



Central Lancashire
Business Club

bringing local businesses together

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Impression

Newsletter

Issue 18, May 2009

THE NEXT MEETING

TUESDAY 7.45 for 8pm

5th May 2009

David Baker of Perrite
tendering for public sector contracts

BUSINESS CLUB ON RADIO 4

Two members of the Central Lancashire Business Club featured on Radio 4's Budget Phone-In the day after the Chancellor's announcements. Stephen Ward of Leyland, current Joint-Chairman and Graham Archer from Chorley, a founder member of the Club provided local comments when interviewed live from Chorley Market by Shari Vahl on the popular consumer affairs and personal finance programme, You and Yours. Graham spoke of the problems now facing pensioners with the diminishing returns from investments and rising cost of living for those not benefitting from the falling mortgage interest rates. Stephen explained some of the difficulties facing self-employed business people in taking on staff, with all the red-tape and unpaid tax collection work involved. He also stressed the need for the media to show some more positive stories about companies surviving and thriving in the current market, to help restore some business confidence. His own company has done quite well with more people shopping around for the business gifts and marketing materials from the company websites BlankKeyrings.co.uk and LoopKeyrings.co.uk. Stephen told us "The BBC crew were very professional, thorough and put us at our ease, despite the small crowd gathering round and the fact that we were broadcasting live to the nation." recently installing a brand new solar water heating system at their premises in Leyland, Lancashire.

Pictured below is Stephen Ward and Graham Archer outside Market Walk.



new members

WELCOME TO

HEATHER CAREY of FONT57

**DAVID WALMSLEY of
DAVE WALMSLEY GROUNDWORK**

**ANGELA VERNON of
TAIL TAPPING ANTICS**

BUSINESS CLUB SCRAPBOOK NOW ONLINE

The Club scrapbook is now available online at www.businessclub.uk.com/scrapbook.php. But of course its ongoing! If you get any press coverage in any publication, send a copy of it to businessclub@mpressiondesign.co.uk or post it to 16 Pilling Lane, PR7 3ER for inclusion.

The scrapbook has our members most recent press successes and some classics. Why not go on and have a look?

Competition Winner

Our Prize winner from last month's competition was David Baker of Perrite.

Well done and your prize will be winging its way over to you soon!



RESOLUTION CORNER

with Resolution Opportunities

My wife, Lynn is allergic to dairy products, including the cow! More and more people have allergies, this is one of the most common. Apart from not knowing dairy free means no beef, the funniest question is can you eat eggs, my wife enjoys giving this answer "Cows do not lay eggs", the quizzical look you receive is pure enjoyment, ah well innocence is bliss.

People do not really take in the fact that you are allergic to milk, most do not comprehend the consequences which can ensue.

There are different reactions which can affect you from a severe reaction to a mere irritation. Lynn's reaction is in the "I can not lift my arm, pure lethargy" which lasts 3 to 4 days. Her son becomes the devil, total hyper active, on nerves and out of control, he even raised his fist to her once! Personally I feel this is what is wrong, along with other allergies, with a lot of children and people.

A long time ago Lynn used to have milk, unpasteurized milk, actually delivered straight from the farm. The good old days.

What caused the change to dairy free is not really fully understood. This was a gradual change. I have heard on a farming program that the pasteurizing process takes out an enzyme or other substance which causes the body to reject the lactose or milk sugar (Cows milk). This obviously affects some but not everyone.

The effects were gradual, feeling tired, a process of elimination was 'guilty as charged' for cows milk. This even was found in real ale, Lynn used to enjoy a pint or hic! Of Thwaites Bitter. This is hard to find out but they appear to use gelatin to clear the beer.

Every shopping expedition is a Risk Analysis of the contents of the food item. We need to watch for milk, lactose, whey powder etc. in every food item. If it says "new recipe" then look again in case the food has changed even if you have eaten it before. They add milk to sweeten the dish, may suit some but us.

Many say "How do you cope with no milk, cheese, butter, yoghurt etc". Let me tell you, easily, there are lots of goats and sheep's "dairy" products, soft, medium hard cheeses, and they are excellent. In fact I like them better than a cows version - Lynn's fault! Goats and sheep's milk sugar is different to cows and does not affect you at all, also the old adage it smells is not true, depends where they feed, as would cows milk if fed garlic.

All supermarkets now have these in stock,

Dairy Free!

admittedly 10 years ago it was very difficult to obtain. Superb now. We Sue John's in Chorley Health Foods shop, the goats milk from a local business, Charnock's Farm, Charnock Richard is excellent, and guess what, it's unpasteurized.

There are many stories of restaurants, travel etc. where you need to be positive. In restaurants I usually frighten them with - my wife is allergic to anything from a cow, including the cow, anything happens you are driving us home because I am having a drink. Sharpens the mind, they take more care, still we get the proverbial drizzle of butter over the vegetables - WHY?

A recent flight with Emirates, four legs of flights, three no problem, pre-booked meals, well apart from the free wrapped utter! The last was missed, but they tried the captains fish dish, unfortunately the contents of the sauce was unknown. Still the eight starters, prawns, fish, salads made up for it, full was I think the word Lynn used?

Remember, risks are not only in personal life, you have risks in Business, if you don not attack tem face on then you can cause yourself great "allergic" reaction if you are not prepared for this reaction.

Complete the Risk assessment on anything NEW, and always review your current risks just the same as myself and my wife, Lynn, do every day.

Be Prepared, Be Resilient.

Failure to Plan is Planning to Fail

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THE CHAIRMAN WRITES

Just when we get lulled into a belief that summer is here, thanks to the warm sunshine we have all been enjoying, along comes the rain and wind again!

Isn't business just the same? Just when everything seems to be running smoothly along comes a problem, a frustration, a difficult customer and so on to drag us back to reality. The important thing is never to get lulled into that false sense of security and never to panic when difficulties come along. Always be prepared to seek advice from your fellow club members.

Also in business we should always keep our ears and eyes alert to make sure that we do not miss any opportunities that may come along. How many of us have assumed that, as small businesses, we would never be able to gain business with public sector organisations? How many of us feel that it is pointless trying? How many of us don't know how to start approaching the public sector? This month's meeting will hopefully give us all the confidence to have a go.

David Baker of Perrite will be the speaker at the next club meeting on Tuesday 5th May. David has significant experience of working with public sector organisations and will pass on his knowledge of how

Just like the weather - David Kevill

to gain business in this sector. I feel that this subject will be of interest to us all so I urge you all to attend.

As you will already know, this year is Central Lancashire Business Club's 25th anniversary. The main event of the year will be a black tie dinner on Tuesday 4th August at Shaw Hill Golf Club. More details will be released later but please make sure that you put the date in your diary now. This promises to be a night to remember. We intend to invite as many ex members as possible to attend therefore if you are in contact with any ex member please let any committee member know.

It has been particularly pleasing to welcome two new members to the committee recently. David Baker of Perrite and Linda Merrills of Changeability have both joined the committee and are already playing major roles in the organisation of our 25th anniversary dinner. We operate an open committee and new members are always very welcome so please feel free to join us at any committee meetings. The more members we have, the more ideas are forthcoming.

I look forward to seeing you all at our May meeting - and remember - even in the most stormy conditions the sun will return one day.



FREE BREAKFAST EVENT

Don't miss out on our next event "Mobilising Your Workforce - The Mobile Phone Has Changed" on 30 April 2009 in Burnley.

New technologies make accessing your office applications whilst out in the field a reality and provide a valuable service. This free breakfast meeting will give an overview of this new and emerging technology and how it can be used effectively in your business. Email ddu@blackburn.gov.uk for more details.



DATES FOR YOUR DIARY

This month - May

May 5th **David Baker - Perrite**
Tendering for Public Works

Future Events

- June 2nd **Martin McKenna Evatt**
A bespoke screenplay highlighting the importance of team work.
- July 7th **Rob Molyneux** - Avalon Health
Keeping fit for business
- Sept 1st **Lee Dickinson**
Green Pass Driving School
- Oct 6th **Carmen Parkinson**
Referral Institute
- Nov 3rd **Brian Wilding - Chordale Wines**
Wine Tasting
- Dec 1st **Members Presentations**



COMMITTEE CONTACTS

committee 2009-2010

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Final thought...

A chicken crossing the road is poultry in motion.