Club during the evening of Thursday 17th July on Rivington Lower Reservoir. We will be holding a competition on exactly the same lines as the regional and national finals to find the best boat handler among our members. The accent is on boat control rather than speed and no previous experience of power boats is required. An experienced instructor will accompany each competitor to coach and to guide. The instructor has the power to be able to kill the engine if required. This is a great opportunity for members to experience powerboat driving and will be only the second time the boats have been used for an adult competition, the first being a press event to launch the 2003 events. I am looking forward to the event and to putting you through your paces!

We are hoping to be able to provide a barbecue on the evening and make the event a full club social occasion. If you would like to take part in the competition, please let me know as soon as possible as places will be limited. More details will be forthcoming in the next newsletter.



## Members Profile



### "Not Only Airlines Subscribe to Business Class"

M L C Travel is a family owned company established in 1998 by Michael and Lynda White. Our vision was to provide a superior service for corporate and private travellers whatever the occasion.

We work with some of the UK's best-known businesses and celebrities right through to local students for the school prom nights, yet our client's names and activities remain strictly confidential.

Our watchwords are reliability and punctuality and our reputation is for quality and style.

Our Corporate and Private clients are extremely important to us therefore understanding their needs are essential to our success. We understand that punctuality and reliability are crucial for business success.

We provide chauffeured vehicles from the Mercedes-Benz marque. Luxury and excellent performance make these vehicles perfect for business and pleasure. The S Class, for example, is the ultimate luxury saloon, repeatedly referred to as "the best car in the world" by motoring magazines. It is sumptuous and elegant whilst offering visionary technological innovations. The ride feels like you're flying first class. The best conversation is face to face, making the V Class Mercedes the ideal business vehicle. It has six aircraft style seats, is fitted with a folding style table, computer points and individual lighting. More importantly, the V Class offers the option of conference style seating making it the first choice for business on the move.

M L C Travel can offer the following services: -

Black Tie Event, Nightclub Event, Romantic Evening, Theatre Trip, Anniversaries, Sightseeing Tour, Royal Ascot, Wimbledon, Golf Tournaments, Football Events, Musical Shows, Restaurants, Airport Shuttles, Corporate Events, Chauffeur Hire, Meet & Greet,

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Michael & Lynda White phone/fax 01257 410850

www.travelmercedes.com  
email info@travelmercedes.com



## Your Advantage! Dea Parkin - The Competitive Edge

How would you like to promote your business to hundreds of local people, on a regular basis, for 11 months for just £225? (This is a special rate to business club members; the regular fee is £250.)

This is what Chorley Tennis Club offers! Businesses are invited to take up a sponsorship package comprising an outside banner on the Club courts and their material, such as leaflets, displayed in the Clubhouse, from now until the end of March 2004. Plus, they get a mention in the next Club newsletter (going out to over 100 members) and a mini ad in the Chorley Guardian, all for just £225. When you bear in mind that, between May and September, teams from all around the region visit the Tennis Club two or three times a week, and that banners can be placed facing outwards towards Cricket Club spectators - and hundreds come to watch the A Team games - this is a very good deal.

There are also other sponsorship opportunities ranging from £100 to £500. For more information please contact Dea Parkin on 01257 233614 or email [dea@compedge.net](mailto:dea@compedge.net).

The Clubs first Open Day is on Sunday May 4th (everybody welcome!), so to get banners and other material on display by then, contact Dea now! The ball's in your court...

As you saw on the cover we are preparing to update the club website with new features and more members listings. If you are already on the site please check your details are correct. If you are not on the site and would like to be placed on please fill out the form below and return to a committee members at a meeting or to Lisa by fax 01257 410702 or post to the address below.

There are two kinds of listing on the site,  
**Free directory listing:** your company name, address and contact details and a brief description of what you do  
**Corporate listing: (£10 setup cost)** your details as above but with your logo and link to your website  
Because of Data Protection we cannot put any ones details on the site without their signed consent so please fill in the form, specify which listing you would like and make sure you sign at the bottom.

Listing type:  
Free Directory   
Corporate listing (I enclose £10 cheque cash to cover start up cost)

Return to : Impression Design  
127 Carr Lane, Chorley  
Lancashire PR7 3JQ  
Tel: 01257 413328

Company name: \_\_\_\_\_  
Contact: \_\_\_\_\_  
Address: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Mobile: \_\_\_\_\_  
Email: \_\_\_\_\_ Website: \_\_\_\_\_

Description(max 10 words): \_\_\_\_\_  
URL to link to if different from above: \_\_\_\_\_  
Comments: (anything you would like added to the site) \_\_\_\_\_

## Business Club member pulls it off! - by Christine Brown



You may have recently have seen in the Lancashire Evening Post Business & Money section, Business Club members, Brown & Lonsdale Chartered Accountants of Leyland, listed as one of the four finalists in the Be Inspired Business Awards - Westinghouse Business in the Community Section.

This was no mean feat as the competition is open to all businesses, both large and small, based in the North & Western Lancashire Business Link area, and, we have been led to believe there were a large number of quality entries. Christine Brown said, "We are not prone to broadcasting the amount of involvement we have with local organisations, those both in the educational and in the community sector, but the reason we decided to blow our own trumpet this time was because John Brown, the Principal of the firm, had been heard to moan, "In 2003 I will have been working in accountancy for 40 years and no one's going to be buying me a gold watch!" (He did start work at 17 as an articulated clerk, so he has quite a few more years to go). So with this in mind it was decided to enter the competition and attempt to win the prize money and use it to buy him a "gold watch".

John was not told of the entry until all the information was gathered and the entry form completed. People from each organisation we are involved with had such positive things to say about both his and the firm's involvement and how they valued the input. They also took the opportunity to say thank you, thus making the entry a large reward in its self".