

APRIL 2015 | PRICE WHERE SOLD £4.75

Business NEWS



HAMPSHIRE
chamber of commerce



Social Enterprise

The commercial model that's transforming the way business is done.

Inside



Peter Gunn tells how venues operator *BH Live* is making waves across the South through leisure, events and banqueting.





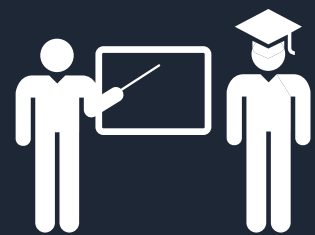
AV & IT TECHNOLOGY DAY

29TH APRIL 2015, 11am-7pm, AFC Bournemouth

HAVE YOU EVER WONDERED...

- What Office 365 can do for your business?
- What does a lampless projector look like?
- How do I move over to Cloud storage?
- What can be produced on a 3D printer?
- What can Digital Signage do for my business?
- What can I do with an interactive screen?
- What does PC-less presentation really mean?
- Can a powerful voting system work for me?

FOR BUSINESS & EDUCATION



20+
VENDORS

IF YOUR ANSWER IS 'YES' COME ALONG AND MEET THE EXPERTS

Register your interest today at www.avtechday.co.uk or call **01202 711623**



Welcome

By **Stewart Dunn**, Chief Executive of Hampshire Chamber of Commerce

Last month saw the unveiling of the last 'budget' from this current administration.

The Budget recognised both short-term electoral horizons and long-term economic needs. The Chancellor's focus on business growth and prosperity received a warm welcome from businesses of all sizes.

Businesses in every corner of Hampshire and for that matter the UK want more sustainable public finances, and they also want governments to take steps to support growth. Once again, it appears that the Chancellor has pulled off a difficult balancing act, maintaining fiscal discipline while ensuring that necessary deficit reduction doesn't undermine the UK's growth prospects.

Lower business taxes, allowances for investment, and targeted support for sectors, regions and small companies all contribute to confidence, investment and job creation.

Meanwhile, the BCC Economic Survey showed that growth continues, but pace slackened in Q1 of 2015.

The BCC's Quarterly Economic Survey is the first major economic indicator of the year, and is closely watched by the Bank of England and the Treasury.

Manufacturing and services firms reported somewhat weaker Q1 results in most areas (including exports, domestic markets and investment), but this followed very strong findings in Q4 2014.

The results are by no means a cause for alarm, but they are a salutary reminder that the UK still faces obstacles on the path to sustainable, long-term growth. Unless support for exports and business investment is placed at the heart of any future government, consumption and government spending will continue to drive an economic recovery that is unbalanced and unsustainable.

Elsewhere this month's magazine features on some interesting articles and offers from our members. It is worth highlighting the new Chamber foreign currency service on page 58 and the Chamber Member Offers on page 59. ■

Contents

Welcome	3
Member News	4
Letters	5
Business Voice	6 - 7
Stay Connected	8
Member News	9 - 10
Advertising	11
Member News	12 - 15
Meet the Expert	16 - 17
International Trade	18 - 21
Advertising	22
Member News	23 - 25
Business Feature: Corporate Hospitality	26
Member News	27 - 31
Business Feature: BH Live	32 - 33
Member News	34 - 36
Business Feature: Technology	37
Network Round Up	38 - 40
Member News	41
Mark The Date	42
Member News	43
Events Spotlight	44 - 45
Member News	46 - 47
News from our Patrons	48 - 49
Education, Skills and Training	50 - 54
Member News	55 - 57
Chamber Services	58
Member Offers	59
Welcome to our New Members	60 - 63



Contacts

Publisher

Denise Barlow

E: denise.barlow@hampshirechamber.co.uk
01329 242424

Production Editor

Lorraine Gourley

E: lorraine.gourley@hampshirechamber.co.uk
023 8020 6150

Advertising Sales

Margaret Race

E: margaret.race@hampshirechamber.co.uk
023 9225 5325



British
Chambers of
Commerce

Members are invited to send in their editorial to:

Southampton Office

Bugle House, 53 Bugle Street,
Southampton SO14 2LF
Lorraine Gourley
E: lorraine.gourley@hampshirechamber.co.uk
T: 023 8020 6150 F: 023 8022 7426

Fareham Office

Wates House, Wallington Hill,
Fareham PO16 7BJ
Cheryl Whitwood
E: cheryl.whitwood@hampshirechamber.co.uk
T: 01329 242420 F: 01329 822090

Basingstoke Office

1st Floor, The Manor House, Lutyens Close,
Chineham Court Business Park,
Basingstoke, Hants, RG24 8AG
David Kemshall
E: david.kemshall@hampshirechamber.co.uk
T: 01256 338633 F: 01256 338632

Subscriptions

To subscribe email our Publisher

E: denise.barlow@hampshirechamber.co.uk

Designed by

The Graphic Design House

T: 023 9233 4971 E: studio@tgdh.co.uk

www.tgdh.co.uk

Printed by

Bishops Printers

T: 023 9233 4900 E: enquiries@bishops.co.uk

www.bishops.co.uk

The opinions expressed in the editorial content of Business News from Hampshire Chamber of Commerce are not necessarily those of the publishers or of Hampshire Chamber of Commerce, neither do they accept responsibility for the accuracy of such content or liability for any legal implications.



Spaceway talks business with ex-dragon Theo

Robert Dyas and Boux Avenue, at an event in Birmingham.

The opportunity came after Spaceway won SBS, an online Twitter competition that's judged by Theo himself. The competition is a way for companies from around the UK to tweet directly to the successful entrepreneur, with just 140 characters to pitch their business.

Spaceway was selected by Theo as one of six winners from over 500 entries as businesses tried to catch the attention of the champion of SMEs.

The event was attended by over 500 businesses, ranging from small owner-managed companies to huge national and international organisations

including DHL and made.com.

Dominic said: "It was fantastic to be able to meet Theo in person and hear what he has to say. I'm delighted that he took a real interest in the business and what we're about.

"The SBS community is a wonderful group of small businesses, and it was inspiring to see so many people like us at the event. We're very proud to be included among the SBS winners and want to show how important local businesses are."

Spaceway has been at the forefront of delivering integrated interior space solutions in both warehouses and offices for nearly 30 years. For more information visit www.spaceway.co.uk.

Hampshire-based space solutions company, **Spaceway**, got up close to a dragon recently when its director was invited to meet Theo Paphitis at an event for Small Business Sunday (SBS) winners.

Dominic O'Brien, director at the Southampton firm, met the ex-dragon, whose businesses include Rymans,

M12 Solutions welcomes new senior marketing executive

Telecoms solutions provider **M12 Solutions** is delighted to announce the appointment of Ruth Seals who joins its marketing team in Whiteley.



Ruth is joining as a marketing executive to help the business present itself and key messages through its next phase of business development. Ruth has previously worked for Captec where she was also involved in marketing for a technical firm.

Andrew says, "We were particularly attracted to Ruth's graphic design experience and her technical capabilities and experience. She is able to translate our quite complex, jargon filled industry into ways easily understandable by our potential business clients, whether via web, video, printed material or electronic communications."

Ruth says, "I am really excited to be joining the team at M12 Solutions. I am certain it is the right move for my career and will be a place where I am challenged to grow and develop professionally"

Corporate law firm comes of age



Successful regional law firm **Graeme Quar & Co** reached a new milestone on March 1 - celebrating 21 years in business.

The firm has built a reputation in the industry for expertise on all aspects of corporate law and for its new Wills, Trusts and Probate service.

The company had humble beginnings when Graeme declared it open for business in Fareham in 1994.

He said: "My ethos has always been to keep looking ahead, focusing on the future, rather than dwell on the past.

"But when the business you started in a converted cowshed with one PA, a typewriter and second-hand-furniture turns 21, it's unavoidable."

He marked the occasion with Robin Newbury, owner of TECKnowledge, who was also starting out in business when he became Graeme Quar & Co's first client.

Graeme said: "It has been a privilege to watch Robin's businesses grow as ours has, and we are proud to have retained him as a client for the past 21 years."



Letters

Hampshire Chamber of Commerce welcomes Members' opinion and responses to previous letters published.

To have your letter published in the Hampshire Chamber of Commerce Business News magazine your letter must contain your name, position and your company together with an

address and telephone number not for publication.

Preference will be given to letters with fewer than 250 words. All letters are subject to editing. Unused letters may be used in later issues but will not be acknowledged.

To submit your letter, please write to the **Editor of Hampshire Chamber of Commerce Business News Magazine c/o Lisa Hall, Hampshire Chamber of Commerce, Ground Floor, Wates**

House, Wallington Hill, Fareham, Hampshire, PO16 7BJ or email: **lisa.hall@hampshirechamber.co.uk**

Please note that all comments and statements expressed in published letters are the views of the Member and not necessarily those of Hampshire Chamber of Commerce.

Hampshire Chamber of Commerce takes every care in publishing letters but cannot accept any liability in respect of such communication.

BCC letter to the parties **focus on the long-term, not tactical headline-chasing**



John Longworth, Director General of the British Chambers of Commerce, sent an open letter to the leaders of the main parties calling on them to focus on long-term growth and strategic vision over tactical headline-chasing. The full text of the letter is below.

“In December, I wrote to you – and the other UK party leaders – with a call from business to act responsibly during the election campaign, and put the UK's long-term success over political tactics and point-scoring.

All the major parties responded with a clear commitment to act in the interests of the economy and

growth. With only a couple of weeks left in this campaign, it is impossible to remain silent in the face of mounting evidence to the contrary.

While there are some encouraging statements and positive ideas in manifestos, on the campaign trail it seems strategic vision and evidence-led policy announcements have been left on the bus. In their place we've had tactical headline-chasing and lazy assumptions; a reliance on populist statements, not economic common sense; and niche policy announcements, rather than a focus on the fundamentals. For example, issues like how the UK earns its way in the world go unaddressed.

Worryingly, the parties are also taking it in turns to propose new interventions in markets. These measures simply serve to side-step regulators and experts, rather than strengthening their hand.

Parties are competing to make ever more strident pledges to freeze taxes and ring-fence spending for the life of the next Parliament, without being able to see very far down the economic road ahead. No well-run business would tie its hands in this way.

And, dishearteningly, we also have policy proposals that, if enacted, would undermine entrepreneurship, aspiration and

business growth. We have heard ideas to raid pension savings, create new levies on companies, and limit the tax relief available for genuine wealth creators and small investors, to name but a few.

Constraining those willing to take the risks needed to grow businesses demonstrates a lack of leadership. It is counter-productive and deeply troubling.

In the final few weeks of the campaign, I urge you to bring the focus back to long-term growth. Businesspeople want to see a clear and unapologetic vision for the UK's future success in an ever more competitive and dangerous world. Our shared prosperity depends on it. 📧

John Longworth
Director General
British Chambers of Commerce



**Send us
your letters**

Help set the business agenda and promote debate. Send your letters to the Editor of Hampshire Chamber of Commerce Business News Magazine. **Details at the top of this page.**



HAMPSHIRE
chamber of commerce

How did they do on the economy?



British
Chambers of
Commerce



In order to help Britain fulfil its true economic potential the British Chambers of Commerce published its **Business plan for Britain** last autumn and since then has been keeping the business agenda firmly in focus by the politicians starting with the political party conferences, through its own BCC Annual Conference attended by senior politicians and business leaders, right up to the May 2015 election.

In March, the Accredited Chamber Network used its collective voice to call for the next government to adopt its Business Plan for Britain.

With the publication in April of the final manifestos for the three main political parties, we saw that all this effort by the British Chambers of Commerce on behalf of business had been rewarded with proposals that included action on several issues of importance to the business community. The British Chambers of Commerce was prompt in analysing and commenting on them.

LABOUR

Commenting on the LABOUR party manifesto and the policies proposed, John Longworth, Director General at the British Chambers of Commerce said:

On corporate takeovers:

"Although corporate takeovers and mergers take place every day, there have been some high profile cases which have raised serious concerns about whether they are in Britain's national interest. Labour is right to propose action to protect the future of some of our most promising firms. Our Business Manifesto calls for an independent public interest test to be introduced to determine whether any deal has long-term economic value for the UK."

On the Business Bank: "We are pleased that Labour has recognised our call to address the long-term structural failure in UK business finance and the importance of delivering a fully functioning business bank. However, only a business bank that is sufficiently capitalised, and has the ability to lend directly to companies that need it, will be effective in helping firms to reach their growth potential. It remains to be seen whether Labour's proposed Business Investment Bank will be sufficiently ambitious to meet this criteria."

On business rates and

corporation tax: "Business rates are an iniquitous tax and a drag on business growth and that is why we called for a freeze on business rates in our Business Manifesto. However, we are concerned that paying for a cut or a freeze in business rates by

reversing the forthcoming reduction in corporation tax, would send mixed messages to the business community. Both business rates and corporation tax have to be contained if we are to create a tax system which helps our most promising companies realise their potential."

On exports and international

trade agreements: "Growing the UK's export sector is essential to rebalancing the economy and putting it on a long-term sustainable footing. We must ensure that we have the best possible support mechanisms for exporters, if we are to compete with the world's best. British businesses strongly support the principle of free trade between the EU and the US. Firms across the UK will cheer a free trade deal that helps them gain new opportunities in US markets. However, there is still a lack of clarity around how TTIP would work in practice, and businesses also need reassurance of the benefits for small and medium businesses, not just multi-nationals."

On apprenticeships: "For some time now the BCC has called for closer links between the education sector and businesses, in order to better prepare young people for the world of work. It is pleasing to see that Labour acknowledges that there needs to be some reform within the education sector to achieve this. We've proposed that schools are measured on their pupils' job destinations and salaries, so that young people have the right skills to succeed at work and businesses have a pipeline of talent. Businesses will also support increased emphasis on quality when it comes to apprenticeship funding, as this will help ensure apprenticeships are delivered to an ever-higher standard."

LIBERAL DEMOCRATS

Commenting on the LIBERAL DEMOCRAT party manifesto and the policies proposed, Dr Adam Marshall, Executive Director of the British Chambers of Commerce said:

"It is good to see that the Liberal Democrats' policy proposals include a commitment to investing in infrastructure, improving access to finance by expanding the Business Bank, and greater support for firms

to grow apprenticeship numbers. Companies also badly want to see the promised 'broad and well considered business rates review' materialise, but continued Liberal Democrat opposition to expansion of airport capacity is short-sighted when the need is so critical.

"Businesses will also be concerned by a number of Lib Dem tax proposals. Restricting entrepreneurs' relief, hiking dividend taxes and slashing annual allowances for Capital Gains Tax, could have a chilling effect on growth. The last thing the UK needs is tax changes that discourage entrepreneurial risk taking by start-up and growth companies."

CONSERVATIVES

Commenting on the Conservative Party manifesto and the policies proposed, Dr Adam Marshall, Executive Director of the British Chambers of Commerce said:

"Companies across the UK will welcome Conservative policy proposals on fiscal discipline, low taxation, infrastructure projects, and support for enterprise and regional growth.

"A majority of the businesses we survey continue to support the Prime Minister's ambition to re-cast Britain's relationship with the EU, and to hold a referendum on the result.

"Raiding pensions savings, even to pay for a business priority like expanded access to childcare, will dismay entrepreneurs, for whom long-term rewards are often more important than short-term pay. Political intervention in regulated markets, such as rail fares, could have negative impacts on investment, as could proposals for new employment regulations around corporate volunteering."

Stewart Dunn, CEO Hampshire Chamber of Commerce congratulates the British Chambers of Commerce for leading an eight month long campaign by accredited Chambers of Commerce across the UK to encourage the next government to meet the expectations of the business community, so that over the next five years Britain can become a more confident, more enterprising, more skilled trading nation. ■

CHAMBER Stay Connected

You're in good company and represented by:



Tony Knight
**Chair Tax Finance
& Legal**

Having lobbied for many years for a complete review of business rates as a tax burden on investment and growth in the UK, which outweighs that experienced in other countries, Hampshire Chamber's Tax Finance & Legal committee members were disappointed that the Chancellor did not announce any concrete measures in his Budget 2015 last month. Last year the committee responded to a national consultation as part of an administrative review of business rates. The government is now planning a wide-ranging review before Budget 2016. ■



Hendry Taylor
**Chair of Andover Area
Committee**

The Andover committee met on 27th February 2015 for our last committee meeting.

We are currently recruiting additional committee members, please contact Hendry Taylor, Chair on Telephone Number: **03330 115116** if you are interested. We will have a representative from Active Staff and the Army Resettlement joining us at our next meeting. Active Staff will be representing the employment sector but will also be representing the Town centre collective run by the town centre manager. ■



Kevin Briscoe
Chair Portsmouth

The Portsmouth Area Committee heard from the leader of Portsmouth City Council on key issues such as the looming skills gap, inward investment for the city and improvements in planning and transport.

The aim is to expand the business base and attract more businesses to the city. The five-10 year plan will see an investment from government and private sector of £2bn and some of the work is already underway. ■



Mark Miller
**Chair Planning
& Transport**

On behalf of its Planning & Transport Committee, Hampshire Chamber has just responded to a government consultation on proposals to speed up negotiations when Section 106 planning obligations are being agreed between developers and local councils, before a planning application is permitted. The committee agreed that in a recovering economy it is very important that progress is not held up by process where planning applications are concerned and that the costs for obtaining a planning permission are kept to a minimum. Hampshire Chamber offered its strong support for the Government's initiative in holding this consultation. ■



Stephen Gates
**Chair of Winchester Area
Committee**

Silver Hill: One the key areas of WAC's recent input for local businesses has been the major new retail development in the Silver Hill area of Winchester.

Winchester District Local Plan

Part 2: Part 1 of the plan has been adopted, with consultation on part 2 now commencing. The Council have to find space for 12,500 houses. The WAC has submitted a formal response and questioned the loss/lack of land for business development and growth.

2015 Strategic Focus: On an annual basis the WAC consider and identify the 4-5 areas on which they wish to focus for the coming year. The areas of focus are in the process of being agreed.

New Committee Member: Emma Barnett, a Director at Adams Hendry Consulting Limited, joined the Area Committee in February.

Events: Events that have taken place recently include:

- Launch of the Winchester Business Excellence Awards.
- Breakfast meeting with Steve Brine, MP for Winchester and Chandler's Ford. ■



Sandeep Sesodia
**Chairman of
Southampton
Business Board**

At our meeting on Tuesday 17th March 2015:

Gary Jeffries of the Solent LEP provided the Southampton Business Board with an update regarding the activity of the Solent LEP at the Southampton Business Board meeting on Tuesday 17th March 2015.

'Future Southampton' and an update regarding the work being done appointing a consultant to write the bid to submit to tender for managing the Business Improvement District (BID) in Southampton.

The Hampshire Chamber Asian

Network including Hampshire Chamber Asian Network Property Event – which was held on Thursday 19th March 2015 at St. Mary's Stadium. The event was attended by over 70 guests and the feedback received reflects a very successful evening. Future events are being considered.

Policy & Representation – Our Planning and Transport Committee have been reviewing and replied back regarding 'Local Plans' received from the Local Authorities. ■



Julie McLatch
**Chair of Basingstoke
Area Committee**

Committee meeting: Following the last Board meeting on 29th January I met separately with committee members, other chairs and also with Mark Baulch to discuss the committee's role and how we can work together to improve its function and effectiveness in the area.

We had a Committee meeting on the 17th March 2015. Our guest speaker was Mark Jones from Ark Cancer Centre Charity. Once completed the Cancer Centre will have a beneficial impact for the whole of Hampshire.

Actions in the Basingstoke area: As Chair I am a member of and have attended the BID Steering Group, Top of Town meetings and the Future Basingstoke summit. We are hopeful that Basingstoke will vote later this year on whether to have a Business Improvement District. ■



Welcome onboard as **property management team expands**

Commercial property consultancy **Hughes Ellard** has expanded its property management team with two new appointments.

Ed Martin, management surveyor and Sara Williams, property manager, bring staff numbers at the firm, a Hampshire Chamber member, to a record 22.

The positions have been created on the back of continued growth at the independent, which has offices in Southampton and Fareham.

Ed, from near Salisbury, has 27 years of commercial property management experience, the last 14 years of which have been based in Southampton. He will be working for private investors of offices, retail, warehouses and industrial estates in the region.

Sara, from Southampton, has nine years' commercial property experience, of which the last three years have been in property management.



SHIP-SHAPE: The expanding property management team at Hughes Ellard, the regional commercial property consultancy. Pictured from left at Ocean Village, where the firm's Southampton office is based, are new appointments Ed Martin (management surveyor) and Sara Williams (property manager), along with secretary Mary Pearson, Tim Poynting (director - property asset management), accountants Laura Withers and Christine Bennett, and Graham Nash (facilities manager). Hughes Ellard, an independent, now employs a record 22 staff.

Tim Poynting, director - property asset management, said of the appointments: "Ed and Sara have been brought in because of their expertise and approach to property management, ensuring we continue to deliver a market-leading service to clients with commercial properties across the South Coast. A number of clients have followed them across.

"We pride ourselves on our service

levels and proactive approach to property management and have seen our management instructions increase three-fold in the last five years.

"With the addition of Ed and Sara, we have ensured we have the right professionals in place to continue our expansion on the back of instructions from property investors and we have a strong pipeline of work as the economy continues to strengthen." ■

THE NEW MINI COOPER D 5-DOOR HATCH. MONTHLY RENTALS FROM £149 (PLUS INITIAL RENTAL*).



The new MINI 5-door Hatch has joined the MINI line-up, delivering the same distinctive styling and go-kart handling as the current MINI Hatch but with the benefit of 5 doors.

MINI customers can benefit from increased legroom plus bags more luggage space, taking it to a generous 278 litres. As well as all this extra space, the new MINI 5-door Hatch sets itself apart from competitors with the wide range of MINI technologies available. Standard specification includes Keyless Go, USB audio interface, Bluetooth® and on-board computer.

To find out more or fix up a test drive*, please visit www.partridgemini.co.uk/fleet or call 02380 689 858.

PARTRIDGE OF HAMPSHIRE
1 Stonecroft Rise, Chestnut Avenue
Chandlers Ford, Eastleigh SO53 3YU

MINI Business Partnership

Official fuel economy figures for the new MINI Cooper D 5-door Hatch: Urban 64.2mpg (4.4l/100km). Extra Urban 88.3mpg (3.2l/100km). Combined 78.5mpg (3.6l/100km). CO₂ emissions 95g/km. Figures may vary depending on driving style and conditions.

Partridge of Hampshire is a credit broker.

Offers available to business users only. *Plus £894 initial rental. Price shown excludes VAT at 20% and is for a 36 month Contract Hire agreement for a MINI Cooper D 5-door Hatch, with a contract mileage of 30,000 miles and excess mileage charge of 6.77p per mile. Applies to new vehicles ordered between 1 January and 30 April 2015 and registered by 30 June 2015 (subject to availability). At the end of your agreement you must return the vehicle. Excess mileage, vehicle condition and other charges may be payable. Available subject to status to UK residents aged 18 or over. Guarantees and indemnities may be required. The amount of VAT you can reclaim depends on your business VAT status. Terms and conditions apply. Offer may be varied, withdrawn or extended at any time. Hire provided by BMW Group Corporate Finance. BMW Group Corporate Finance is a trading style of Alphabet (GB) Limited, Europa House, Bartley Way, Hook, Hampshire RG27 9UF. †Test drive subject to applicant status and availability.

Leading law firm

Trethowans makes key HR hire

Leading Solent law firm **Trethowans** has made a key appointment with the hiring of Deborah Witcomb as Head of HR.



Deborah, who joins from Babcock International and has 20 years' experience as an HR professional, brings with her a wealth of experience specialising in leadership, development and transformation.

Based at the firm's Salisbury office, Deborah will provide both operational and strategic

direction to support the continued growth across the firm which currently employs 145 people and 25 partners.

On her appointment Deborah said: "I am thrilled to be taking on this role at such an exciting time at Trethowans and I am really looking forward to working collaboratively with everyone and helping to deliver the firm's strategic direction."

Welcoming Deborah's appointment managing partner Simon Rhodes commented, "We are delighted to have Deborah on board. Trethowans has ambitious growth plans and we will need the right people in place to ensure we continue to deliver great personal service and quality legal advice. Deborah will be a key player in helping us realise this and taking Trethowans forward."

With offices in Salisbury and Southampton, Trethowans provides a comprehensive range of legal services for people and organisations. ■



**Headley
Insurance
Services
Limited**

**10% saving off
your premiums***



Don't let your business insurance give you a headache let Headley Insurance Services Ltd, take the strain....

Whatever the type of insurance you are looking for, we would welcome the opportunity to meet you and carry out a no obligation review of your insurances. This will ensure that you have the right insurance at the right price that is specific to you and your needs.

Contact us on: 01420 594242

**Or alternatively visit us out on www.headleyinsurance.co.uk
And see the extensive range of insurance products.**

Registered Insurance Brokers. Authorised and regulated by the Financial Conduct Authority.
FSA Reg No. 306701, William Curtis House, Lenten Street, Alton, Hampshire, GU34 1HH.

*subject to underwriting criteria

Local law firm appoints new tax partner

Southampton-based law firm **Clarke Willmott** LLP has welcomed the fourth addition to its Southampton office this year, tax partner Niall Murphy.

Niall joins from Shoosmiths in Southampton and will head up the business tax team.

Kelvin Balmont, partner and head of the Southampton office, says, 'We are delighted to welcome Niall to the firm. He brings with him 25 years of experience in corporate, real estate, employment, share schemes, international tax planning and tax litigation and will be an asset to our growing firm'.

Clarke Willmott LLP is a national law firm with more than 70 partners and employs over 450 staff across its

offices in Southampton, Birmingham, Bristol, London, Manchester, and Taunton.

Clarke Willmott delivers a wide range of legal services for businesses and private clients. Legal services for business include corporate and commercial, employment and HR consultancy, property, planning, construction, dispute resolution, insolvency, and debt recovery. Private client services include wills, tax and probate, family law, elderly care law, Court of Protection law, personal injury and clinical negligence law. ■



HughesEllard

Visit our website to view our full property listings
www.hughesellard.com

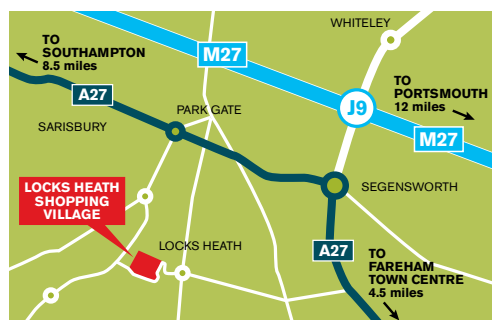
Leading the way across the Solent Corridor



OFFICES/RETAIL

**From 1,023 to 2,094 sq ft
 (95.04 to 194.53 sq m)**

- Ample parking
- Excellent access to M27/A27(J9)



Retail and service providers include:



Office and Retail Units **TO LET**

Centre Way
 Locks Heath
 Southampton
 SO31 6DX

Fareham Office 01329 220033

The Malthouse, Cams Hall Estate, Fareham, Hampshire PO16 8UT

Southampton Office 023 8022 4080

Enterprise House, Ocean Village, Southampton SO14 3BX



Offices

Harnish Patel
hpatel@hughesellard.com
 01329 222837



Retail

Filipe Martins
fmartins@hughesellard.com
 01329 222836

Hampshire's first Garden Destination Centre

Hambrooks of Titchfield has launched Hampshire's first Garden Destination Centre and it is the founder and Managing Director Norman Hambrooks' brainchild after 45 years in the landscaping business.

In 1970, it was a neglected and derelict site and now it has sixteen outdoor and indoor showcase gardens, where features from outdoor kitchens to Gothic arches inspire customers with ideas for their own gardens.

Norman said, "With 45 years in the business there isn't much we don't know about gardens and this centre is not only about ideas and inspiration for customers but also expertise and knowledge which is something you can't buy over the counter and this is our unique selling point."

The centre only sells products and services that are connected to gardens and so differentiates itself from traditional garden centres where gifts, books and cards generally form a large part of the business.

Apart from a wide range of plants, hard landscaping goods and bespoke garden accessories, it has a Design Studio and Café Bar so that the visitor can relax while discussing their garden with a horticultural specialist or a garden designer.



He adds, "It brings together the best in everything that anyone could possibly want to create a garden. It is Hampshire's very own mini 'Chelsea' where the visitor can drop in all year round and not just in May."

Norman Hambrook, Managing Director, Hambrooks, Curdridge, Hampshire **01489 779998**

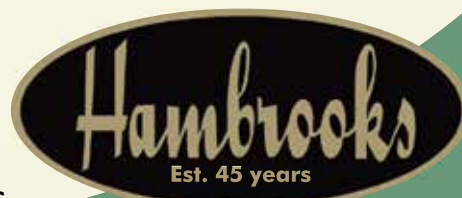
Commercial Landscaping & Grounds Maintenance

- Hampshire County Council approved
- DBS (CRB) vetted workforce
- Fully compliant Health & Safety
- Fully trained & professional staff
- Over 40 years experience



Make First Impressions Count

- Robust Management Systems
- Meticulous Planning
- Strict control of Budgets
- Hassle free - leave it to us
- Flexible Maintenance Schedules



Experts in your Garden

We also supply Local Authorities, Hospitals, Schools, Leisure Industry, Commercial & Residential Companies with landscaping goods from our Trade Yard & Nursery in Curdridge

Extensive Range of High Quality Products at Competitive Prices

01489 779998

www.hambrooks.co.uk

info@hambrooks.co.uk



Airshow redevelopment plans set to take off following **€20m government investment**



An artist's impression of the new Hall 1/1A

A brand new exhibition hall that will take the **Farnborough International Airshow** into a new era is set to be built following the announcement of funding from the government.

Award-winning planning consultancy Terence O'Rourke gained planning permission in November 2014 for a new 227,066 sq ft exhibition hall on behalf of Farnborough International Limited (FIL), which runs the world famous Farnborough International Airshow.

The new Hall 1/1A permanent building will contain exhibition and conferencing space. The bold design of the building, with its angled roofline and extensive glazing facing

the airfield is intended to link to the pivotal gateway site location, as well as to symbolise engineering excellence.

A contractor is expected to be appointed in the coming months and construction is planned to start in autumn next year. The building is expected to be completed in time for the July 2018 Farnborough Airshow.

Ann Bartaby, Director at Terence O'Rourke, said: "It is incredibly exciting that we are now at

'project take off' and able to help Farnborough International bring these plans to life."

FIL Chief Operating Officer, Grahame Jones, added: "We are delighted that we are now able to move forward with the next phase of our development of the show site. Terence O'Rourke have been instrumental in taking our vision forward and we look forward to working with them as we take the project through to construction." ■

Get on Board with Lucketts Travel: Your complete transport solution.

For your business needs:

- Luxury coaches for corporate travel.
- Staff transportation schemes.
- Short and long term contract hire.
- Bespoke private hire packages – create your own itinerary or let us do it for you!



- ✓ A dedicated account manager to assist you with your bookings.
- ✓ Your choice of pick up times and locations.
- ✓ Fully air-conditioned Touring and Executive coaches with W.C, TV, video DVD and CD Players.
- ✓ 24 hour operation support.
- ✓ Members of the Guild of British Coach Operators and CoachMarque accredited.



Call Brian today on **01329 248484** to discuss your transport requirements or email brian.langford@lucketts.co.uk

Lucketts
T R A V E L

01329 823755 | www.lucketts.co.uk

Rainbow

Life Chances

The **Bluestar Bus Company** have chosen Rainbow as their charity for 2015! In addition they are taking a placement as a pre-apprentice bus engineer.

We have received a fantastic donation from Old Mutual Wealth (previously Skandia)! OMW are supporting Rainbow as one of their chosen charities.

Just before Christmas Balfour Beatty took on a new placement as a highways operative.

Southampton City Council have facilitated a number of new opportunities and we are currently recruiting to these...more news next bulletin!

18 young people have now been employed through Rainbow Life Chances.

Ten young people have completed their 12 month employment contract and of these, nine have successfully moved on to independent employment/apprenticeships/traineeships.

We are always looking for more host businesses to partner with us on this innovative scheme, helping vulnerable and disadvantaged local young people to secure employment and improve their life chances.

To get involved, please contact Graeme Kemp on **02380 223525**.



Savills secures sale of prime Southampton retail asset

International real estate advisor **Savills**, on behalf of VALAD Europe, has sold Totton Retail Park in Southampton to LondonMetric Property Plc for £8.87 million, reflecting a net initial yield of 5.87%.

The investment comprises four retail warehouses totalling 34,458 sq ft (3,201 sq m) and 135 car parking spaces. The units are let to Lidl, Poundstretcher, Argos and Jollyes for a combined rental income of £551,241 per annum, with an average unexpired lease term of nine years.

James Gulliford, joint head of UK investment at Savills, comments: "Totton Park is an attractive income producing asset close to Southampton city centre and generated significant market interest. We are pleased with the strong sale price achieved for VALAD Europe."



**Quote HCC10 to
Receive a 20%
Discount**

We'd like to keep you out of HR hot water...

- **Employment Contracts**
- **Essential HR policies and procedures**
- **Hands-on assistance with redundancy, discipline, grievance, absence and performance**
- **Fully outsourced HR services or simple and straightforward advice as and when you need it**

Call us on 02380 517088
info@hrsolutions4business.com
www.hrsolutions4business.com

Risky business?

Many businesses don't need full time HR employees, but they do need specialist advice.

Employers commonly fall foul of the legislation on unfair dismissal, holiday pay, flexible working requests and the working time directive.

In some cases it's a genuine error on the part of employers.

Employment law changes all the time and can be complex, so it's important to understand how it affects your business.

Choosing the right HR consultant as a partner will mean you have access to the information you need in easy-to-understand language, saving time and money and avoiding the cost of a fixed overhead.

Regardless of the size of your business, HR Solutions 4 Business tailor their service to suit your specific needs.

Visit our web site or call us to take advantage a free insight meeting and take the first steps to an invaluable partnership.

02380 517088 - 07818 410277
info@hrsolutions4business.com
www.hrsolutions4business.com





Air conditioning refurbishment at the Coca-Cola London Eye

At 135m, the Coca-Cola London Eye is the world's largest cantilevered observation wheel. The 32 ovoidal capsules offer visitors a panoramic view of London, and the attraction is open for visitors all year round, in all weather. Working alongside the Sweett Group, temperature control specialist **Dunham-Bush Ltd** has recently upgraded the capsules with a temperature control solution to ensure visitors can enjoy views across London no matter the weather.

Mike Holding, Managing Director of Dunham-Bush Ltd, explains: "Each eight metre capsule fitted to the London Eye needs specific environment-control requirements depending on time of day, number of passengers and prevailing weather conditions as the London Eye rotates. The ride is around 30 minutes which means comfortable conditions within the capsule need to be achieved as quickly as possible and then maintained for the remainder of the ride."

"Extremes of temperature and humidity must be managed, from the environments that crowds of visitors on hot sunny days create, to visitors with wet coats on rainy days. Not only do passengers need to be comfortable on their journey, but the glass in each capsule must remain free from condensation to ensure a clear view of the capital."

Dunham-Bush Ltd designed and manufactured a climate control system to be installed into each of the 32 capsules. This new system was developed to improve comfort and prevent condensation through temperature and humidity control, and fresh air introduction.

All the capsules have now been upgraded and have been proven over at least one full season with excellent results.

To find out more about Dunham-Bush and the work it does, visit **www.dunham-bush.com** or call the Hampshire-based head office on **02392 477 700**.

Neil Sperring joins Datanet as Technical Director



Neil brings with him a wealth of knowledge in connectivity and cloud based technologies. His particular areas of interest and experience include VMware, the entire Microsoft stack both on-premise and hosted in the cloud along with traditional and cloud based networking with vendors such as Cisco Meraki and Juniper.

Neil prides himself on demystifying technology and allowing businesses to become more efficient through its use. Datanet are delighted to have Neil on board and are looking forward to benefiting from his insight both in the technical and commercial arenas.

"Neil's ability to understand the full scope and breadth of connectivity and cloud solutions both from a technical and commercial perspective will make him a real asset to Datanet and I wish him every success in his new role" says Datanet MD Conleth McCallan.

Datanet.co.uk – helping UK business transition from on-premise into the cloud. ■



NIGEL BROOKS™
CHARTERED PATENT AGENT

Your friendly, local practice with over 25 years experience, offering a wide range of patent services based on engineering science, including:

- Preparing and filing Patent, Trade Mark & Registered Design applications
- EPO oppositions & appeals
- Intellectual Property due diligence
- Patent, Trade Mark & Registered Design searches and opinions
- Design Right & Copyright advice
- IP enforcement & litigation
- IP licensing

www.nbp.at.co.uk

T: 01730 823647 E: office@nbp.at.co.uk

Nigel Brooks Chartered Patent Agent
Hill Hampton East Meon Petersfield Hampshire GU32 1QN



Meet the expert

Adrian Williams
Amity Travel Management

My father became a travel agent after WW2. He went on to found Williams World Travel (1964) and then Amity World Travel in 1971. As a small boy he used to take me to watch the trains at Fratton and the planes at Portsmouth airport. Travel is in my blood.

Inevitably (well, it seemed to me!) I eventually joined the family firm and, 33 years later, still can't think of a more stimulating industry to work in.

My co-director Paul Gardner (34 years at Amity Travel) and I are totally immersed in the day-to-day activity of the company and we're proud to have built it from a local high street travel agency to be ranked within the 2014/5 Buying Business Travel magazine "Leading 50" TMCs in the UK.

Corporate travel is a fascinatingly diverse marketplace. Billions of dollars are invested globally to digitise the sale and reporting of travel tickets and accommodation. And yet for the end-users, the heroic business travellers, each trip is a unique, and often tough experience defined by a myriad of variables from the traffic on the way to the

airport, to the seat number on the flight, to the unexpected room-upgrade on arrival at the destination hotel. For them it's personal!

Amity Travel has just moved into new offices at Segensworth from where we provide a contract-free, one-stop, 24/7 travel management service to organisations of every shape and size across the region.

We all work hard to achieve best value for every pound our clients spend on travel. At Account Management level this can be through travel policy design/compliance, consultative M.I. analysis, and provision of online tools to assist compliance with duty of care requirements.

All the while our consultants use their amazing wealth of industry expertise, along with access to millions of "special" fares and hotel/car rental rates to drive immediate savings by micromanaging every single trip booking.

We enjoy a wealth of long-term personal business relationships with both travel bookers and travellers, built on mutual trust and respect, and that's what makes the job so satisfying.

Our new office also features a rather splendid "private client" travel lounge. Why not drop in for a coffee and discuss the plans for your next trip with our dedicated holiday experts?

If you'd like a helping hand with your company travel just give me a call or drop me a line – it's my favourite subject.

Telephone: 01489 589958

Email: adrian.williams@amitytravel.co.uk

Website: www.amitytravel.co.uk

Amity Travel
Management

**ALL BUSINESS
TRAVELLERS ARE HEROES.
OUR MISSION IS TO
SUPPORT THEM AND THEIR
BUSINESSES EXPERTLY,
ENTHUSIASTICALLY AND
WITHOUT FUSS**



HAMPSHIRE
chamber of commerce

Russian Trade Clinics - Basingstoke

For further information please contact
Wendy Brown via e-mail on
wendy.brown@hampshirechamber.co.uk



UK Trade & Investment

UK Trade & Investment South East

Overseas Market Visits

For further information please contact
Samantha Davies via e-mail on
samantha.davies@uktisoutheast.com



Middle East Association

MEA trade missions offer a cost-effective and hassle-free way of visiting the countries of the region, providing unparalleled opportunities to explore market potential, gain access to key decision makers and establish relationships with potential business partners.

See more at
<http://the-mea.co.uk/missions>

Member Profile



Your international source for every electrical requirement, both onshore and offshore.

Strategically partnering the world's leading manufacturers, the **R&M** Exports division is dedicated to supporting the electrical requirements of marine, onshore, offshore, industrial and petrochemical applications. In leveraging our buying power and unparalleled experience in UK and international business, we guarantee the delivery of cost effective and service driven results that exceed our customers' expectations. R&M can offer you the following value added services: reduce your number of vendors and associated running costs of materials procurement by putting all of your electrical needs under one umbrella and competitive pricing supported by R&M's significant buying power and implementing materials standardisation. We supply products covering numerous international standards. We boast in house services such as hazardous area junction box and control station assembly, lighting design and a specialist cables division. In materials management and consolidation, we utilise our wealth of knowledge in producing bespoke and client driven solutions.

Our franchises include: CEAG, Chalmit, Weidmuller, Victor, ATX, Eaton, Cooper, Hawke, Peppers, CMP, Stahl, Prysmian, Nexans, CCI, Draka, Orga, Vantrunk, Unistrut, Raychem, Leoni Kerpen, BTC Iberica, Schneider, Siemens, Areva, MEDC, Roxtec, HTS and many more. Contact us at exports@rm-electrical.com and www.rm-electrical.com

You're in good company:



CareFusion

CareFusion has been working with Hampshire Chamber of Commerce for many years. We have found the service offered by the Basingstoke office as exceptional.

The team are always happy to help and are able to approve our documentation the same day, which enable our orders to be shipped in a timely manner. We look forward to working with Hampshire Chamber of Commerce for many years to come.





Ever thought about **Romania?**

In March 2013 the Dolj region of **Romania** signed an Accord with Hampshire County Council. Following this initiative Hampshire Chamber joined forces with Calin Huma, CEO of BRIDGE, to maximise the business opportunities arising from this link. We now have links with 41 Romania Chambers of Commerce.

Advantages of doing business in Romania:

- Romania has access to billions of Euro to be invested in the regions from the EU funds
- Availability of public authorities to develop public-private partnerships and to support the business environment
- The existence of free production capacities which can be revamped
- The existence of qualified personnel, adaptable to new technologies
- The existence of a diversified sector of small and medium enterprises willing to engage in partnerships
- Large multinational companies such as Ford or Honeywell which will bring along other investments and the setting up of supply chain factories
- An investment market as yet unsaturated
- Business support infrastructure available
- Highly skilled workers at competitive rates

BRIDGE

BRIDGE is a trading platform opening up opportunities for trading with Romanian businesses, information on proposed local authority projects and access to potential bidding partners. Registration on BRIDGE is free to Hampshire Chamber members – do go in and check and update your record and preferences at www.bridge2romania.com.

Date for your diary

21st May Mercure Wessex Hotel, Winchester

Visit by the British and Romanian ambassadors and a delegation of business people from Romania. Event is free to attend for those interested in exploring opportunities.

Who to contact?

To find out more please contact either Maureen Frost at Hampshire Chamber of Commerce, 01329 242420, email maureen.frost@hampshirechamber.co.uk or Calin Huma at BRIDGE email calin@bridge2romania.com



Training

April

22nd Import Procedures

This one-day course covers Customs Clearance Procedures, Tariff Classification/Import Declarations – C88/E2, Duty/VAT Calculations/CFSP Procedures, Customs Warehousing/RGR/AEO Status, Inward/Outward Processing Relief – IPR/OPR, Preferential Trading Agreements – EUR/GSP, Customs Valuation/End Use Relief/PCC

29th INCOTERMS – Half Day Workshop

This course is for companies who export and import goods for both EU and non-EU markets and is designed for Sales, Shipping, Accounts, Purchasing/Buyers, Freight Forwarders and Goods in/out Personnel. The seminar will provide an update of the new revisions and highlight the main changes and the impact on the export/import trade.

May

13th & 14th Export Starter

This two-day course outlines the four key areas of export practice - terminology, documentation, customs and payments.

June

23rd Export Documentation

This one day course is designed to give you formal training on documents you need to complete on a daily basis including EUR1/A.TR and Certificates of Origin.

For further information

Please visit www.hampshirechamber.co.uk/skills_training



HAMPSHIRE
chamber of commerce



Chamber of Commerce highlights support available to companies

as they grow across worldwide markets

International Trade continues to be a very important aspect of the work which the Hampshire Chamber of Commerce carries out. Over the course of this year, we will be running several export-focussed events and we are also hosting a trade mission from Romania during the upcoming **Export Week**.



This is a UK Trade & Investment initiative and they will be holding their 7th Export Week during the week of 18th – 22nd May. Across the week there will be a varied series of events all over the UK, aimed at businesses either just starting their export journey or looking to increase their international business. Previous Export Weeks have

seen over 17,000 companies in the UK attend exporting focused events.

On average, companies earn £100K in additional sales within 18 months of working with UKTI. This latest focus follows a year-long collaboration between British Chambers of Commerce and UK Trade & Investment, which has seen 41 countries with high growth and emerging economies increasing the services that they offer to exports.

The International UK Business network that has grown from that project is now helping to support many more businesses both here in the UK and further afield.

For more details on Export Week, please see <http://www.exportweek.ukti.gov.uk/full/>

For more information on the International UK business network, refer to <http://exportbritain.org.uk/>

For assistance and advice on International Trade, please contact exportbritain@hampshirechamber.co.uk



Winchester Motor Company identified in London Stock Exchange's 1000 Companies to inspire Britain

ADVERTISEMENT



Family owned since 1965 Winchester Motor Company has more reason than most to celebrate this year. A little simple maths will calculate that 2015 makes 50 years in business, a landmark for any company. An association with VW also stretches back

50 years, making the decision to take on Skoda in 2003 and drop the VW sales franchise a brave one, but 12 years later Isuzu, Great Wall and DFSK Professional Vans with two other locations in Aldershot are now also part of the Group. Plus, they have now been

recognised as one of London Stock Exchange's 1000 Companies to inspire Britain, which celebrates the fastest growing small and medium sized businesses. Mark Mills-Goodlet, Managing Director said: "The Skoda brand always promised huge potential but

it turned out better than ever" "Quite simply Skoda offers VW/Audi quality without the price tag, making it a great buy for both retail and business customers" added Mark. The dealership has also undergone a total refit this year.

SIMPLY CLEVER

ŠKODA



The vRS - A Good Business Decision...



ŠKODA OCTAVIA vRS from £224 Per Month*



61.4 MPG
(combined)



Only 119g/km
CO2 emissions



P11D Price
£24,310



ONLY £672
Initial Rental

- Start/Stop system
- Bluetooth
- LED rear lights
- Rear parking sensors
- 18" Anthracite alloys
- Digital DAB radio
- Bi-Xenon headlights
- USB connection
- Three spoke MFSW

ANDREW EVANS IS OUR BUSINESS SPECIALIST - 07584 424517



Winchester Motor Company

43 St Cross Road, Winchester SO23 9PU



01962 670256



Follow us on Facebook & Twitter



winchestermotorgroup.co.uk

*Business users only. Based upon a non-maintained contract hire plan at 10,000 miles per annum, with three initial rentals, followed by 35 monthly rentals. VAT to be added at the current rate. Terms and conditions apply. Further charges may be made when the vehicle is returned. Indemnities may be required. Subject to status. Available subject to availability on vehicles ordered by 30th June 2015. SKODA Finance, Freeport SKODA Finance. Offer may be withdrawn or amended without notice.

Also at: Garland Motors, Blackwater Way, Aldershot GU12 4DN





The new
BMW 1 Series

Partridge of
Hampshire



The Ultimate
Driving Machine

TOP BMW MODELS MAKE FLEET CHOICE EASIER.

TRAVEL BUSINESS WITH AN ECONOMY FARE WITH PARTRIDGE OF HAMPSHIRE.

The BMW family now comprises eight distinctive ranges and hundreds of model variations, which is great news for customer choice, but not so good for managers trying to decide which models are best for their fleets. We have therefore compiled a list of the most popular BMW models within corporate fleets to help you choose the right models for yours.

For more information on how Partridge of Hampshire can benefit your business, call us on 02380 689858 or visit www.partridgebmw.co.uk.

Partridge of Hampshire

1 Stoneycroft Rise, Chestnut Avenue, Chandlers Ford,
Eastleigh, Hampshire SO53 3YU

Official fuel economy figures for the new BMW 1 Series Sports Hatch Range: Urban 25.9-72.4mpg (10.9-3.9l/100km). Extra Urban 44.1-91.1mpg (6.4-3.1l/100km). Combined 35.3-83.1mpg (8.0-3.4l/100km). CO₂ emissions 188-89g/km. Figures may vary depending on driving style and conditions.



BMW i





The Ultimate
Driving Machine

BECOME ELECTRIC WITH BMW i3.

With sustainability at the core of everything that BMW i represents, the BMW i3 is designed purely around electric power. The BMW i3 with Range Extender provides up to 186 miles on one charge.

For more information on how BMW i can benefit your business, call Partridge of Hampshire on 023 8068 9858 or visit www.partridgebmw.co.uk/corporate.

Official fuel economy figures for the BMW i3: mpg N/A, CO₂ emissions 0 g/km, nominal power output (electric motor) 75/102 kW/hp at 4,800 rpm; peak power output (electric motor) 125/170 kW/hp, total average energy consumption per 62 miles/100 km (combined cycle) 12.9 kWh. Total range: 118 miles (combined cycle). Customer orientated range: up to 100 miles. Official fuel economy figures for the BMW i3 with Range Extender: 470.8 mpg (0.06l/100km), CO₂ emissions 13 g/km, total average energy consumption per 62 miles/100 km (weighted combined cycle) 11.5 kWh. Range without use of Range Extender: 106 miles (weighted combined cycle). Customer orientated total range: up to 186 miles. Customer orientated range without use of Range Extender: up to 93 miles.

BMW Business Partnership

Expanding Deep South Media recruits further journalist

Communications agency **Deep South Media** has recruited a further journalist to support clients in Hampshire and across the South.

Cliff Moore, former head of production at regional newspaper group Newsquest, has joined the media company as an account director.

Cliff's appointment brings the number of professionally qualified journalists working in the firm's public relations division to eight. They include three former business editors.

In his new role, Cliff will be providing press office, communications and public relations support as well as developing new business.

He will also assist Deep South



EXPANDING: Cliff Moore (front, seated), the latest professionally qualified journalist to join Deep South Media with members of the DSM team including joint managing directors Andrew Diprose (left) and Ron Wain (fourth right).

Media's design and publishing arm, working closely with design director Kay Sinclair.

Joint managing director Ron Wain said: "With his depth of skills and experience, Cliff will be a great asset as we continue to expand regionally and nationally."

Other members of the PR team include joint managing director Andrew Diprose, senior account director Scott Sinclair and account directors Ed Baker, Rachel Read, James Tourgout and Debbie Granville.

Cliff said: "Deep South Media has forged an excellent reputation over the past decade and I look forward to playing my part as it continues to deliver success for its clients."

Cliff previously led a team of 26 staff as head of multimedia production at Newsquest's Weymouth centre, responsible for the Dorset Echo, Bournemouth Echo and Brighton Argus.

Launched in 2005, Deep South Media's PR arm has 45 retained clients across a range of sectors. ■

Southampton Airport and VLM Airlines announce new daily service to Antwerp and Hamburg

Southampton Airport and Belgian operator VLM Airlines will be launching daily scheduled flights each weekday between Southampton, Antwerp and Hamburg from Thursday April 23.

VLM Airlines joins the airport at a time of growth, with Southampton Airport reporting passenger numbers as 21% up in February 2015 versus 2014.

Flights between Southampton and Hamburg will be linked via a stopover in Antwerp. The Belgian city is home to the second largest port in Europe and is known as a 'petrochemical hub', with several multinational companies investing more into their sites there. The city also appeals to tourists, with its reputation as the diamond capital of the world. Travellers can also benefit from the city's excellent public transportation systems and can journey to the centre of Brussels in less than an hour.

Hamburg, the second largest city

in Germany, is another of Europe's busiest international ports, with a 2014 throughput of 145.7 million tonnes. Appealing to both business and leisure travellers, Hamburg is a major industrial and media centre, with local employers including Airbus, Blohm + Voss and Der Spiegel.

Dave Lees, Managing Director of Southampton Airport, said: "We are delighted to welcome VLM and the new route to Antwerp and Hamburg. We're continuously working to expand the airport's route network to give our loyal passengers a great choice of destinations, and Antwerp and Hamburg make perfect additions to our programme. This will link three major ports in northern Europe and will be attractive to the marine and

energy industry in this region, as well as leisure passengers."

Business leaders have warmly welcomed the addition to Southampton Airport's offering. Stewart Dunn, Chief Executive of Hampshire Chamber of Commerce, said: "The new route will act as a key access to European markets for business, providing valuable connections to Antwerp, Hamburg and the Port of Rotterdam, with links to key sectors of the marine and petrochemical industries."

For more information about Antwerp and Hamburg and to book flights, please visit www.southamptonairport.com/destinations or www.flyvlm.com. ■

Escape to the New Forest

Covering 90,000 acres, the beautiful **New Forest National Park** is widely known for its stunning scenery and of course its animals that wander freely around it.

New Forest Hotels have four venues situated across the forest, all with their own personality (with main road links nearby). Each hotel has a number of conference packages which include award winning dining, fully equipped meeting rooms and large garden spaces for team-building.

There is a wide range of team-building activities on offer; indulge yourself with chocolate making or try your hand with drums in the Drumming Workshop. If you are feeling slightly more adventurous, become the next Sherlock Holmes and catch the killer in Murder Mystery. Alternatively make the most of the great outdoors with both archery and duck herding available.

With residential conference rates from just £110.00+vat, make the most of the great facilities and make your 2015 conference a memorable one!

For more information, please email our friendly team at conferences@newforesthoteles.co.uk 📧



Basepoint makes two board appointments as part of growth plans

As part of its growth agenda, **Basepoint Centres Ltd** has appointed two executive directors to the board - Caroline Kendall as operations director and Petra Morris as finance director.

Caroline is previously one of Basepoint's regional managers and brings a wealth of experience having been with Basepoint since 2002, firstly as an assistant manager at Southampton, before being promoted to centre manager in 2003 and regional manager in 2012. Caroline will be responsible for leading the team of regional and centre managers at Basepoint's owned centres, with the objective of achieving the operational and financial targets set by the board.

Petra began with Basepoint as a book keeper in 2007 and worked her way up to financial controller, having completed her accountancy exams whilst at Basepoint. As finance director, she will be responsible for ensuring Basepoint's finance function is organised and efficient, and produces accurate and timely financial and management information.

Basepoint's Chairman, Denis Taylor, comments: "The UK has recently recorded its highest level of new business startups over a 12 month period, further evidence that the economy is growing and business confidence is returning, which will, this year, see Basepoint deliver its best ever performance. Although we've grown from 19 to 30 centres since the start of the recession in 2008, we now feel the economic climate is right for us to deliver more substantial growth by investing in new Basepoint centres (whether that's purchasing existing centres, building or securing management contracts) and investing in new products and service offerings. Our target for owned or managed centres is an additional 22 by 2022 which effectively doubles the growth achieved over the last seven years. These appointments, made from the talent within our business, will help us to deliver our goals - not only to grow the business, but ultimately, to be the first choice for SMEs."

For further information on Basepoint, please visit www.basepoint.co.uk 📧



What's the outlook for businesses in the South in 2015?

UK's top **fund managers** lift the lid on what businesses can expect over the coming year.

In a recent report, the UK's top fund managers have raised concerns that the forthcoming General Election, coupled with economic uncertainty in both the Eurozone and in China, could cause a continued volatile market in 2015.

The Quoted Companies Alliance (QCA) and Baker Tilly Small and Mid-Cap Investors Survey 2015 interviewed some of the UK's leading small and mid-cap institutional fund managers about their outlook for businesses over the coming year.

As well as the General Election in May, the fund managers raised concerns as to where cash inflows would come from in 2015 in order

for mid-cap quoted companies to continue to grow. Most of them expected that there would be a decline of companies seeking to IPO this year, and that this was largely due to macroeconomic and political uncertainty.

The fund managers were also concerned that many investors - particularly those managing large cap funds - were becoming increasingly risk averse as a result of the attitude and action of regulators. Many felt that investors were being discouraged from investing in small and mid-cap companies due to the perception that they were 'risky' investments, and that this could see some investors exit the



small and mid-cap space altogether, making funding and liquidity even harder to gain in 2015.

However despite these concerns, the managers said they expected small and mid-cap companies to perform well in 2015, with some forecasting that small companies would see real improvements in corporate valuations. Many of the fund managers also said that the quality of IPOs had improved recently, partly because the pricing has become more realistic, and that they believed that businesses that could generate value through positive cash flows would continue to attract investment in 2015. ■

Tony Curtis joins university to strengthen business links

Former Basingstoke and Deane Chief Executive Tony Curtis has been appointed Professor of Management at the **University of Winchester** with a remit to enhance links with the business community.

Tony has been asked to use his 40 years' experience in local government to work more closely with the Chamber, the LEPs and firms throughout the south of England to develop relationships with the University's Winchester Business School.

"The Winchester Business School is a gem, but it is partly hidden," commented Tony Curtis. "I'm delighted to have been offered the role of improving the awareness of the Business School, and I'm looking forward to demonstrating what it has to offer."

Since being appointed to his

new role, Tony has been working on a number of new initiatives and ideas for improving the Winchester Business School's identity throughout the south, to enable it to better promote its bespoke courses and its MBA. Tony has been developing relationships between the Business School and Hampshire Chamber of Commerce, including plans for an event for Chamber members.

In addition to this, Tony is keen to speak to businesses directly: "The business school is a fantastic facility here in the heart of Hampshire and our courses can help businesses of all sizes develop their employees' skills

and qualifications."

"We run a wide range of courses for developing employees, managers and leaders. It is important that businesses know what is on offer here.

"But we also want to hear from businesses too so that we can tailor our courses and services that we provide so they are fulfilling the needs of the business community."

For more details on the work of the Winchester Business School or to enquire about bespoke courses please contact Tony by emailing **Tony.Curtis@winchester.ac.uk**. ■



University of Winchester

The **University of Winchester** is split across two campuses, both within close proximity to Winchester city centre.

The King Alfred Campus (or Main Campus) is located on Sparkford Road and offers fantastic modern conference facilities, all with state of the art AV. The Main Building, in the centre of the campus, dates back to the 1860's whilst our modern and environmentally friendly St Alphege and St Edburga buildings were recently refurbished to provide a range of modern teaching rooms. The campus provides a wide range of facilities including the Stripe Building, our award winning University Centre, IT suites, exhibition space as well as ensuite accommodation and sports facilities.

The West Downs Campus, also known as The Winchester Business School, was originally an 18th Century boys boarding school. The building was refurbished in 2001 to become a light and modern conference centre whilst maintaining much of its original Victorian charm. The Grade II listed building has grown into a busy and versatile conference centre, offering delegates flexible conference and dining space conveniently located under one roof, with accommodation options available nearby. ■



The University of Winchester

The perfect conference solution in Hampshire

- Less than one hour from London
- Over 70 fully-equipped meeting and lecture rooms seating 10-300
- 1500 Bedrooms
- Free range, organic and locally sourced menus

Email: conferences@winchester.ac.uk

Telephone: 01962 827322

Web: winchester.ac.uk/conferences



Workplace ergonomics

MiniTec workstation features height-adjustable assembly table and material storage shelves.

Full use has been made of MiniTec's modular aluminium profile system for a technical product assembly workstation where the customer requirements included an individual height-adjustable assembly bench and material provisioning shelves. This ergonomic solution allows assembly technicians to set-up their most productive working environment by maintaining a neutral standing or sitting working posture - with the aid of electric actuators and a simple control console that includes a multiple memory function to store and recall their preferred table and shelf heights. The assembly workstation, part of an interlinked production cell that includes a MiniTec conveyor and a Kanban rack for parts delivery, demonstrates the flexibility and adaptability of the MiniTec aluminium profile system range. The complete assembly was designed and built by MiniTec. The custom-designed workstation provides shelf and bench height adjustment of 700 mm to suit sitting or standing positions, whilst a load capacity of 5000 N and a lifting speed of 13 mm/sec ensures rapid and safe traversing. For more information please visit us at www.minitec.co.uk or call us on 01256 365605. ■



Signs, the missing piece of your marketing strategy

The big challenge for any business is getting customers through the door, looking at your website - spending money with you. We all spend lots of time, energy and money on making our websites look good - but what about our physical presence?

Signage is an excellent tool for getting potential customers to check out your products and services. They have been thinking about having their chimneys swept for ages, they see your van around their home, they google you. People want a weekend destination and they have been driving past your enticing shop front all week? They will call in.

For lots of inspiration about how signs could be working for your business from business cards to vehicle graphics, exhibition displays to shop fronts have a look at our website www.mintsignt.co.uk or ring our friendly team on 01962 927144. We also welcome personal callers to our Hampshire workshop. ■



Meachers Global Logistics land three-year contract with Nexeo Solutions

Meachers Global Logistics has signed a three-year supply chain management contract with Nexeo Solutions, a global leader in chemicals and plastics distribution.

Southampton based Meachers will arrange the inbound sea freight of polypropylene granules from the US to the UK on behalf of Nexeo. The goods will then be moved to Meachers warehousing facility in Nursling to be de-vanned and loaded into bulk tankers for onward delivery to Hamble-le Rice, where they will be used to manufacture contact lenses.

In order to facilitate the contract Meachers has made significant capital investment in new infrastructure at its Nursling facility. This includes the specially developed hopper that has been designed to load a bulk tanker with the polypropylene granules.

Commenting on the deal, Meachers Global Logistics Commercial Director, Gary Whittle said: "We're thrilled to be working with Nexeo. Being situated near the Solent means we can provide fast collection and distribution making the supply chain much more efficient for the end party. We have worked closely with the organisation in order to develop a solution to their specialist transport and shipping requirements, which has included investment in bespoke designed equipment."

Steve Bright, Commercial Manager at Nexeo added: "Meachers Global Logistics' flexible approach and supply chain expertise were the key drivers behind our decision to award the contract. The company has a broad range of capabilities and we look forward to working together and continuing to grow the business relationship." ■



Menzies

appoints HR director

Accountancy and business advisory firm **Menzies** has appointed Heather Garrett as its new HR director. She will be responsible for leading the HR function, and developing and delivering Menzies' people strategy.

Heather joins Menzies from Legal & General where she worked as HR director. As well as operational HR experience, she has extensive expertise in talent development, strategic HR and change management, and she is also a qualified executive coach. She previously held senior HR roles across a wide range of blue chip organisations including Accenture, Nokia and Sun Microsystems.

Heather replaces the previous HR director, Ed Hussey, who remains with the firm but is now working full time on delivering Menzies' commercial HR service offering.

Commenting on the announcement, Julie Adams, senior partner at Menzies, said: "Heather brings extensive expertise and knowledge, and we are confident that she will be making a significant contribution to the future development of the firm.

"Her appointment demonstrates our vision for the firm as an employer of choice where people can realise their potential and enjoy a fulfilling career. Heather will play a key role in ensuring that our employees continue to be the heart of our business and its success." ■



I'm the boss!



I was a PA for over 30 years, laterally in the NHS. Always having had a great passion for flowers and craving a change of career, I retrained in something I love. I have been trained to an exceptional standard, which provided me with the skills required to set up my own business.

I then graduated from the celebrated Judith Blacklock Flower School, Knightsbridge, London.

www.judithblacklock.com I am based in Hatch Warren, Basingstoke and I have lovingly created my 'unique' floristry workshop at the bottom of my garden and thus Miss Mollie's Flowers was born in Spring 2014!

I offer my services in Basingstoke and surrounding areas, offering free delivery within a 5 mile radius of Hatch Warren. Floral arrangements can be collected from Miss Mollie's Flowers Workshop. I cover Hampshire, Berkshire and Surrey for large scale wedding floristry and corporate/events.

Please contact me at: **info@missmolliesflowers.co.uk** and **www.missmolliesflowers.co.uk**

You can also find us on Facebook and Twitter.



Rupert Mullins

Rothmans Accountants sets up new business recovery company

as part of continued expansion

Rothmans Chartered Accountants, one of the South's leading accountancy practices, has set up a new insolvency arm, Rothmans Recovery Ltd, as part of its continuing programme of expansion.

Insolvency specialists Kevin Weir and Rupert Mullins, both previously directors with insolvency and business recovery firm, Benedict Mackenzie, are joining Rothmans Recovery as directors and are bringing their teams with them to new offices in Hampshire, Wiltshire and Bristol.

"We were very keen to acquire a highly-respected practice with well-known insolvency and corporate recovery practitioners in order to further enhance our services to business," said Martin Osborne, Rothmans Senior Partner. "Together with our extensive number of offices throughout the south of England, this new specialist arm will be able to provide further help to businesses that are hoping to maximise the opportunities now that the economy is at last picking up."

Kevin Weir will lead the Rothmans Recovery team from offices at Portsmouth in Hampshire and Salisbury in Wiltshire. Starting his career as a Chartered Tax Advisor and with more than 25 years' experience, including with the Inland Revenue as well as running his own business, Kevin has specialised in insolvency for many years.

Kevin Weir stated: "Joining a firm with the size and reputation of Rothmans is an exciting move for myself, Rupert and the entire team. It is an excellent opportunity to provide a superb service to businesses of all sizes."

Rupert Mullins, who will head up the new Rothmans Recovery Bristol office, has been an insolvency practitioner for 25 years, serving businesses throughout West and South West England and Wales. He also provides professional assistance to clients of organisations such as the Federation of Small Businesses and Business West. ■





Focus Business Communications

appointed audio and video communications partner by ESA for SNACKEX Istanbul

Focus Business Communications have been appointed as the audio and video communications partner by the European Snacks Association (ESA) for their SNACKEX (www.snackex.com) trade show and conference in Istanbul in June 2015.

Focus will help promote the event by producing 'showcase' audio and video interviews with exhibitors, presenters and sponsors and also a 'Welcome' video with PepsiCo Europe. They will also provide A-V services at the event itself and capture footage to produce a promotional video for SNACKEX 2017.

Adrian Moss, Director at Focus (www.focusbiz.co.uk), said 'It's always exciting capturing a live event. This will have 100+ exhibitors, dozens of presenters and attract over 2,000 visitors so we will be busy. After covering SNACKEX 2013 the team is looking forward to filming in Istanbul – plus the free samples on the stands!' ■

Wessex Cancer Trust

welcomes new Head of Fundraising

Wessex Cancer Trust has appointed Clare Lay to the position of head of fundraising as the charity plans to open six further support centres across the region in the next three years.

Clare, who has 20 years of fundraising experience, was previously Managing Director of her own company LinkedUp, working with a host of Hampshire charities. Clare joined the Trust on a full time basis on 2 March, having worked

closely with the charity as a supporter since 2011.

As the only regional cancer charity that supports people with all types of cancer throughout Hampshire, Dorset, Wiltshire, the Isle of Wight and the Channel Islands, the Trust has ambitious plans to meet the needs of 15,000 cancer patients and their families by 2016, doubling the current client number.

Clare's role will focus on maintaining the charity's sustainability and increasing the number of beneficiaries through growing the

charity's fundraising support base, at a grass roots level as well as through corporate partnerships, retail outlets and Trust-run events.

Clare said: "Wessex Cancer Trust is a charity close to my heart. I lost my uncle to cancer in 2011 and he used their Waterside Centre. My aunt also still sings in the Sing 4 Life Choir. They're a wonderful charity and I hope to bring professionalism, with a community hat on, to my new role.

"Fundraising is a much more strategic activity than



it used to be with the birth of social enterprise and expanding retail in charities, and it opens up so many more opportunities for the charity sector. I am very excited to have started a role that has all this to offer, and to be working with such a great team of staff and volunteers is a pleasure." ■



Sandeep Sesodia, new Chairman of the Southampton Business Board

at Hampshire Chamber of Commerce

Welcome to Sandeep Sesodia of Future Williams & Glyn, The Royal Bank of Scotland who has taken over as the new Chairman of the **Southampton Business Board** at Hampshire Chamber of Commerce.

Peter Robertson said: "After almost five years as Vice Chair and Chair of the Southampton Business Board I am delighted to welcome Sandeep as our new Chair. I have known Sandeep for many years and believe he will continue the great work of our Southampton Business Board and has the ambition and drive to further the many areas we support locally."

Sandeep is a banking professional

with over 30 years' experience in working in the banking and finance industry. Currently working in the Corporate Banking Division of the Future Williams & Glyn, The Royal Bank of Scotland. For the last eight years he has covered the Southampton and South Hampshire area.

He is passionate about helping businesses to start, grow, develop and to maximise their potential.

Sandeep said: "I sincerely adhere to my mantra that if anyone asks you to think outside the box, ask them, why does it have to be a box?."

"In helping the business community, of central importance has been to actively work with and network among the business community. Strategic business partnerships have been developed with key professionals and organisations. Central to this has been working with Hampshire Chamber of Commerce.

"I am honoured to have been chosen as the Chairman of the Southampton Business Board of Hampshire Chamber of Commerce and I am very excited by the opportunity. I have shared my aims and aspirations with the Board and key to this is to draw upon the skills and experience of my fellow Board members, to harness their energies and expertise and to deliver a world beating business support service throughout our area.

"My vision is that the Chamber represents all business sectors and that it addresses their businesses needs. Feedback and ideas are a must. The Chamber's open door policy and its desire to be transparent means that collaboration is critical. We must embrace, be inclusive, as well as engender and foster good working relationships wherever, whatever and whenever we are involved. In addition, we must offer continuity and consistency. More than this we must be dynamic, differentiate ourselves, raise our profile and visibility, set and lead by example. The city and the business communities (and their dynamics) are ever changing and we must keep pace with them.

"Having worked with the Chamber for many years I have been involved in helping to set up the Hampshire Chamber Asian Network and many events have been arranged. Through efforts of Board members partnerships with the Chinese community have been developed and trade delegations to China have taken place. We are looking to work with other business communities that have a strong representation in the city.

"Achieving all of my aims will be a challenge that I will relish. I look forward to bringing the business communities together and working with them to get the best out of them for them." ■



The Queen greets Amarjit Singh at Buckingham Palace

India Business Group head joins the Queen

at Magna Carta Anniversary Reception

Amarjit Singh was invited to a prestigious reception hosted on 23 February 2015 in the ceremonial rooms at Buckingham Palace to mark the 800th Anniversary of the Sealing of Magna Carta. The Royal Family members present at the special event included the Queen and the Duke of Edinburgh, the Princess Royal, the Dukes of Gloucester and Kent and Prince Michael of Kent.

Originally issued by King John of England as a practical solution to bring about peace in 1215, Magna Carta is recognised as one of the most famous documents in the world. Indeed, it has been one of the UK's greatest exports and its great principles about individual liberty and the rule of law have been interpreted and applied by jurisdictions globally.

During the reception, Amarjit was introduced to both the Queen and the Duke of Edinburgh. He had an opportunity to speak with the Queen about Magna Carta's values in the modern world, as well as his wider international work surrounding the development of trade, investment and cultural relations with India.

The other guests in attendance included business leaders, legal and political dignitaries from the USA, Middle East, Africa and Asia. The UK guests included Justice Secretary Chris Grayling and Lord Neuberger, the President of the Supreme Court.

Amarjit also participated in wider commemorative celebrations including a unique one off Global Law Summit held in London between 23 to 25 February 2015. The summit brought together political, industry, legal and academic figures to discuss, debate and develop expertise and relationships across markets and jurisdictions. ■

Date for your diary

An evening with

David Gower OBE



Hear **cricket legend** and former England cricket captain David Gower in conversation with BBC South Today's Sally Taylor MBE at the home of Hampshire cricket. Enjoy a Pimms Reception followed by a fine three-course dinner with light entertainment during this special evening.

Described at one of the most stylish left-handed batsmen of his era, David Gower was one of the most capped and high scoring players for England at the time. He led a victorious England during the 1985 Ashes and ended his career with an impressive record in First-class cricket - as of February 2012 he held the record of 119 consecutive innings without registering a duck in Test cricket. Following his retirement he is now a successful and admired presenter and commentator for Sky Sports.

This event is to raise funds for David Gower's Blood Flow Appeal to raise money to enable Leukaemia Busters to replace a vital piece of research equipment at their Simon Flavell Research Laboratory in Southampton. David and his wife Thorunn have been patrons of Leukaemia Busters since 2004. David commented: 'There is no easy way to combat cancer in any of its forms and we are all dependent on the dedication and hard work of those doctors and scientists who strive to find the solutions. Thorunn and I are proud to be Patrons of Leukaemia Busters and we hope that you can generously give your support to this charity's life-saving research work.'

Tickets for the event are £70 per person and there are also hospitality packages at the brand new Hilton Hotel at The Ageas Bowl available on a first come/first served basis from £160.

Contact for further information and bookings:

Website: www.leukaemiabusters.org.uk/gower

Email: susanr@leukaemiabusters.org.uk

Tel: 023 8077 5590 ■

The feel good business

Peter Gunn reveals the secrets of BH Live's brand of social enterprise

Q: *Judging by the company you keep in the social enterprise sector — the likes of Jamie Oliver's Fifteen, Divine Chocolate and The Big Issue, BH Live is something of a trailblazer. How did you move the organisation so quickly from its council roots to a growing and successful social enterprise?*

PG: When we became the independent operator of Bournemouth's local venues five years ago, we chose the opportunity to shape a different kind of business that could prosper to the benefit of society. It sounds very philanthropic, but really it's just common sense. Our business is all about managing spaces where people gather to be entertained, take part in sport and thrash out industry challenges with colleagues. The quality of those experiences is our success — and the practical expression of our three core social objectives.

Q: *So how does that work commercially?*

PG: Just like any commercial enterprise, we have to operate in a financially viable way. We develop, market and sell products and services to generate an income stream to balance the books and enable us to grow. What's different is that our products and services are social — they benefit people's lifestyles — and we use our revenues not for profit, but to spread the benefits of what we do to more communities.

Q: *You refer to three core social objectives. What are they — and how are you achieving them?*

PG: We want more people to take part in physical activity. To achieve it we provide leisure facilities to encourage active communities and improve health and wellbeing. This means investing in the best people, facilities and equipment in our leisure centres.

Second, we want to attract bigger entertainment audiences and add a touch of sparkle and magic to a night out or weekend away. This means building on our portfolio of clients from across the world of music, comedy and theatre to make sure we appeal to the widest possible audience with a rich choice of cultural and artistic events.

Finally, we want to deliver economic benefit in the areas we operate. We do this by hosting major conferences, exhibitions and events that benefit the regional and international economy. This helps support local business and sustain thousands of jobs.

Q: *How does that work?*

PG: Delegates and staff attending major events spend locally. They book and stay in local hotels; eat, drink and shop locally; and use public transport and taxis to get around. A major event like the Royal College of Nursing (RCN) Congress alone, at

Bournemouth International Centre in June, is worth around £5.6 million — and even smaller regional events can generate sums of around £500,000. In 2014, more than 88,000 delegates attended conferences and exhibitions at Bournemouth International Centre.

That's why we put so much effort into attracting the top professional organisations and commercial businesses to our venues — and it's great to see it paying off with many regular clients like the Liberal Democrats, RCN, Communications Workers Union and the regional Hotel & Catering Show returning in 2015, along with newcomers The Green Party, National Citizens Society graduations, FRY I.T. Expo, Skipper Expo and the Association of Cultural Enterprises.

Q: *You must face mighty competition in your sector, especially from destinations like Birmingham, Manchester and Brighton. If I was looking to book an event, why would I choose BH Live?*

PG: Our clients have high expectations. They want and expect the last word in delegate experiences, taking in transport, accommodation, open spaces and that elusive feel good factor that we think we do rather well.

We have the venues, expertise and, importantly, the business connections to deliver the whole package. It's about getting



involved, rather than simply playing host. Our in-house teams are experts in event planning and design, co-ordination, operations, security, staffing and hospitality. For everything else, we team up with specialist third parties and leverage our own assets to create the complete delegate experience. We use our leisure assets for team building and corporate incentive components and our local connections to build awareness of our client's key messages while their event is in town. Plus, we have award-winning hospitality expertise on board to create branded, fine dining experiences to complete the package. What's more, we deliver all this in a town with a stunning backdrop and fantastic coastal vibe.

Q: Can you give some examples of how you're adding value?

PG: On World Kidney Day in March, our venues director joined a charity Fun Run organised by Kidney Research UK who were exhibiting at the British and Dutch Transplantation Societies' Congress. When Friars Pride were here with FRY I.T. Expo, we produced an article about the fish and chip industry featuring famous local outlets. The press coverage was fantastic and highlighted the opening of the client's local depot to wholesale customers across the South West. When we host regional events, we look for engaging stories about their exhibitors, like the lady who sells ice cream on a vintage bike at weddings in Hampshire and Dorset, and the comic shop in Boscombe exhibiting for the first time at Film and Comic Con in August.

For the international brand, Lush Cosmetics, we really push the boundaries in themed, fine dining experiences for their awards ceremonies and meetings. The Lush events are a great example of the innovation and imagination our team brings to the table.

Q: So how does the business look today? And what's next?

PG: Our venue portfolio now includes Bournemouth International Centre, Bournemouth Pavilion, Portsmouth Pyramids and four leisure centres in Bournemouth. Our Terrace cafés operate at the London Aquatics Centre, Copper Box Arena, Leatherhead Leisure Centre and other venues across the south of England.

We're a £32 million business, generating over £46 million of economic benefit. Last year we recorded more than 1.8 million visits to leisure centres and a 99 per cent increase in leisure centre memberships — that's over 14,000 people taking part in health and wellbeing activities.

The social economy is a great place to be and we want lots more businesses to come on board with us and spread the word.

For more about BH Live and its social mission, visit bhlive.org.uk

Bringing brands to life at the table



Lush Cosmetics' association with food is inescapable. Not only do their handmade soaps, scrubs, masks and fizzing bath bombs look like food, they also use edible ingredients like grapefruit juice, vanilla beans, avocado butter, rosemary oil, fresh papaya and coconut. Buying a Lush product is just like buying fresh cheese, fruits, pastries and cakes in a gourmet grocers. A Lush factory is more like a kitchen than a production line, where products are crafted by hand.

In 2014, the company brought its International Christmas showcase to the halls of Bournemouth International Centre, laying down the challenge of creating a Lush-inspired dessert to mimic those look-good-enough-to-eat skincare products.

"BH Live has a number of clear affinities with the Lush brand," says Amanda Taylor, head of the in-house travel team at Lush. "Both are socially responsible businesses, actively supporting organisations and activities that promote health, wellbeing and fairness in society. Both are local businesses that more than hold their own in their sector, sourcing products and services from local suppliers. Both are environmentally responsible, with clear policies on energy consumption and recycling. Above all, they share a passion for innovation, creativity and a desire to generate that quintessential wow factor that makes a business stand out from the crowd."

With Lush events, it's the themed food that steals the show. It calls for a great deal of culinary imagination to create eye-catching vegetarian and vegan dishes that taste as good as they look. Plus a themed signature dish to express the Lush brand. *"They wanted us to replicate a selection of their Christmas goodies as desserts, using the Lush soap moulds,"* explains Matt Piovan, General Manager at BH Live Hospitality.

"We obviously couldn't use any animal products as ingredients or setting agents, so we needed to experiment a few times before it could be done to perfection. But we managed to pull it off and the client was delighted."

Less than six months later, Lush was back with another test of BH Live's culinary tenacity and flair for translating a very tough brief into a hospitality triumph.

The Fight Animal Testing campaign was the chosen theme for the Lush International Meeting in January 2015. *"We were asked to create a themed backdrop, cocktails and dinner menu to reflect the Fight Animal Testing campaign,"* says Matt Piovan.

"Animal Testing is all about laboratories and chemical processes, so we needed to find ways of expressing this in an entertaining way. We served cocktails in lab beakers, with a chilli swizzle stick that made the drink froth and steam. We created a starter, fashioned into pipettes. And, for a grand finale, we served the meringue dessert on a bed of Lush-scented, smoking dry ice."

"Our recent event brought together guests from our worldwide locations to celebrate our annual awards which recognise individual and team performance," says Amanda Taylor.

"Returning to the Bournemouth International Centre was an easy decision, with versatile spaces which helped us recreate our science-themed Lush Prize event from last year in the Windsor Hall, with the addition of dry ice, bright lights and decorations that made the space feel intimate, despite the size."

"The team worked extremely hard to ensure our event ran seamlessly, the food was excellent, meeting the needs of 680 for a sit down dinner, the service was superb and overall this was a huge success."



Interactive Technology Suite

opens in Poole, Dorset



Hugh Symons AV has opened its brand new Interactive Technology Suite to all local businesses and schools. They showcase the latest state of the art touch screen technology from SMART, Promethean and Clever, the latest wireless, interactive and touch projector from Epson and digital signage from Onelan.

Managing Director of Hugh Symons, Jo Kenny, is delighted that the suite is now open for all to come and see these market leading products.

If you have a meeting room, training room, boardroom or reception room

we will have an array of audio visual equipment to suit your needs. Please come and see the technology and have a play; experts will be on hand to talk through your requirements.

At Hugh Symons we not only

supply equipment but we install and loan equipment and offer training, IT and consultancy services. Please contact Jo to book an appointment:

01202 711623 or
jo.kenny@hughsymonsav.com.

BBC DRAGONS' DEN I'm in!

Seabung Limited took on the Dragons and won. In Episode 11 Series 12 of Dragons' Den, John and Sam Ford presented their award winning plug style device that stops the flow of water into a boat so that a valve can be changed.

Ordinarily, this would be a process that would require taking the boat out of water, and therefore taking up a lot time and money, but this little rubber bung enables the job to be done in no time at all whilst the boat remains on the water.

All Dragons (excluding a grumpy Duncan) liked the product and seemed very impressed with all aspects of the business. The hope that all boats would need to carry this equipment on board in case of emergency meant that the potential of this investment for the Dragons was huge. Deborah offered half of the money but requested ten per cent equity, and Kelly then replicated this offer. After much discussion, John and Sam attempted to lower the percentages Deborah and Kelly would take, but both dug their heels in and eventually had their offers accepted.

To find out more about Seabung Limited visit www.seabung.com



inspire your customers motivate your colleagues entertain your clients

**Portsmouth Technopole
Conference & Meeting Room
Facilities**

For further information please contact:
the Conference Co-ordinator
Tel: 02392 658200
E-mail: info@portsmouth-technopole.co.uk
www.portsmouth-technopole.co.uk





Southampton Itchen to benefit from **call to government for extra support for marine**

The South East's marine industry will see extra support from the **British Marine Federation** over the next year with the launch of the trade association's first ever Manifesto. It sets out the policies industry would like to see delivered by the next Government following the General Election in May this year.

The South East's marine sector is a key part of the overall marine industry, contributing just under a third (29%) of the total £2.93bn revenue. It is the second biggest region for marine, contributing £850.6m and employing 7,960 people, 25% of the industry's total 31,446 FTEs.

The Manifesto - Supporting Jobs, Growth and Innovation in the UK Leisure, Superyacht and Small Commercial Marine Industry - marks a call to arms in a number of key areas. Under the spotlight are developing skills to meet the future needs of the industry and future proofing the environmental sustainability of the industry. Improving the profile of boating tourism and participation is on the agenda, as well as support for growth in both domestic and overseas markets and supporting reshoring of marine manufacturing and development of the UK marine supply chain.

Launched at the CWM FX London Boat Show in January, local MP for Southampton Itchen, John Denham was in attendance. With 18 BMF member companies in his constituency, John understands the strength the marine industry has to play:

"The marine industry is not just a manufacturing success story, but a part of our history, a key contributor to the economy and a strong employer. On behalf of some of the great marine businesses on the south coast like Oyster Yachts and Discovery Yachts, I welcome this Manifesto by the British Marine Federation and hope it helps to raise the profile of the sector to ensure its continued successful future."

The CWM FX London Boat Show was a successful showcase for the leisure marine industry, with more than 90,000 people visiting the ten day show to see and buy everything they could possibly need to get out on the water. BMF member, Sevenstar Yacht Transport UK, from Southampton Itchen took the chance to gain extra business at the show. ■

No business plan? Pure Alice in Wonderland

"What road should I take?" said Alice
"Where do you want to go?" said the Cat.
"I don't know."
"Then it really doesn't matter, does it" said the Cat.
Lewis Carroll - 150 years ago



10 reasons for business plans

- Every business needs a road map stating the direction it's going and the timeframe this will take.
- NO bank/investor will look at providing financial support without a business plan.
- Businesses must evaluate the market in which they operate and be able to articulate their product/service, competition, pricing and USP.
- Clearly defined analysis of risks/opportunities must show how to withstand robust challenges and criticisms.
- Business owners should have exit strategies which cope with matters of death, infirmity, succession, trade sale or IPO etc.
- Past, present, future sales, costs, and profits/losses should be stated so as to create performance charts that can be measured by management, investors and banks showing a credible picture of future events where stress tests can be applied.
- Benchmarks must be set to track performance and plans made for possible midcourse corrections.
- An objective statement of owner/management strengths and weaknesses should be given.
- An overarching business model must describe how the business will make money, through good and bad economic cycles.
- Goals and objectives need to be set defining targets for all parties within organisations.

Charles Forester
Growth-Accelerator-Coach

BusinessPlanningAgency.com. Call: 07817 609877



Reality HR growth continues

with the appointment of two new recruits

In 2014, **Reality HR** saw a 30% increase in its client base and now provides an outsourced HR function to over 90 companies. To meet the growing demand for its services, it has recently appointed Donna Bonfield to the position of HR Consultant and Jessica Bellingham as Marketing Assistant, bringing the total number of employees at Reality HR to 17.

Donna brings more than 20 years' experience to Reality HR gained primarily within the HR function of large corporates in the financial services sector. Her role as HR Consultant includes acting as HR manager for a number of clients, working with them to understand their business plans and



Donna Bonfield (left) and Jessica Bellingham

helping them build the strategic people plans to support it. All aspects of HR, from training and recruitment to performance management and disciplinary procedures, are covered by the role.

Jessica joins Reality HR in a move to boost the marketing capability of the company. Her role incorporates all aspects of social media, advertising, e-shots and promotional literature, as well as providing support to the HR Consultants where required.

Reality HR Managing Director, Laura Davis, added: "I am really looking forward to 2015, a year in which we can build on the momentum gained during 2014. I'm delighted to welcome Donna and Jessica to the team as I know that they will be able to play a big part in our continued growth. I wish them every success!" ■



Exciting new production arrives at Barton Park Industrial Estate

Lambert Smith Hampton has let 5,286 sq ft Unit 2 on Barton Park, Eastleigh, on behalf of clients CBRE Global Investors, to an occupier with a difference!

Scenery Solutions Trading Ltd provides stage sets to theatre companies and is a home-grown Southampton success story. Formed in 2013, the company has outperformed expectations and as a result was looking for new premises.

The unit has been let on a three year lease.

Adrian Whitfield, Director of Industrial and Logistics Agency at Lambert Smith Hampton explains: "Lambert Smith Hampton was brought on board by CBRE Global Investors in 2014 to find an occupier for this unit which had been void for some time. To find a tenant by the end of the year was a great result for all parties."

Barton Farm Industrial Estate is located at the junction of Chickenall Lane and Bishopstoke Road (B3037), a short distance to the east of the A335, with easy access to junctions 12 and 13 of the M3 motorway and junction 5 of

the M27 motorway.

An end of terrace industrial and warehouse unit with car parking and access yard to the rear, Unit 2 has recently been refurbished. The building is of steel portal frame construction with part block, brick and profile clad elevations and contains a two storey office facility.

Unit 1 at Barton Farm Industrial estate is currently available to let. Interest in the 11,204 sq ft industrial/warehouse unit with a rental value of £65,898 per annum should be registered with awhitfield@lsh.co.uk. ■

Elliotts makes vehicle investment

following opening of new branch in the South



Elliotts has made a substantial investment in its fleet of commercial vehicles, following its opening of a new branch in the South.

The South's leading independent supplier of building products for the trade and public has invested in two new lorries, bringing the number of vehicles in its commercial fleet to nearly 50.

The new Iveco Stralis lorries with HIAB cranes can carry up to 13.5 tonnes and will be used to transport building materials to sites across Southern England.

Managing Director, Tom Elliott, says the investment will allow customers to benefit from the same swift delivery service, even as the company grows.

He added: "We have seen an upturn in business over the last year and that has most recently been evidenced by our opening of a new branch in Christchurch. The addition of these new vehicles means we will be able to provide the same quick deliveries despite the inevitable increase in customers and demand."

True to Elliotts' mission to minimise its carbon footprint the new lorries are among the greenest on the market. They feature selective catalytic reduction technology, which significantly reduces the levels of nitrogen oxide released into the atmosphere.

Founded in 1842, Elliotts is one of the oldest family businesses in the South. It has builders merchant branches in Bishops Waltham, Chandler's Ford, Fareham, Fordingbridge, Ringwood, Romsey, Southampton, Tadley, Christchurch and Totton. In addition, it has four kitchen and bathroom showrooms, four specialist tool centres open to the trade and public in Portsmouth, Winchester, Fareham and Totton and its own roofing and renewables companies.

To find out more about Elliotts visit www.elliotts.uk

The place to go for help and advice that helps your business grow



The Solent Growth Hub can help you to unlock funding opportunities for your business!

- Enterprise Vouchers of £5,000 - £20,000 available now
- Opportunities to gain £50,000 - £150,000 investment
- Bridging the Gap Grants of between £5,000 and £50,000 to start up a new business, grow an existing business or safeguard jobs
- Future Solent Grants from £5-100k available for existing SMEs looking to develop environmental technologies

Helping business to grow

01329 820898 | solentgrowthhub.co.uk | info@solentgrowthhub.co.uk



Left to right David Cooper and apprentices Emily Dumelow & Lucy Tluszo from the Kings Theatre, David Townsend apprentice & Lisa Bowles from Portsmouth Marriott Hotel.

Supported by



Portsmouth
CITY COUNCIL



Apprenticeships

alphi

Future Portsmouth

The Hampshire Chamber led Future Portsmouth event held in partnership with Portsmouth City Council in early March attracted more than **150 delegates** from diverse sectors including commerce, education, charities and local government.

Hosted at the Portsmouth Marriott Hotel, key themes of the event were the opportunities and benefits of City Deal funding and schemes for helping small and medium sized businesses to find support, loans and grants for filling apprenticeship places and creating jobs to develop their business and workforce.

Portsmouth City Council Leader Donna Jones opened the seminar and shared together with Development Manager Claire Upton-Brown the substantial regeneration projects under way or in the pipeline. These include the Ben Ainslee Racing hub, infrastructure investment at Portsmouth Naval Base, the northern quarter and city centre and BAE's recently announced defence research base at Portsdown Hill.

The event, held on the lead into Apprenticeship Week, highlighted

the importance of the crucial role apprenticeships can play in inspiring young people and the businesses they work for. Finding the right skills for key local industries and employers and bridging the skills gap can be challenging and apprenticeships can really play a big role.

Attendees heard from a range of speakers including businesses that currently employ apprentices and they heard directly from them and their apprentices on the benefits and opportunities gained.

Around 24 exhibiting organisations offered signposting and information to help businesses with training and apprenticeship needs. And informal networking over a light breakfast and the chance to meet with speakers, leaders and supporters was enjoyed.

Event partners and supporters were Portsmouth City Council,

Express FM, Shaping the Future of Portsmouth, Portsmouth Marriott Hotel, the National Apprenticeship Service, Solent Growth Hub, the design and print firm Copythat and ALPHI, the Association of Learning Providers for Hampshire and the Isle of Wight.

If you haven't considered, or don't currently employ an apprentice, why not take a look at what's on offer to help grow your business?

For further information:

Advice on grants and incentives to grow your business via the Solent Growth Hub, e-mail: **solentgrowthhub@hampshirechamber.co.uk** or ring: **01329 820898**.

Apprenticeships
www.apprenticeships.org.uk
08000 150 600



How do you **manage risk?**

A full house of Hampshire Chamber and the Insurance Institute of Southampton members and guests attended the recent **February Networking Lunch** which took place at the Royal Southampton Yacht Club.

Following lunch local business leader, Mark Davey, CEO of Winchester-based Lakesmere Group, was warmly welcomed to the Hampshire Chamber of Commerce networking lunch, following an invitation to talk about managing risk as part of company growth.

Lakesmere, co-founded by Mark over two decades ago, has grown to become a leading specialist contractor to the construction industry, providing roofing, cladding and glazing to high profile projects such as Heathrow Airport's new Terminal 2, the Olympic Stadium and several new Crossrail stations including Canary Wharf.

Since its inception in 1993, the company has grown an average of 18.5% per annum and turnover has doubled since 2011. The firm now undertakes projects throughout the UK and internationally in the Middle East and Asia. Mark attributes this continued growth to effectively managing risk within the business, and offered some sound advice for businesses hoping to follow in his footsteps.

In an organisation where a large percentage of business comes from just five key customers, unsurprisingly 'keeping your customers' ranked top of

Mark's tips for helping your company to ride out risk. Focus on your business development function, key account management and relationships, he advises.

Also key is understanding the market cycle; Lakesmere has survived two recessions in its 22 years and enjoyed the boom periods that follow. Experience has shown that economic downturns can also offer opportunities for forward looking businesses who watch competitors for signs of trouble.

In a company that has grown from 17 to 900 employees, Mark is well aware that people are paramount to reducing risk within his business by helping to maintain stability and retain knowledge. This commitment to staff retention and development is evidenced through significant annual investment of profits into learning and development - and through the fact that ten of the original 17 employees still work for Lakesmere.

Investment back into the company, recently through developing its manufacturing capability, has allowed Lakesmere to control its supply and avoid price increases, while significant IT investment has been essential for the company's systems to keep pace with growth. Prudent financial

management and making sure your insurances are in place is also high on Mark's agenda. Finally, develop a consistent brand and communicate your successes.

In the questions that followed the presentation, Mark was asked what keeps him awake at night. "Fear of failure", was the reply. "I keep a list on my desk of all the companies that have gone bust in this sector; it keeps me focused and reminds me how important success is to everyone connected with the firm."

Dilys Gale of the Stride Insurance Group and President of the Insurance Institute Southampton thanked Mark for his very informative and well received presentation and went on to say this had been the first event working in association with Hampshire Chamber of Commerce and that he looked forward to working together again in the future.

Hampshire Chamber of Commerce would like to thank the friendly team at the Royal Southampton Yacht Club for agreeing to host the event and Kimberley Garrod, www.kimberleygarrod.co.uk, one of our Chamber snappers, for taking photographs at the event. ■



Joint networking to **grow business connections**

Last month saw members from **Tourism South East and Hampshire Chamber** come together at a joint event, to grow business connections and hear from guest speaker Orbital Media.

The joint networking event took place at the Theatre Royal Winchester which in 2014 celebrated its centenary. The event started with member networking and the opportunity for exclusive Chamber member stand-holders Basepoint and Conferences at Sparsholt to promote their businesses.

Guests then took to the stage for the main workshop, hosted by Orbital Media and One Hit Media whose main discussion point featured around "How to get the most ROI on time spent on social media".

Their response focused upon working as efficiently as possible and

ensuring the messages were being sent using the correct platforms to match the business type.

Firstly, **identify your target audience**. Facebook tends to have a younger following, whereas LinkedIn has a wider age demographic. Who are you trying to reach with your product or service and does this suit the channels you have chosen? What are they likely to interact with most?

Their second point was to **make sure you use the right tools for the job**. A photographer would be able to showcase themselves better on Pinterest and Instagram, rather than

LinkedIn, and it would align better with their end product.

And lastly, ensure where possible, **multi channel as much as you can**. When using different media, make the most from your efforts online. It will ensure continuity across different platforms, as well as engaging with all audiences depending upon their chosen consumption method.

Many thanks to the Theatre Royal for hosting this event, and also to our guest speakers and Tourism South East for their involvement. We look forward to working together again on future projects. ■



CV-Library celebrates two award wins

from the prestigious OnRec Awards in London

Celebrating success in the recruitment industry at the OnRec Award ceremony in London, CV-Library proudly takes home two accolades for success in marketing, candidate experience and IT.

For the seventh year running, Hampshire based CV-Library was nominated for the OnRec Awards – this year being shortlisted in the ‘Most Creative Online Marketing’, ‘Most Creative Offline Marketing’, ‘Best Online Candidate Experience’ and ‘Unsung Hero of the Year’ awards. The team in attendance proudly accepted the ‘Most Creative Offline Marketing’ award, and were thrilled to honour IT Director Katherine Spice for her commitment behind the scenes as she walked away with the ‘Unsung Hero of the Year’ award.

These wins are a nod to what has been a very successful year for CV-Library, with the UK’s leading online job board breaking record after record in terms of new account growth, revenue and the size of their CV database, which now stands at an outstanding 8.5 million.

Lee Biggins, founder and Managing Director of CV-Library said, “Simply to be acknowledged with a nomination is an honour, but to see our team walk away with two awards this year is an absolute delight. CV-Library continues to innovate and grow in every respect and the awards we received last night make me very proud of the hard work that has enabled such exciting growth for the business.”

“We’ve recently invested heavily in growing our marketing team so it’s fantastic to see our offline activity being recognised by the industry. I’m also very proud to see individuals within the organisation recognised with an award; it’s a testament to the hard work our team puts in every day to ensure the best possible product for our clients and candidates.”

Now sitting on two new award wins, and with 2015 only having just started, it looks to be another exciting year for CV-Library. ■



From left to right are Mayor David Hawkins, MP Desmond Swayne, and Porvair's General Manager Mike Hughes.

Porvair's new £3.5 million facility gets official opening

A Hampshire filtration company has announced a major expansion with a £3.5 million investment in new premises.

Porvair Filtration Group has invested in 42,000 square foot premises in New Milton, creating around 20 jobs in the process as part of a strategy to consolidate its industrial process business across one site.

Member of Parliament for New Forest West, Desmond Swayne officially opened the 42,000 square foot base at a reception on Friday 20th March.

Welcoming the significant local investment, he said: “I congratulate Porvair Filtration Group on their record of growth and achievement, another example of excellence in UK industry. This is also a vote of confidence in New Milton as a great place to do business and I would like to thank Porvair for their continuing commitment to the town.”

As well as integrating Porvair’s industrial process operations, the new

facility will provide further capacity at Head Office in Segensworth to support the company’s growth plans in the energy and aerospace markets.

The company currently employs 50 staff in New Milton across separate units, and the new building will see staff numbers increase to 80 as Porvair moves its microfiltration business from Segensworth to the new facility in Hampshire.

Porvair – which has supplied the process industry with performance-driven filtration equipment for over 25 years – has spent £3.5million on purchasing and fitting out the building, turning it into a cutting edge facility, including an investment of £300,000 in cleanroom technology.

The group manufactures in both the UK and USA and has an extensive network of sales offices and distribution channels throughout the world. ■












Mark the Date

For further details and to book:

Telephone 01329 242420 · www.hampshirechamber.co.uk/events

DATE	OFFICE	EVENT	TIME	VENUE	SPONSOR
MAY					
7	N	Networking Lunch with Guest Speaker	12.00 - 2.00pm	Old Alresford Place, SO24 9DH	
7	S	Breakfast Briefing 'Hungry for Business Growth'	7.30am - 10.30am	Mecure Dolphin Hotel, SO14 2HN	
11	N	Farnborough Business Breakfast	7.30am - 9.00am	Holiday Inn, Farnborough, GU14 6AZ	
14	S	Showcase, Lunch and Fun Networking	12.30pm - 2.30pm	Tiger Tiger, Gunwharf Quays Portsmouth, PO1 3TZ	
19	N	'Pure Networking'	4.30pm - 6.30pm	Basepoint, Andover, SP10 3FG	
20	N	Joint Networking	6.00pm onwards	The Ely, London Road, Camberley, GU17 9LJ	
21	S	Showcase Networking Lunch	12.15pm - 2.00pm	The 'NEW' Ageas Bowl, SO30 3XH	

JUNE					
3	N	Lunch - Website Wizardry - It Isn't All Smoke and Mirrors	12.00 - 2.00pm	Winchester Cathedral, SO23 9LS	
4	S	NEW EVENT - Breakfast Briefing - Cyber Security	7.30am - 9.15am	Holiday Inn Portsmouth, PO1 2TA	
5	N	Parliamentary Breakfast Briefing	8.30am - 9.45am	Apollo Hotel, Basingstoke, RG24 9NU	
8	N	Farnborough Business Breakfast	7.30am - 9.00am	Holiday Inn, Farnborough, GU14 6AZ	
8	N	'Pure Networking'	4.30pm - 6.30pm	Holiday Inn, Farnborough, GU14 6AZ	
11	S	Gardeners' Question Time, Tour and BBQ	6.00pm - 8.00pm	Hambrooks Garden Centre, Titchfield, PO14 4PR	
23	N	Behind the Scene - Laverstoke Mill - From Paper Printing to Gin Distilling	2.30pm - 4.30pm	Laverstoke Mill, Whitchurch, RG28 7NR	
25	S	Showcase Networking BBQ and Clay Pigeon Shooting	5.00pm - 8.00pm	Southdowns Manor Hotel, Trotton, Petersfield, GU31 5JN	
29	S	Meet the Chamber and Business Exhibition	4.00pm - 6.30pm	The Ageas Hilton Hotel, SO30 3XH	

Selwood named BDO Mid Market **Company of the Year**

Selwood was named BDO Mid Market Company of the Year at the Southampton firm's gala dinner at St Mary's Stadium, Southampton.

Attended by over 170 business leaders and stakeholders, the BDO event, hosted by BBC South Today's Laura Trant, celebrated the success of the region's mid-sized companies including Selwood and finalists Cannon Technologies Limited and CLC Group.

Over the last 12 months BDO's Central South Mid-Market focus has recognised the best of the region's mid-sized companies identifying the leading businesses in the areas of international activity, profitable growth and innovation.

Malcolm Thixton, lead partner at BDO Southampton, comments: "We are delighted to name Selwood as



Left to right: Matthew Goulding – Cannon Technologies, Malcolm Thixton – BDO, Laura Trant – BBC South Today, Chris Garrett – Selwood and Peter Armitage – CLC Group

Mid Market Company of the Year in the Central South. It has demonstrated all of the qualities that a mid-market company should have; the desire to innovate; the willingness to adapt to new market opportunities; and the ability to achieve sustainable growth.

"We work with mid-market businesses every day and really understand the challenges they face, so we are delighted to be able to

recognise the success of the winning company and our two other finalists.

"As we continue our mid-market focus through 2015 and into 2016 we will identify how the market is changing year on year. We will seek out the potential mid-market companies of tomorrow and consider the impact of the skills gap in the region." ■

Bond Dickinson advises HSE on Tower Bridge lift case

National law firm **Bond Dickinson** has advised on the prosecution of a company that operated the lifts at Tower Bridge in London in 2009 when four people were seriously injured in a fall.

Jon Cooper, Partner, and Lisa Lewins, Associate, from Bond Dickinson were instructed by the Health and Safety Executive to prosecute Temple Lifts Ltd. The company has been ordered to pay £100,000 in fines and costs after tourists were injured when the Tower Bridge lift fell several metres into a service pit because a vital mechanism failed on 11 May 2009.

Bond Dickinson has been instructed on this case since June 2013 when the case was first heard in the Magistrates' Court.

Southwark Crown Court heard the company could have done more to stop the accident from happening and that the lift's design, maintenance and refurbishment were wanting.

HSE Inspector Michael La Rose said: "This was a truly disturbing incident that affected a number of people and that could have resulted in even greater injuries. There were warning signs here that were seemingly overlooked, and missed opportunities to properly rectify recurring faults."

Bond Dickinson's national regulatory practice deals with both contentious and non-contentious aspects of the law. It also has well developed sector specialisms in energy, retail, transport, hospitality and leisure, chemicals and manufacturing.

Jon Cooper and his health and safety team have worked on many of the leading health, safety and environmental cases in recent years

including the Buncefield Oil Terminal explosion in 2005 - advising on the investigation into the incident by the Competent Authority and acting on behalf of the Competent Authority in the successful prosecution of five companies arising from the explosion which resulted in multiple injuries, damage to commercial and residential property and widespread environmental pollution.

The team helps clients in developing their national and international health and safety management approach, risk management, policies and procedures. All members of the team regularly appear before the Criminal Courts, Civil Courts, Coroners and Tribunals. ■

Events Spotlight

Chamber focuses on the key business events of the past month. Many thanks to our Members and organisers for capturing the people and the events to **AGENDA**.

We welcome your support in this feature and are always keen to show relevant business events within the Hampshire region.

📷 Please send your digital images to spotlight@hampshirechamber.co.uk
For more information relating to forthcoming Chamber events please email katie.crow@hampshirechamber.co.uk



Guests networking at joint Hampshire Chamber and Tourism South East event. Photo courtesy of Kimberley Garrod Photography.



Cllr Donna Jones Leader of Portsmouth City Council, and Maureen Frost Deputy CEO Hampshire Chamber of Commerce. Photo Courtesy of Michel Focard de Fontefiguieres.



Barry Smith, of Greenhouse Graphics, Naturopathic Nutritional Therapist Caroline Dimascio and Joe Smith from Phillips Solicitors. Photo Copyright of Basingstoke Gazette.



Stewart Dunn, Simon Rhodes Trethewans, Simon Letts Leader Southampton City Council and Alex Nelham Capita at the Future Southampton Event. Copyright Heidi-Charlotte Murray © All rights reserved.





Guests take to the stage to learn about ROI of social media. Photo courtesy of Kimberley Garrod Photography.



Guest speakers at the recent JCI and Hampshire Chamber event - Coral Benham Hampshire Chamber, Trevor Thorne Future Southampton and Max K-Thompson President of JCI.



Guests speed networking at Datanet.co.uk



Delegates attending Breakfast Briefing - Future Portsmouth 6 March 2015 at Portsmouth Marriott Hotel. Photo courtesy of Michel Focard de Fontefiguieres.



Guests enjoy breakfast at the Langstone Hotel at our Bank of England Breakfast Briefing. Photo Courtesy of Michel Focard de Fontefiguieres.



John Denham MP speaking at the Future Southampton event. Copyright Heidi-Charlotte Murray © All rights reserved.



2015 Showcase Portsmouth

2015 is going to be a **fantastic year to visit Portsmouth** with events such as the America's Cup World Series racing in July, with the Ben Ainslie Racing team competing on home waters for the first time. This is alongside the growth of the fabulous family friendly Victorious festival, the Ben Ainslie Racing team moving into their new base in Old Portsmouth in May, M33 opening in the Historic Dockyard and events to celebrate ten years of the Spinnaker Tower.

The city is particularly looking forward to some excellent press coverage leading up to the America's Cup event, a tremendous opportunity for the public to enjoy a unique festival atmosphere while watching the racing offshore. This will both showcase Portsmouth to the world and open up real opportunities for the local business community to join the supply chain for Ben Ainslie Racing or be part of the massive hospitality offering surrounding the four-day, and nationally significant, racing event.

2015 will also see major improvements to the city's infrastructure and built environment with a new travel interchange at The Hard, the ARTches Project in Old Portsmouth and the ongoing redevelopment of the New Theatre Royal.

The city's reputation as a major destination is growing.

The 2013 Economic Impact on Tourism in Portsmouth report* shows annual visitor figures for Portsmouth have increased to 9.2 million, with a value of almost £600m to the local economy.

A fully responsive version of the Visit Portsmouth website is now up and running and a great new Visit Portsmouth brochure, featuring Ben Ainslie Racing on the front cover, has recently been launched.

The City Council works closely with the International Port and local ferry companies to promote the city both on board the ferries and to destination ports, with Southampton Airport to promote Portsmouth in the terminal through poster campaigns and are part of a 'High Fliers' group promoting the city to European destinations.

*The Economic Impact of Tourism Portsmouth 2013, Tourism South East ■



Councillor Donna Jones, Leader of Portsmouth City Council (centre), at the Marriott Hotel conference with Cheryl Buggy from business affiliation group Shaping the Future of Portsmouth, and Stewart Dunn, Hampshire Chamber Chief Executive.



L-R: Kevin Briscoe, Chairman of Hampshire Chamber's Portsmouth Area Committee; Dee John, Executive Director of Highbury College and a fellow area committee member; and Stewart Dunn, Hampshire Chamber Chief Executive.

'Aspiring' Portsmouth businesses urged to tackle skills gap

Portsmouth employers should make more use of **apprentices** as the city's regeneration gathers pace, a business conference has heard.

The Hampshire Chamber-led Future Portsmouth event brought together more than 170 representatives from commerce, education, charities and local government.

A key theme was the 'transformational' benefit of City Deal funding in creating jobs. Delegates were given advice on how to find support, loans and grants for filling apprenticeship places.

Two speakers from Portsmouth City Council - Council Leader Donna Jones and Development Manager Claire Upton-Brown - highlighted the substantial regeneration projects under way or in the pipeline.

Their list included the Ben Ainslie Racing hub, infrastructure investment at Portsmouth Naval Base, new homes and employment space in the northern quarter and city centre, and BAE's recently announced defence research base at Portsdown Hill.

Councillor Jones said: "Portsmouth has a huge heart and we need to build on our strengths. As a regional economy we have been moving from shipbuilding and welding to advanced manufacturing in marine, maritime, aerospace and other sectors. However, key local industries are struggling to recruit people

with the right skills. That is where apprenticeships can play a crucial role. They can inspire young people, and the businesses they work for, to achieve their aspirations."

Mrs Upton-Brown added: "The City Deal is transformational and with the America's Cup base being built, Portsmouth is gaining a worldwide profile. We have a massive opportunity to give our city a stable future going forward."

The event was held on the eve of National Apprenticeship Week and attracted more than 20 exhibiting organisations including Highbury College.

Dee John, Executive Director of the College and a member of Hampshire Chamber's Portsmouth Area Committee, said: "We have seen a huge growth in apprenticeships and the College has very good relationships with around 1,200 local employers in all kinds of sectors. However, that could increase still further if more employers found out about the benefits of apprenticeships. We know that because of age profiles many businesses are facing not only a skills 'gap' but what we call a skills 'cliff'. We and other colleges can help."

Stewart Dunn, Hampshire Chamber Chief Executive, said: "The conference was a great way to focus on skills and apprenticeships with the various Portsmouth regeneration projects set to increase jobs in the supply chain. Employers are always keen to find ways of bridging skills gaps and making sure they have the right team on board with the right business attitude."

The conference was held in partnership with Portsmouth City Council, Solent Growth Hub and the business affiliation group Shaping the Future of Portsmouth. Its Project Director Cheryl Buggy, who compered the event, said: "Portsmouth has upped its game in difficult times. As the visual impact of the city changes we will see significant economic change including more inspirational buildings and the need for businesses to be in those buildings."

Event supporters were the radio station Express FM, event venue the Portsmouth Marriott Hotel, the National Apprenticeship Service, the design and print firm Copythat, and ALPHI, the Association of Learning Providers for Hampshire and the Isle of Wight.

www.hampshirechamber.co.uk



Southampton Airport and Flybe recently hosted **'Time to Refuel'** a Hampshire Chamber event

The group were welcomed by Jan Halliday, who also accepted a Hampshire Chamber Patron Certificate on behalf of the airport. A business update was given by Flybe's Regional General Manager UK (South), which included the growth at Southampton and new routes to Milan and Corsica. With 32 routes, Southampton Airport is Flybe's third largest UK base.

Tim Dix, Flybe's Onboard Sales and Compliance Superintendent, talked about the changing menus of inflight catering and how they choose what to put on the aircraft. Guests were allowed to sample a whole range of goodies from tapas snack boxes to healthy muesli bars. At the time, Southampton Airport was also hosting a live LEGO build, meaning delegates were able to see a replica Flybe Dash 8 Q400 aircraft being built. ■



PLATINUM PATRONS

Condor
CAN DO.

Photocopier & Facsimile suppliers

GOLD PATRONS



Exhibitors

Splice
Website Design and Internet Marketing

BRITISH AMERICAN TOBACCO

Manufacturers

Taylor Made
COMPUTER SOLUTIONS

IT support service company delivering comprehensive solutions and managed services

RADCLIFFE & CO
Independent Financial Advisers
FIA 1996

Independent financial Advisers, Corporate & Personal Benefits



ABP
Southampton
Port Authority

LEAD FORENSICS

diguru
Print & copy business
Digital Printing Specialists

greenhouse
Design & Print
Print and Design

BISHOPS
PRINTERS

Print. Perfected

HAMPSHIRE CHRONICLE
Newspaper

Daily Echo
Newspaper

one2create
MARKETING | WEB | CREATIVE

HAMPSHIRE FARE
FOOD DRINK CRAFTS
Proud to champion local

SILVER PLUS PATRONS

Bond Dickinson

LCM
The place to go for marketing

PR, Marketing and Graphic Design

CHEWTON GLEN
Luxury Hotel & Conference Centre

INCA
Marketing, Branding & Website Designers

BLAKE MORGAN
Solicitors

Beaulieu
Much more than a Motor Museum

SILVER PATRONS

HOBBS
ESTABLISHED 1884



BRONZE PLUS PATRONS

Mayflower
Theatre

Southampton Airport

WNO WELSH NATIONAL OPERA
CENEDLAETHOL CYMRU

Locketts
TRAVEL

RED FUNNEL
SOUTHAMPTON

Ship Owners,
Passenger Ferry
Services

MARRIOTT
Hotel

halo
CONFERENCES
& EVENTS

University of Portsmouth
Business School

Southampton
FOOTBALL CLUB

WILKINS • KENNEDY
CHARTERED ACCOUNTANTS
& BUSINESS ADVISERS
Accountants &
Business Advisers

Grand Harbour Hotel
Southampton
Grand
Harbour Hotel

ageas
The ageas Bowl

the business collective
Making it easier to make a difference.

Mercure
HOTELS
Hotel & Conference
Centre

Little Van Gogh
Transforming Offices using
Original Artwork



Photo courtesy of Jeni Clegg.

WNO WELSH NATIONAL OPERA
CENEDLAETHOL CYMRU

Hampshire teenagers create their own opera with WNO

Teenagers from Hampshire have recently worked with **Welsh National Opera** to create and perform their own operatic piece and gain insight into the creative process of opera.

The project began in January 2015 with a taster weekend followed by a 5-day residency during February half term. WNO artists worked with 35 teenagers aged between 13 and 18 to create their own opera, using fairytales and magic as a foundation, themes which featured so prominently in WNO's 2015 Spring season.

Their piece, 'The Witch in the Woods', was showcased to over 70 guests on 20th February including CEO of Hampshire Chamber of Commerce, Stewart Dunn, who said. "We are delighted to be working alongside WNO in supporting their important work in skills, training and development of young people in Southampton."

On 28th March the participants and their families attended WNO's performance of Hansel & Gretel at the Mayflower Theatre.

WNO will again work in partnership with Mayflower Engage during the 2015/2016 season engaging young people in Hampshire in a project based on WNO's new commission, In Parenthesis, which is based on David Jones' epic poem about the Battle of the Somme and is the basis of this new opera commissioned by WNO for the centenary of the battle in the summer of 2016. ■



Become a Patron

If you are interested in becoming a Patron of Hampshire Chamber of Commerce, please contact: Maureen Frost, Deputy Chief Executive.

Email: maureen.frost@hampshirechamber.co.uk for full details of the packages available.



Chamber Training

For all your training needs

Date	Event	Venue
April		
7 April	Successful Supervisor Session 2	Fareham Office
8 April	Running Motivational Appraisals	Fareham Office
22 April	Import Procedures	Fareham Office
28 April	How to Deliver Excellent Customer Service	Fareham Office
29 April	INCO Terms 1/2 Day Workshop	Fareham Office
May		
12 May	Emergency First Aid at Work	Fareham Office
13/14 May	Export Starter	Fareham Office
19 May	Successful Supervisor Session 3	Fareham Office
June		
9 June	Social Media – Intermediate Workshop	One2create Office
10 June	Basic Bookkeeping and Accounts	Fareham Office
11 June	Finance for Non-Financial Managers	Fareham Office
17 June	Confident Telephone Sales	Fareham Office
19 June	Win Business – Connect with Humour	Fareham Office
23 June	Export Documentation	Fareham Office
30 June	Letters of Credit	Fareham Office

 To find out more information on the courses we can offer visit our websites or contact our training departments

Fareham office.

Email train@hampshirechamber.co.uk

Tel **01329 242420.**

With substantial discounts for members you won't find better value locally!



Flexible Degrees in Business

The Day Release Degree in Business Studies (DRD) from **Chichester University** is a flexible way for employees to gain a BA honours degree in Business Studies.

What's in it for employers?

The DRD helps develop employees in a practical, pragmatic way focussed on business goals, whilst enabling them to get a recognised qualification.

- **Direct impact** – you will benefit from work-related projects focused on business objectives and it enables students to make a real difference whilst learning.
- **Increased loyalty** – supporting employee development has positive effects on personal motivation and retention.
- **Innovation** – your organisation benefits from innovative ideas and approaches as the student gets access to the latest ideas and applications.
- **Talent management** – grow your employees to become high performers.

How does it work?

- Students study one day a week for the first three years. The fourth year comprises a tutor-supported project.
- Mix of business and skills based modules with most assignments being work related. Subjects include finance, management, marketing, HR and operations.
- Students are supported by a tutor and a work based mentor.
- Employers typically contribute a proportion of the course fees depending on circumstances.
- All tutors have worked in business and access the latest ideas and approaches.

Costs

£5,760 per year for the first three years. £6,375 in final year.

What's in it for employees?

- Direct impact on your business and enhance your career.
- No end of term exams – all course work is assignment-based.
- Many students contribute new ideas, new approaches to their business.
- Many students are better able to do their job.

What people say

"It's about investing in the young today to give you the managers of tomorrow. We are really pleased with our student, Anna-Marie; she has exceeded expectations and is already making an impact." Nick Munday, Managing Director, Classic Collection Holidays.

"The Day Release Degree is an amazing experience. It gives you the vital experience that employers look for alongside your qualification." Anna-Marie Hillard, Classic Collection Holidays.

For more information contact Andrew Adams - University of Chichester - **07796 655247** - a.adams@chi.ac.uk.

Basingstoke ITEC

Celebrates

In the words of an apprentice's parents, when their son secured employment, 'You're a great team and you earn every penny twice over (it's nice to see public money well spent...)'.

Basingstoke ITEC has been awarded the MATRIX standard, which measures advice and support for individuals in their choice of career and we are one of a handful of companies to receive the GOLD IIP twice.

In October 2014 we celebrated these awards and a move of office and shared the event with apprentices past and present and their employers.

Basingstoke ITEC is a leading government funded apprenticeship training provider, offering quality training by



assessors who are conscientious and motivated. We would welcome the opportunity to meet new employers wanting a positive experience of recruitment and delivery of an apprenticeship in technical I.T., Business Administration and Customer Service.

Please contact Shirley Ducker:
shirleyd@basingstokeitec.co.uk, tel: **01256 471161**.

University of Portsmouth Placement Schemes



Portsmouth Business School

The school has a placement year option on all of its courses and subject areas include accounting and finance, business management, international business, economics, law, marketing, human resource management, business information technology, business enterprise development, hospitality management and hospitality management with tourism.

T: **+44 (0)23 9284 4055**

E: pbs.placements@port.ac.uk

Faculty of Creative and Cultural Industries

Students are interested in various degree-related work opportunities including placement years, summer internships, part-time work and short-term work experience.

Subject areas include: animation, computer animation, digital media, web design, virtual reality, music, audio, film, television, video production, computer games, programming, media, creative and media writing, drama, graphic design, illustration, photography, fashion &

textiles, art, architecture and interior design.

T: **023 9284 5181**

E: cci.placements@port.ac.uk

Faculty of Humanities and Social Sciences

The Faculty of Humanities and Social Sciences offers placement years on all of its courses and also has a work experience unit called 'LiFE' which requires the students to undertake short term internships during the summer or term-time. Subject areas the Faculty covers include languages, criminology, politics, sociology and research, education and childhood studies, history, journalism, English and international development.

T: **023 9284 6179**

E: hums-placements@port.ac.uk

Faculty of Technology

The Student Placement and Employability Centre (SPEC) advertises paid work experience and placement roles to Faculty of Technology students. Subject areas include: civil engineering, construction

management, quantity surveying, property development, computer science, software engineering, web technologies, digital forensics, electronic engineering, computer engineering, telecommunications, data communications, computer networks, mechanical and manufacturing engineering, product design, petroleum engineering, theoretical mathematics, logistics, financial management and statistics.

T: **023 9284 6263**

E: tech.placements@port.ac.uk

Faculty of Science

The Faculty of Science is comprised of eight Schools/Departments. Each school has strong research areas and a commitment to employability, with many courses offering mandatory or optional work placements for work related units and/or a full sandwich placement year. Placement lengths can vary from a number of weeks to a full academic year in a wide variety of settings.

T: **023 9284 5530**

E: sci.placements@port.ac.uk



Apprenticeships are great for business!

As part of National Apprenticeship Week **Eastleigh College** recently facilitated an insightful employer lunch, where local employers were invited to hear the business benefits of taking on an apprentice, directly from some of the College's current apprenticeship employers.

The event, which took place at the College's Red Carpet Restaurant, saw over 30 individuals, including a range of local employers, join together to understand what apprenticeships are, how they can be of value to the individual learner and why they are great for business.

As well as the guest employer speakers, attendees were also given a welcome address by Dr Jan Edrich, Eastleigh College Chief Executive and Principal and an overview of apprenticeships by John Pratt, Head of Eastleigh College Training Agency (ECTA).

Speaking after the event Dr Edrich commented "With over 8,000 apprentices currently in learning with Eastleigh College, we really felt as though we were best suited to shout about the real benefits that employers can get from modern apprenticeship programmes. For us, today's event really does help to prove that there has never been a better time to recruit an apprentice!"

Mims Davies, Conservative Prospective MP for Eastleigh Constituency, added "It was fantastic to be at the event to celebrate Eastleigh College having 8,000 apprentices in training during National Apprenticeship Week. This skills and training opportunity is good for business and helps grow our economy."

For more information on the support available in recruiting and employing an apprentice, as well as the range of apprenticeship courses offered at Eastleigh College, which now includes over 50 different subject options, please visit www.eastleigh.ac.uk or telephone **023 8091 1000**.

Aspiring female design engineer takes on apprenticeship



Southampton resident Shannen Birks is kicking-off a career for herself as a mechanical design engineer with help from **City College Southampton**.

The 22-year-old, from Bitterne, is undertaking her HND apprenticeship qualification – which is equivalent to a foundation degree – and training with one of the region's top mechanical and electrical engineering firms, Henderson Green.

Shannen, who hopes to progress to being a top mechanical design engineer, was attracted to an apprenticeship as an alternative to university as she felt it would prepare her better for real-life, working situations that occur day-to-day and meant that she could earn and learn at the same time.

She said: "I have worked since I was 16 but I knew that to get to where I wanted to be I needed a challenge that would allow me to earn money while learning. I was lucky enough to obtain a position at such a fantastic company."

Shannen will be 23 when she finishes her apprenticeship. She said that starting an apprenticeship was an easy process and helped by doing so close to home, through City College.

"City College has fully supported me through the process and I've had an abundance of help from both my tutors and the team at Henderson Green.

"I chose the college in the first place as they have such a great selection of courses and offer so much help throughout an apprenticeship. I was also attracted to the fact that they work with Henderson Green.

"As soon as I started with the firm I felt instantly welcome and part of the team. It's an amazing atmosphere to work in and with a family-like feel."

To find out what apprenticeship opportunities are available at City College visit <http://www.southampton-city.ac.uk/apprenticeships/>





University to deliver **trailblazer higher and degree apprenticeships**

Southampton Solent University is looking forward to building on its partnership with Balfour Beatty as the company confirms its commitment to recruiting a first year total of 80 'Higher and Degree' apprentices. The apprentices will be the first cohort to benefit from the new 'Trailblazer Higher and Degree Apprenticeships' developed by a consortia led by Balfour Beatty. The University is one of 12 educational institutions able to deliver these exciting new qualifications.

John Barfoot, Academic Leader (Built Environment) for the University's Maritime and Technology Faculty says: "This new qualification is a perfect match for our current HNC and accredited part-time degrees and offers an excellent alternative to full time education for students. We are impressed with the way the team has designed the qualification so that the education element dovetails with the part-time current academic provision.

"Southampton Solent has many years' experience in the delivery of part-time professional courses and is committed to the delivery of Higher and Degree apprenticeships. From September this year, the University will be one of the first in the UK to offer Level 4 Higher Apprenticeship and Level 6 Degree Apprenticeship across a variety of construction-related disciplines."

The University's expertise in developing apprenticeship degrees is certainly not restricted to the

construction industry as Professor Suzanne Dixon, Head of School Communications and Writing explains: "We put in a bid to be part of the apprentice scheme for the Creative Industry through Skillset Sector Skills council and became the lead partner.

"We are currently developing trailblazer higher degrees in journalism, advertising and, more recently public relations. At the moment these are offered as accelerated two-year degrees because the competencies need to be carefully evaluated to ensure they meet the demands of the degree.

"We have worked with newspaper editors and creative agencies to develop this new and exciting initiative, and have been pleased with the support we have received from advertising and public relation's agencies and newspaper groups. We look forward to welcoming our first students in September 2015." ■



Ashcroft Arts Centre wins
Heritage Lottery Fund for

arts and technology project

The Ashcroft Arts Centre and Hampshire Cultural Trust are excited to announce that they have recently received a **grant of £40,200** from the Heritage Lottery Fund's Young Roots programme to run an innovative new project entitled No Facebook? OMG!

The project will involve up to 45 students from local colleges in Fareham, Eastleigh and Gosport who will work together to produce an installation at Westbury Manor and Gosport Discovery Centre exploring the way technology has impacted teenagers since the 1970s.

The project will see the young people engaging in heritage and the arts by working with museum staff and professional artists to research their exhibition and produce creative content for the final installation. Running as a weekly after school project the students will take part in oral history sessions, work with collections experts from Chilcomb house in Winchester and receive input from academics and experts from the University of Southampton and IBM.

This project will examine life as a teenager in the 1970s, 80s and 90s with specific focus on the way technology has influenced every day life for teenagers in those years. If you are a college or individual interested in finding out more about this project, contributing or getting involved then you can contact Lorna Franklin at the Ashcroft Arts Centre. ■



Have you got what it takes to be the **winning team?**

Regional charity **Autism Hampshire** is excited to announce that it has exclusive use of Thruxton Kart Centre near Andover on Friday 3rd July 2015 from 9am-3pm for a fun-filled Le Mans style Go-Karting Challenge.

With a team of up to six costing just £350, this is the perfect event for a group of friends, to entertain clients or for team building. Team entry includes coffee and bacon rolls, a 2.5 hour team endurance race and post-race BBQ and prize-giving. There will also be the opportunity to win some quality prizes in our raffle.

Thruxton is one of the best kart circuits in the country. It is fast, challenging and requires commitment and stamina. The 13bhp Thunderkarts can reach speeds up to 60mph – this is real racing and is guaranteed to bring out your competitive nature.

For more information and to book contact Georgia O'Rourke on **01489 880881** (ext 208) or **georgia.orourke@autismhampshire.org.uk**. 📞

Planning for **continued success**



Adams Hendry Consulting Ltd is celebrating a very successful year since its new management team took charge of the company, with a steady increase in turnover, and a new image and website (www.adamshendry.co.uk).

Established in Winchester in 1992, Adams Hendry has grown in size to 25 staff. It is one of the largest independent town planning consultancies in the region. Emma Barnett, Andy Blaxland and Philip Rowell completed a management buy-out from the former owners in 2013.

From residential, commercial, water and wastewater to energy, ports, road and rail, Adams Hendry works for public and private sector clients across the country. Its projects range from individual houses to £600m infrastructure schemes.

With a reputation for high quality advice and service, Adams Hendry prides itself on securing planning permission through hard work and negotiation. It works closely with clients, local councils, and communities who may be affected by developments to identify concerns and seek to address them.

With the wider economic improvements, Adams Hendry's work programme is increasing into 2015.

Andy Blaxland said "Having secured our independence in 2013 we are delighted with the success we have seen this year. Adams Hendry is passionate about the work it does for its clients, and looks forward with confidence for the future. Our new image and website reflect this, and we invite people to come and see how we can help deliver their projects". 📞

Bishopswood Golf Course welcomes new international competition winning Head Chef

Bishopswood Golf Course, situated on the north Hampshire and west Berkshire border, is delighted to welcome new Head Chef Neil Perkins to run its stunning Sands Restaurant.

Neil brings with him thirty years of cooking and management experience and is a past winner of the Aramark International Chef competition. Until recently, he was Executive Head Chef at Bramshill Police College, where he had the opportunity to cook for members of government, overseas dignitaries and members of the Royal Family. Neil has created an entirely new and delicious

menu for the Sands Restaurant.

Situated just 15 minutes from the M3 and M4 motorways, Bishopswood Golf Course offers excellent meeting, training and conference facilities with day delegate rates including a two course lunch from just £24.95 per person. For further details please contact Events Coordinator Jennie Nunne on **01189 408600**. 📞



Chamber Awards will showcase **best of British business**

Businesses across the UK are invited to showcase their talents and achievements – with the chance of winning a £10,000 cash prize in the 12th annual Chamber Awards.

The prestigious competition recognises and promotes the best of British business through a series of regional heats, culminating in a Gala Awards dinner, which will take place in London on 26th November.

For the first time in its history, the Chamber Awards will include an 'Education and Business Partnership Award', which will celebrate the efforts of schools and colleges to engage with their local business community. The award supports the wider activity that Chambers of Commerce are already doing around the country to bridge the gap between the world of education and the world of work.

Companies can enter into eight categories, covering exports, small business, people development, technology, high-growth firms, community, young people and partnerships with the education sector.

- Small Business of the Year
- Export Business of the Year
- High Growth Business of the Year
- People Development Award
- Best Use of Technology to Improve Business Performance
- Education and Business Partnership Award
- Business in the Community Award
- Young Person in Business Award

To enter online, go to www.chamberawards.co.uk or for further information you can contact the Chamber Awards team on **020 7654 5800**, email awards@chamberawards.co.uk or follow [@britishchambers](https://twitter.com/britishchambers) on Twitter. 📌



Maureen Frost, Deputy CEO of Hampshire Chamber, presenting Just Develop IT with the Employer of the Year Award

Chamber Members Fly the Flag

at Portsmouth Business Excellence Awards

Hampshire Chamber would like to congratulate all of the members that received recognition for their achievements.

Maureen Frost Deputy CEO said: "As a sponsor and judge for the awards I know how high a standard we were looking at this year and these companies stood out for their categories."

"We would now encourage all of our successful companies to consider entering the Chamber Awards 2015 which are judged at regional level."

Lucketts Travel – winner of Large Business of the Year

Mercator Media – winner International Development

Mercator Cargo Systems – Highly Commended International Development and winner Team of the Year

Land Securities (Gunwharf Quays)

– Highly Commended Community Contribution

Mary Rose Trust – winner Hospitality Leisure and Tourism

Silver Lining Convergence – winner Innovation of the Year

Precision Creative Media – Highly Commended Small/Medium Business of the Year

The most prestigious award of the night went to former Lord Mayor and Portsmouth Chamber President Cheryl Buggy for her work in media and education and for driving forward Shaping Portsmouth. 📌

Colour Me Happy Run



Have you ever wanted to take part in a fun run where by the end of the course you end up covered in multi-coloured paint? Yes? Well now is your chance! This year marks the second ever paint run in Portsmouth! **On 28th June** in Queen Elizabeth Country Park, runners will start the race in white t-shirts and will finish transformed into all different colours.

There are two different routes, 2.5km and 5km, and the race is open to all ages and abilities; there are even activities for spectators as well. You can also raise money for a charity of your choice!

The event is being organised by LinkedUp Fundraising in Old Portsmouth. Clare Lay, MD, says "We are very excited about this event and hope that we will see lots of people take part. We are very excited about doing something positive for Portsmouth which is going to be great fun. I would urge people who haven't run a paint run before to have a go!"

The event promises to be a great day out. For further information please go to **www.colourmehappyrun.co.uk** or call **Clare on 02392 814875**.

Volunteers are also needed to throw paint during the run so please get in touch! ■

Southampton accountant celebrates

25 year milestone of sporting challenges



An accountant from a top UK firm has just announced that he will be celebrating his 25th consecutive year of sporting challenges for charities around Hampshire, hoping to raise a total of **£250,000** by the end of the year.

Bruce Elkins, from Totton, is a Partner at the Southampton office of top-20 UK accountancy firm Wilkins Kennedy LLP. This year he will swim, cycle and run his way through more events to the 25 year milestone finish line.

His story begins back in 1991 after his mother sadly passed away from cancer. Bruce took on the Totton Triathlon in the June of that year and never looked back. The aim this year is to raise £25,000 for the 25 years of fundraising, which would bring the total up to £250,000.

2015 will see Bruce swim 25 miles, run 250 miles and cycle 2,500 miles over a year of events. This adds to several of his previous sporting challenges, including a mammoth route which took place in 2014, seeing Bruce and 20 others cross France on their bikes from

Ouistreham in the North to Port de Sete in the South, covering more than 800 miles in 7 days. He successfully raised more than £4,000 for Southampton-based charity, Rose Road Association

Bruce said: "I have always believed in giving back as much as I have taken from life as you don't know what is around the corner. The aim is to raise £25,000 this year to celebrate the 25 years, so that I can reach a total of £250,000 overall. It will then be time to take a rest!"

Adam Wilson, Local Managing Partner for Southampton and Portsmouth, said: "We are all fully behind Bruce as he takes on his challenges for 2015 and we couldn't be more pleased with Bruce's success of fundraising in the local community. We are all proud of him and wish him all the luck he needs in 2015." ■





New faces build on

Glanvilles' property success

Glanvilles is delighted to announce three new arrivals to their Property Services team. The new additions are Diane Nicholls, Gareth Maddern and Jennifer Hatchard.

Diane is based at Glanvilles' new Chichester office. Qualifying as a solicitor in 1991, she has specialised in residential conveyancing, development work, rural properties and leasehold enfranchisement.

Jennifer Hatchard joins Glanvilles' Fareham office with over 15 years' experience in residential conveyancing. Twelve of these years were spent working for a local firm in Fareham and Southampton where she gained experience in all areas of conveyancing.

The third new member of the Glanvilles' Property Team is Gareth Maddern. Gareth graduated in Law with honours from the University of Portsmouth in 2012. He is an Associate Member of the Chartered Institute of Legal Executives and is experienced in working with both commercial and residential property.

With these new additions to their Property Team, Glanvilles looks forward to improving yet further their high levels of customer satisfaction with the highest standards of efficiency and service. ■



Time for a

Bookkeeping Healthcheck?

Farnborough based **Bookkeeping Clarity** has been helping small businesses improve their financial control for over 30 years.

Many small businesses don't have the benefit of a trained bookkeeper and struggle to make sense of the data provided from their accounts package. And that's just one area where Bookkeeping Clarity can help.

Bookkeeping Clarity offers a 'Bookkeeping Healthcheck', where you'll receive an overview of how to improve your financial processes as well as bookkeeping and software training, software set up and full data migration. Its handy Q&A sessions are perfect for anyone with a good system in place but with unresolved questions or queries relating to bookkeeping practice, accounting software or regulations and reporting requirements.

"Our specialist bookkeeping training, support and Q&A sessions help businesses take control of their finances, improve efficiency, boost cashflow and ultimately help them achieve business clarity," said owner, Sheelagh Lyons.

For a limited time, book a one-off Q&A at just £75 for Chamber Members. For more information, visit www.bookkeepingclarity.co.uk. ■



Julian strengthens property team at Verisona Law

Commercial Property specialists at Portsmouth legal practice, **Verisona Law**, are welcoming a new member of the team, Julian De Giovanni, who brings with him over a decade of experience in property law.

Julian has made the move from Downie & Gadban Solicitors in Alton, where, despite the impact of the recent economic recession, he successfully built a profitable residential development practice with smaller, bespoke developers.

Julian comments, 'It is good to be part of a bigger firm, but one that is not so big that it has lost its

character and drive. Verisona Law is commercially orientated, has the right attitude and some great people to work with. I have always enjoyed working in property. Whether residential or commercial, it can be stressful, but it is often a source of great positivity and excitement for the people involved. It's always nice to be a part of that.' ■



Chamber Foreign Exchange

Saving Chamber members money on international payments

The British Chambers of Commerce has partnered with exchange experts, Moneycorp to provide money saving foreign exchange to chamber members. If you have international payment requirements Moneycorp can help you save hundreds, thousands, even tens of thousands every year.

Key Benefits

- ◆ **Bank-beating exchange rates** – typically as much as 4% better than the banks.
- ◆ **Expert market guidance at the end of a phone** – Moneycorp's professional currency dealers can guide you through the foreign exchange market.
- ◆ **Fast online money transfers 24/7** – trade at convenient times with online accounts and live rate information.
- ◆ **Safeguarded client funds** – Moneycorp is authorised and regulated by the Financial Conduct Authority to provide payment services and safeguards all client funds in segregated customer accounts.

Exclusive Member Package

- ◆ **Free foreign exchange health check**
Free assessment of your business's foreign exchange requirements, to help you pin-point where you could improve your margins.
- ◆ **Low transfer fees**
Our fees start from just £5, a substantial saving over the £20-£40 that banks typically charge.
- ◆ **Free account opening**
Buy and sell any of 35 currencies.

Chamber Foreign Exchange will assess your:

- | | | |
|------------------|---|-----------------------|
| ◆ Exchange rates | ◆ Speed of payments | ◆ Credit terms |
| ◆ Transfer fees | ◆ Impact of currency movements on your payments | ◆ Online capabilities |

Get in touch

To talk to us about our services call **0808 1635 138**
email chamberfx@moneycorp.com visit www.moneycorp.com/chamberfx



© TTT Moneycorp Limited 2014

DES1973



Member Offers

Members of Hampshire Chamber of Commerce offer discounts and deals to individuals and businesses.

45% Discount Off Delegate Rate

Chewton Glen Hotel & Spa

Chewton Glen were awarded silver at the M&IT Awards for the Best UK Hotel 2015. As our way of saying thank you for voting, they would like to offer you 45% discount off the 24 hour delegate rate for bookings made for March and April 2015. For more information please call **01425 275341**. Simply quote M&IT Hampshire Chamber on booking. ■

Discounted Conference Room Hire

Winchester BID

Hampshire Chamber Members can enjoy discounted use of the modern conference room at the Winchester Business Centre, managed by Winchester BID. Located on Parchment Street in the heart of Winchester this 12 seat conference room comes equipped with a 50" LCD television and complimentary refreshments for just £10 + VAT per hour. Call **01962 841000** or email enquiries@winchesterbid.co.uk for details. ■

Free Consultation & 10% Off Printing Services

GottaBe Marketing

GottaBe Marketing is pleased to offer a free marketing consultation to all Hampshire Chamber of Commerce members, as well as 10% off printing services including flyers, business cards and leaflets. To enquire please email hello@gottabemarketing.co.uk and quote HCC10. For further information on our services visit our website: www.gottabemarketing.co.uk. ■

Reduced Day Delegate Rates

Bishopswood Golf Course

Reduced Day Delegate rates between April and September 2015; book one of our function suites and pay just £24.95pp. Rate includes tea/coffee/biscuits, buffet lunch, Wi-Fi and standard room equipment. Want to play nine holes of golf either before or after the meeting? Just £15.00. ■

Join Online & Receive 25% Discount

Diabetes Research & Wellness Foundation

The Diabetes Wellness Network is a growing group of subscribers with type 1 and type 2 diabetes or others with an interest in diabetes. Subscription is renewable each year. Join online and receive a 25% discount on standard subscription rates (usual price: Family £30 / Individual £20 / Retired, disabled, unwaged £10 / Young person £5). <http://www.drwf.org.uk/user/register> ■

10% Off First Booking

TMR Executive Cars

TMR Executive Cars are offering you 10% off your first booking with them. They can provide airport transfers, sporting events, business trips etc with included benefits such as complimentary Wi-Fi, newspapers/magazines, heated seats and refreshments. To find out more contact **07801 993 942**. ■

20% Discount For All Members

Southampton International Airport

Our Spitfire meeting room is the ideal spot to enjoy the unique airport surroundings and is easily accessible. If you are looking for a one-to-one style meeting, some quiet time on your own, or would like to host a training course for up to 30 people, the Spitfire meeting room at Southampton Airport will cater for all your needs. For more information go to the Hampshire Chamber of Commerce website. ■

Q Are you a Chamber Member who would like to appear on these pages?

To make an offer contact us on **01329 242420**, or email coral.benham@hampshirechamber.co.uk. We will need your offer and a logo or image in a jpeg format.

The offers on the website are changing on a regular basis. Please remember to check the website for terms and conditions for each offer. For full information on the offers and others like them please visit our website http://www.hampshirechamber.co.uk/chamber_discounts_offers. **FREE offers as part of your membership**

A warm welcome to our **New Members**

Premier Partners

health@work



Improving Health in the Workplace

Health@Work Centre

 Frances Molloy

Orleans House, Edmund St, Liverpool, L3 9NG

0151 236 6608 • www.healthatworkcentre.org.uk

Health@Work is an independent charity that works with organisations of all sizes to support them in the development of healthier and ultimately happier workforces.

Health@Work provides health and safety support to businesses, which includes audits, policy development and risk assessments.


Workplace wellbeing isn't just a tick box exercise; it's a culture change that can have a great impact on productivity, staff absence and success of an organisation.

Health@Work is currently providing support to businesses with funding from Southampton City Council's public health department, to accredit the Workplace Wellbeing Charter (WWBC). The Charter is an opportunity for employers to demonstrate their commitment to the health and well-being of their workforce and it provides employers with an easy and clear guide on how to make workplaces a supportive and productive environment in which employees can flourish. It provides a clear set of wellbeing standards, taking a holistic approach that includes physical and

mental health, health promotion and ways to evaluate the services and information you are offering. It also aims to share best practice about health and wellbeing within the workplace.

The Charter focuses on three key areas

- leadership, culture and communication
- where even small steps can make a big difference to the health of staff, and therefore the profitability of an organisation.

Health@Work's processes and results have been recognised locally, nationally and internationally by public health specialists, government agencies and of course, employers. We deliver services in new and interactive ways to ensure health and wellbeing is fun and interesting. We always deliver on our promises and provide a professional and efficient service. 

Premier Partners



KONICA MINOLTA

Konica Minolta Business Solutions (UK) Limited

 **Adrian Brooks**

8 Commerce Park, Brunel Road, Reading, Berkshire, RG7 4AB

01268 534444 • www.konicaminolta.co.uk

As a global manufacturer of market leading hardware, we understand how important having the most reliable and user friendly technology is to our customers. But we understand having the best technology does not always deliver the business critical outcomes our customers require.

Underpinned by an award winning hardware and software portfolio, Konica Minolta have heavily invested into creating a market leading pre- and post-sales support team to ensure we continually meet your business needs. Organised business processes and an appropriate infrastructure are fundamentally important to compete in today's markets so best in class teams offer specialist support, advice and consultancy to the commercial, public and governmental sectors providing business solutions to optimise processes regarding the handling and utilisation of information by offering consultancy, implementation of infrastructure and managed services.

Recognising there are no two businesses the same, we pride ourselves on our customer partnerships and tailor our solutions and services to our customer needs, giving them the competitive edge they need to remain at the forefront of their markets.

Konica Minolta Holdings Inc. was established in 1936 and has 36,000 employees with a global reach across 40 countries in Europe, UAE, Asia Pacific, Africa and the Americas. Established in the UK in 1973, Konica Minolta Business Solutions (UK) trades as the UK HQ and is supported with 14 direct sales and service centres along with 130 independent dealerships. ■



**Reach over 13,500 business readers
across Hampshire!**

Get in touch now to find out about our great advertising opportunities.

Call Margaret Race on **02392 295515** or email margaret.race@hampshirechamber.co.uk.



Essential Members

Air Control Southern Limited

👤 Sarah Giffard

Unit 31, Roxan Business Centre,
142 Lodge Road, Southampton,
Hampshire, SO14 6QR

023 8042 1515

www.air-control.co.uk

Air-Control are committed to supplying quality products and services, backed by extremely competitive prices. In line with this, our aim is to provide excellent one-to-one customer relationships, hard to find in today's fast and furious business world. 🍷

Bennett Marine Associates Limited

👤 John Bellamy

Unit 1B, North Road, Marchwood
Industrial Park, Marchwood,
Hampshire, SO40 4BL

023 8066 2150

www.bennettmarine.co.uk

BMA was formed in 1996 and has Associate offices in Belize, Pakistan and Taiwan. These offices in addition to the Associates in the UK and over 30 countries can deliver a bespoke, reliable and professional surveying/cargo superintendents' service. Please contact us to discuss your specific requirements. 🍷

Berlad Graham LLP

👤 Fiona Bee

Suite A The Chambers,
5A The Square, Petersfield,
Hampshire, GU32 3HJ

01730 260703

www.berladgrahamllp.com

Berlad Graham LLP, based in Petersfield, are an evolutionary firm of solicitors who have utilised modern technology to ensure they can work from anywhere in the world at any time in order to meet the needs of the client. Full remote access means that road or rail delays do not break our connectivity. 🍷

Guardian Maritime Limited

👤 Teresa Stevens

Lee on Solent,
Gosport, Hampshire

023 9378 4751

www.guardian-maritime.com

Guardian Maritime Limited, based in Lee-on-Solent, Hampshire, are owners and designers of GUARDIAN™ anti -piracy barriers. The only 100% undefeated piracy deterrent, GUARDIAN is a passive solution against piracy and acts as a high visibility ship protection system. 🍷

Havant Sixth Form College

👤 Anna Zakotti

New Road, Havant,
Hampshire, PO9 1QL

023 9271 4016

www.havant.ac.uk

We help all our students achieve their ambitions through superb teaching, facilities and support from our nationally acclaimed Careers Team. We work closely with local businesses to support the community and to support young people and adults into the work place or to university. 🍷

Help People Buy.com

👤 Mark Moore

Romsey, Hampshire

07456 808800

www.helppeoplebuy.com

Mark Moore helps technical and non-sales people to maximise sales performance quickly. He coaches, trains and consults with businesses who want sustainable improvement in their sales by helping their customer facing, technical and sales people to align better and develop mind sets and behaviours that have them all selling more enjoyably and effectively. 🍷

K3 Consulting & Training Services Limited

👤 Geoff Kontzle

Basingstoke, Hampshire

07530 828594

Based in Basingstoke, K3 Consulting & Training Services is a specialist and professional provider of tailored and open course training programmes for businesses and personal clients. We offer flexible-training options, including classroom-based learning, distance learning and blended learning programmes. 🍷

KJG Consulting

👤 Kevin Gill

Southsea, Portsmouth,
Hampshire

07887 244469

www.KJG-Consulting.com

KJG Consulting builds innovative mobile apps that drive and support digital marketing strategies for small to medium sized enterprises. 17 million UK smartphone users, growing 25% each year, means it's the biggest market place to interact with your customers and attract new ones. Mobile App, the new must have in your marketing mix. 🍷

Mint Signs and Graphics Limited

👤 Warren Beard

Winchester, Hampshire

01962 927 144

www.mintsigns.co.uk

At Mint Signs we supply a full range of signs, graphics and printing from shop fascias, window, vehicle and fleet graphics to banners, posters and stickers. We supply the highest quality to fit your budget and offer our experience and advice on what would be best for your business. 🍷



Essential Members

Miss Mollie's Flowers

👤 Claire Wallace

Hatch Warren,
Basingstoke, Hampshire

01256 321466

www.missmolliesflowers.co.uk

Miss Mollie's Flowers, 'Bespoke Florist', supplying high quality flowers for every occasion. Operating from her unique workshop in her garden in Hatch Warren! A graduate of the Judith Blacklock Flower School, Knightsbridge. Weddings: Hampshire, Berkshire, Surrey, Oxfordshire. 🍷

Operational Synergy Limited

👤 Paul Booth

Wessex House, Upper Market Street,
Eastleigh, Hampshire, SO50 9FD

023 8000 1202

www.operationalsynergy.co.uk

Accelerate your business at Operational Synergy. We are specialists in helping you raise finance and manage your cash flow, recruit and develop your staff, improve management and leadership skills, increase efficiencies and market, attract and keep customers. Contact Paul Booth for further information. 🍷

Saints Foundation

👤 Greg Baker

St Mary's Stadium, Britannia Road,
Southampton, Hampshire, SO14 5FP

023 8071 1947

www.saintsfoundation.co.uk

Saints Foundation is an independent charity aligned to Southampton FC. Harnessing the passion of the Club and its fans we INSPIRE, SUPPORT and DELIVER positive changes and equality of opportunities for young people and vulnerable adults across Southampton and surrounding areas. 🍷

Sandler Training

👤 Paul Sandford

Pinewood, Chineham Business
Park, Crockford Lane, Basingstoke,
Hampshire, RG24 8AL

01256 698309

www.northhampshire.sandler.com

Sandler is a leading global sales training organisation. We work with ambitious companies of all sizes that are looking to grow their businesses and often, they are facing sales related challenges such as wasting time with customers that never buy. 🍷

Solent Business View

👤 Malcolm Archibald

Denmead, Waterlooville, Hampshire

0800 781 5799

www.solentbusinessview.co.uk

Solent Business View Magazine is a high quality A4 magazine delivered FREE to over 5,000 businesses in the Portsmouth area. The back editions can be found at **www.solentbusinessview.co.uk** 🍷

United Business Centres (Southampton) Ltd

👤 Sarah Brackpool

Enterprise House, Ocean Village,
Southampton, Hampshire, SO14 3XB

023 8033 1666

www.unitedbusinesscentres.com

UBC provides serviced offices, virtual offices, meeting room hire, flexible working solutions such as co-working spaces, hot-desks and day office hire. With a head office in Solihull, UBC currently operate nine locations spread across the UK, from Warrington to Henley-in-Arden, providing over 500 businesses with an office base in professional quality buildings. 🍷

Tickling Trout

👤 Jon Newlyn

Andover, Hampshire

01264 335470

www.ticklingtrout.com

Tickling Trout provides digital marketing solutions including email campaigns, websites, whiteboard animations and retail loyalty apps. 🍷

Basic Members

Globus HR Consulting Limited

👤 Sarah Hayward

Winchester, Hampshire

0870 4464 360

www.globushrconsulting.co.uk

Human Resource Consultants,
Training & Consultancy Organisation 🍷

Large and Gibson Solicitors (Southsea)

👤 David Batts

Southsea, Portsmouth,
Hampshire

023 9229 6296

www.largeandgibson.co.uk

Legal Services, Solicitors 🍷

MPM2 Limited

👤 Fiona Partridge

Unit 7 Mountbatten Place,
Ellis Square, Selsey,
West Sussex, PO20 0AY

01243 604420

www.mpm2.co.uk

Promotional gifts and packaging,
Corporate Clothing 🍷



**I DON'T NEED A
SHOP FRONT
I HAVE A WINDOW
TO THE WORLD**

**AS A CHAMBER
MEMBER I'M WELL
CONNECTED**

If it's understanding how to make the most of opportunities online or the right advice to keep your business growing around the world, belonging to your local Accredited Chamber of Commerce means you are always well connected.

Visit www.hampshirechamber.co.uk to see how we can support your business.

#JOINYOURCHAMBER

