

THE CHAMBER

THE BUSINESS MAGAZINE FOR EAST CHESHIRE

April 2013 / Issue 40



FANTASTIC EVENING AT THIS YEARS BUSINESS AWARDS

BUSINESS OF THE YEAR AWARD
WINNERS 2013 - DIAMOND ELECTRONICS



GOLF DAY
11TH JUNE 2013

Fiona Bruce MP speaks about
The Congleton Link Road in Parliament



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David Watson
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Jackie Randles
Chamber Manager



Tim McCloud
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David Gladman
Board Member



Dermot Callinan
Board Member



George Hayes
Board Member



Mike Doran
Board Member



Rebecca Wakefield
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EVENTS CALENDAR

Make Exporting to Russia Easy
Meadowside, Mountbatten Way, Congleton, Cheshire CW12 1DY
2nd May 2013 08.30 am – 12.30 pm

Thursday Thirty
Malkins Bank Golf Club, Malkins Bank, Sandbach, Cheshire CW11 4XN
23rd May 2013 08.30 am – 10.00 am

Annual Golf Day
Wychwood Park Golf Club, Weston, Crewe, Cheshire CW2 5GP
11th June 2013 Registration 11.15 am

Thursday Thirty
Congleton Museum, Market Square, Congleton, Cheshire CW12 1ET
4th July 2013 08.30 am – 10.00 am

Thursday Thirty
Barclays Bank plc, Radbroke Hall, Knutsford, Cheshire WA16 9EU
15th August 2013 08.30 am – 10.00 am

Thursday Thirty
Crossroads Care Cheshire East, Overton House, West Street, Congleton
Cheshire CW12 1JY
12th September 2013 08.30 am – 10.00 am

Chamber Open Day
Congleton Town Hall, High Street, Congleton, Cheshire CW12 1ET
26th September 2013 09.00 am – 14.00 pm

Thursday Thirty
Details to be confirmed
7th November 2013 08.30 am – 10.00 am

Christmas Lunch
Pecks Restaurants, Newcastle Road, Congleton, Cheshire CW12 4SB
6th December 2013

Please email Jackie.Randles@eastcheshirechamber.co.uk for further details and booking forms.

Chairman's Comments

This time last year I wrote in this column of the great success the Business Awards were and that they were the best awards night ever. I was wrong, because this year's awards surpassed even last year's success. The quality of this event continues to grow and one wonders what can be done to take it to another level. The answer, of course, is wait and see!

I would like to offer my congratulations to all of the winners and thank everyone for taking part so enthusiastically in the Chambers big event of the year. Our next major event is the Golf Day which again will be held at Wychwood Park. We hope to see many teams joining us on the day, hopefully some new faces to challenge for one of the sponsored prizes.

On the business front, it is not all good news. The announcement of so many job losses to come to the AstraZeneca site is seriously bad news for the area. The Chamber will do whatever it can to support the businesses affected by this reduction in the activity at Alderley Park and also work with our neighbouring Chambers on any initiatives that are developed to help those affected.

Thank you for your continued support of East Cheshire Chamber of Commerce.

Marie Shenton
East Cheshire Chamber of Commerce & Enterprise

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Inserts (leaflets) per 2300+ distribution	£265.00	£318.00

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IT'S NEW... AND IT'S LOCAL!

Although the Chamber Legal Helpline has proved to be very popular with our members, our pride in our local businesses was at odds with the fact that the service was provided by legal advisers outside the area. Thanks to our new arrangements we are delighted to announce that the service is now provided through one of our own members.

Myers & Co, Solicitors, have taken over the operation of the Helpline so that members simply dial a local number for 15 minutes of free advice, given by a lawyer with expertise in the relevant area of work. Where help is required beyond the 15 minutes, it is provided at a special rate for Chamber members.

The Helpline is available from 9:00am to 5:30pm Monday to Friday.

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Securing jobs
& a future for
the local economy

Fiona Bruce MP (Congleton) stands up for the proposed Congleton Link Road in Parliament supported by David Rutley MP (Macclesfield).

Opening her speech in Parliament, Congleton MP, Fiona Bruce drew the House's attention to the proposed Northern Link Road; explaining that "The potential benefits had been excellently summed up in an appropriately titled document 'The key to unlocking Cheshire East: Securing jobs and a future for the local economy' which was produced by the forward thinking partnership of Congleton Business People and the East Cheshire Chamber of Commerce, collectively called the Link 2 Prosperity Group."

Fiona went on to say that "...the road would improve connectivity right across East Cheshire by improving links to Manchester Airport, the M60 and the M6" and that "The benefits of the road involve far more than traffic improvements alone. Its route North of the town would open up much-improved access to industrial and business park sites that are small, land-locked, in poor condition and under-occupied, which means that existing businesses looking to expand are being forced to relocate."

Fiona highlighted that the improvements the Link Road would bring are also mentioned in Cheshire East Council's draft development strategy; which states in the foreword that the Council has a "...a jobs-led strategy, supported by improved connectivity through sustainable infrastructure such as the... Congleton Link Road". It then goes on to say that the strategy "...seeks to promote the right conditions for job growth-by boosting the delivery of existing major employment sites, improving connectivity and identifying new areas for future investment and expansion".



Following her speech, Macclesfield MP, David Rutley added, "I agree wholeheartedly that the Congleton Link Road will be vital in improving connectivity in East Cheshire and stimulating economic growth".

As a result of the evidence gathered by the Link 2 Prosperity Group, which includes support from over 70 businesses and 950 local residents, Fiona Bruce MP has asked that this issue be raised by the Minister with colleagues in the Department of Transport in order to take the proposal to the next stage.



"The Congleton link road would reduce the daily traffic congestion in the centre of Congleton that impedes businesses, residents and schools"

Fiona Bruce MP



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Cheshire HR Service has completed its relocation to Riverside Offices at Mountbatten Way, Congleton.

Earlier this month the service, which provides back-office HR services to NHS organisations including East Cheshire NHS Trust, was acquired by global business process outsourcing partner arvato UK & Ireland.

Sally Campbell, Managing Director of Cheshire HR Service, said: "The new office is light and spacious and suits our needs perfectly. Our employees have been made to feel very welcome and the Riverside team have been supportive and helped us to settle in".



The centre is staffed by HR consultants, Learning and Development and HR Administrative professionals and specialists with extensive experience in delivering people management services to the NHS and other organisations. Its services include Recruitment, HR IT Systems and Solutions, Learning and Development and Employee Relations.

RAISING MONEY FOR RUBY'S FUND

On June 6th Isabel and Andrew Burrows of Acorn Occupational Health Ltd are cycling from Prestwick to the island of Skye.

The challenge will take place over 3 days:
Day 1 Prestwick to Inveraray (81 miles)
Day 2 Inveraray to Resipole (73 miles)
Day 3 Resipole to Portree (87 miles)

The intention is to raise as much money as possible for Ruby's Fund. If you would like to donate please do so through <http://uk.virginmoneygiving.com/team/AndyandIsabel>





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Ruby's Fund is a small non-profit making charity run by volunteers. We are reliant upon voluntary donations and local SkillShare support. With the generosity of our supporters

we have raised over £50,000, but we still need to raise more to open our centre.

Please have a look at our website to see how you can support us with our mission. We regularly hold fundraising events and appreciate donations of prizes for raffles, auctions and tombola.

Ruby's Fund is thrilled to be East Cheshire Chamber of Commerce & Enterprise Charity of the Year. We are looking forward to a busy and productive 2013!

www.rubysfund.co.uk

£50,000 RAISED SO FAR



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BUSINESS AWARDS | 2013 |

ONCE AGAIN SOME OF THE FINEST BUSINESS PEOPLE PACKED INTO CRANAGE HALL IN HOLMES CHAPEL ON 22ND MARCH, FOR THE ANNUAL EAST CHESHIRE CHAMBER OF COMMERCE BUSINESS AWARDS.

The awards have established themselves at the top of the Cheshire Business social calendar with 250 people attending.

Nominations were as strong as ever and new categories opened up opportunities for a wider range of businesses from different sectors to be nominated. There were 14 categories in all and the winners' pictures can be seen on page 10.

The atmosphere in the room was buzzing and the enthusiasm never fails to amaze.

The list of dignitaries read like a who's who of Cheshire with Lord Lieutenant of Cheshire, Mr David Briggs MBE, The Mayor of Cheshire East, Councillor George Walton and his wife Lady Mayoress Veronica Walton all in attendance. Our constituency MP Fiona Bruce was there supporting businesses as usual along with the Mayor of Congleton, Councillor Sally Holland and the Deputy Mayor, Councillor George Hayes.

The evening was hosted by the Chief Executive of East Cheshire Chamber of Commerce, David Watson along with the Chamber Manager Jackie Randles and Board Member Tim McCloud, Managing Director of TMC Strategic Communications.

Cranage Hall, in association with Custom Productions Ltd, did a splendid job of preparing the room to a very high standard and fed the guests a wonderful meal of an Assiette of Starters, followed by Cheshire Blade of Beef then Profiteroles and Butterscotch Sauce to finish.

After the presentations guests danced away until the early hours.



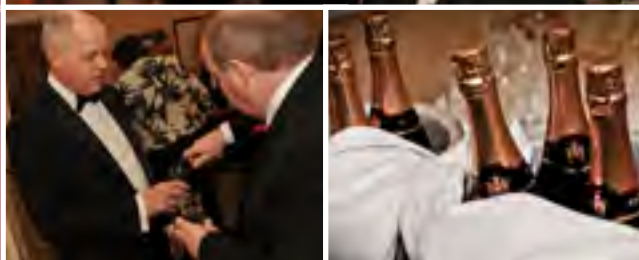
"Thank you David and all involved for a great night on Friday. The finale for me of course was winning an award"

Tina Newnes
Silverdale Bathrooms Limited



"Thank you once again for working so hard to pull off such a fantastic event, which proved to be a wonderful showcase of some great talent in East Cheshire. I had a fantastic time and thank you once again!!"

Cllr. George Hayes
Congleton Town Council



"Just a short note to thank you. The evening was, as ever, a wonderful night. You and the whole team at East Cheshire Chamber should be very proud of the awards evening. We and everyone else had a blast!!!"

Darren Hesketh
Diamond Electronics

"Can I say thanks for Friday night, what a great event, great company and some really worthy winners, Ruby's Fund stood out. Once again thanks very much Cranage Hall did a great job."

Adrian Pennington
Plus Dane Group

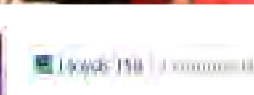
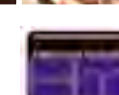
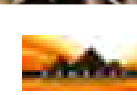


"Good evening...
...I am writing to thank you and Jackie for the excellent and hard work in arranging the Awards. It was as usual excellent so thanks very much"

Mike Doran
Plus Dane Housing Group Limited



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David Smith, Dean, Cranage Hall

"The level of professionalism delivered by all staff is always outstanding. Everyone was also brilliant the night before helping us get set up."

Nothing is too much trouble."

Cherish, Last Year

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East Cheshire Chamber Business of the Year 2012

David Watson Comments

The first quarter of this year has been a mix of both good and bad news for the area.

Here at Riverside we have seen more uptakes on space being let. The latest tenant to move in has brought 60 employees with them which is, of course, fantastic news for Congleton. Let's hope that these people become regular shoppers in our town centre.

There are companies that are expanding and others setting up new divisions of their existing businesses. Some of these will be highlighted soon when their official openings take place, so keep your eye open for further news developments.

Whilst all of this is very positive, the bad news that the work force is to be drastically reduced over the next three years at AstraZeneca is a body blow for the local economy. The Chamber will do whatever it can to help support any initiatives that are developed by the Company, the Local Authority and our neighbouring Chamber of Commerce in Macclesfield.

The Chamber continues to lobby for the "Congleton Link Road" supported by our MP, Fiona Bruce. An extract from Hansard (House of Commons daily debates - official report) quoting Fiona's speech in Parliament on 26th March, making clear the case for the Link Road can be found on page 5 of this edition of CHAMBER. We are also taking our case directly to the house early in May, when a delegation of the Link 2 Prosperity group will be travelling down to London to present a paper to a senior minister.

The Chamber networking events continue to be popular, especially the "Thursday 30" breakfast meetings. We now have venues booked for the rest of the year, but if you have a business or premises that you would like to showcase by hosting one of these events please register your interest with Jackie Randles to get your company on the host list. We are hoping that later in the year we will be having a joint networking meeting with South Cheshire Chamber and there are also plans for an event in the summer for another joint meeting with Macclesfield Chamber.

On page 20 you will see that we welcome our latest Patron Sponsor, Spiral Colour. We are delighted that Spiral Colour has made the decision to support the Chamber as sponsors and look forward to working with them over the coming months. Their business is quite specialised and anyone looking for unique printing solutions is recommended to contact them.

You can also read on page 7 about our new Charity Of the Year, Ruby's Fund, who won at the Business Awards. We will be supporting Ruby's Fund with fund raising activities at the various events during the year. A report on the Business Awards can be found on pages 8, 9 and 10.

Finally, I would like to remind everyone of the Chamber Golf Day to be held on 11th June at Wychwood Park. Blue Bell BMW Crewe are again our main sponsors and a special prize of an exciting driving experience at Oulton Park is the reward for the "Nearest The Pin" competition. There will be other prizes on the day and there will be a putting competition before play commences at 1.00pm. Dinner and prize presentations will follow the golf and it is hoped that we will see the usual enthusiastic turn out to challenge the course.

A BIG THANK YOU

Friends for Leisure was delighted to be chosen as Charity of the Year by the East Cheshire Chamber of Commerce in 2012.

It has been a clear demonstration of how businesses and charities can work together, and, as Gillian Jones, Manager, says, "It's not all about the money".

Since we won the award, we have built great relationships with other businesses who have helped us throughout the year. What has been apparent is that there are many businesses that want to make a contribution to the community but don't know what is needed, or how they can help.

Over the year, Friends for Leisure has received the proceeds from many Chamber events, and now the 2013 Business Awards evening. We would like to thank all those individuals and local businesses who so generously donated prizes and took part so enthusiastically in the raffles and auctions.

We would also like to congratulate Ruby's Fund on receiving the award this year and hope that they benefit as much as we have and enjoy the year as much. It's been a great privilege.



SUPPORTING CONGLETON TOWN FC

Congleton Town FC was the proud recipient of the Community Award at the recent Chamber Business Awards.

The Club demonstrated exceptional input into the local community and is delighted to have achieved such recognition. The last few years have been a period of real transformation for the Club with ground and stadium improvements, a new junior soccer school and the development of new charity partnerships and business sponsorships.

Chamber Member, Nigel Moorhouse, of Roman Lodge Estates Ltd, a Club Director, said, 'This Award is a reflection of the contribution made by a large number of enthusiastic and talented volunteers connected with Congleton Town Football Club who have helped it to generate strong working relationships with businesses and voluntary organisations in East Cheshire.' The team of players are doing well with a fine run of recent wins, and of course, has real promotion aspirations to move up the leagues.

As everyone knows, a successful football club is good for the community and economy, so strong links with the business community are a win-win for everyone concerned. Chamber members are therefore invited to become a co-sponsor – sponsorship opportunities are available at a range of levels and figures – from the very modest to well, the sky's the limit, it's over to you!

Fiona Bruce MP says: "Congratulations to Congleton Town Football Club on winning the Chamber's Community Award this year, which is well deserved. The Club is becoming an increasingly key part of the town's community life. I thoroughly enjoy going to matches, where there is always a warm welcome and encourage anyone who has not attended to go along to Booth Street and support them there."

Congleton Town FC would like to thank The Chamber for their recognition of the role the Football Club has in its community.

For more information please contact Nigel Moorhouse on 07720 635726



Gillian Jones - Friends for Leisure,
Jamie Brelsford - Spiral Colour and David Watson

Welcome to our new members



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THURSDAY THIRTY

Since launching the "Thursday Thirty" meetings in October of last year, they have gone on from strength to strength.

Meetings have now been held at Bon-o-Phool restaurant, Fellowship House, home of the charity Visyon, Beech House where Adullam Housing are based, Congleton Town Football Club and the latest at Congleton Town Hall. Venues have now been secured for the rest of 2013, some of which are very interesting places to meet at for a networking meeting.

As the first 30 people to respond to the invitation are those that will attend we get a different group of businesses at each meeting. Watch out for May's location, and make sure to book early as this one is going to be very well supported!!!



THE ULTIMATE NETWORK EXPERIENCE



What a way to network! The April Chamber Network meeting was a real show stopper.

Delegates met at Blue Bell BMW Crewe and were treated to a continental breakfast and a chance to view some of the BMW range in the showroom. Once everyone was registered (and had their driving licences checked for points tally!) they were ushered over to a collection of cars parked outside and asked to choose their first choice of car they wished to drive on the route through leafy Cheshire to Wychwood Park.

There were 10 models from the BMW and MINI range including a brand new BMW 330 "M" Sport touring and the new MINI model, the "PEACEMAN".

At lunch time they arrived at Wychwood Park and were treated to a wonderful buffet lunch and a guided tour of the facilities that they have to offer there, both with The Hotel and the Golf Club.

It was then time to start the journey back to Blue Bell's Crewe showroom where the next surprise was in store. Whilst the delegates had been enjoying their drive the team at Blue Bell had valeted their cars for them!

A great day was had by all and we would like to thank Barry Holt, Dealer Principal at Blue Bell BMW Crewe, for his kind generosity in sponsoring the day for our Chamber members.

REAL TIME INFORMATION

PAYE - Real Time Information is here!!

East Cheshire Chamber of Commerce hosted a Real Time Information seminar presented by Andy McGory from HMRC on 4th April. The meeting was very well attended by many businesses and the lively question and answer time proved to be very helpful to all.

From April 6th 2013 employers must start sending PAYE information to HMRC in real time. This means sending details to HMRC every time you pay an employee, at the time you pay them.

For further information regarding RTI please visit www.hmrc.gov.uk/rti



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Gordon Barraclough, Scotland, commented, "The level of support I have received has been phenomenal and it is obvious that the head office staff are passionate about Business Doctors."

Martin Vessey, Thames-Valley, commented, "Business Doctors appealed to me because it was in one of the areas I was looking at. The directors of the company came across personable ... I felt they would give me good support and I trusted them"

Robert Cook, Leeds and North Yorkshire, commented, "I like the sense of ownership that running my franchise brings and the fact that I know it is my own business ... I want to get a high level of satisfaction from the work that I do and by helping other business owners succeed."

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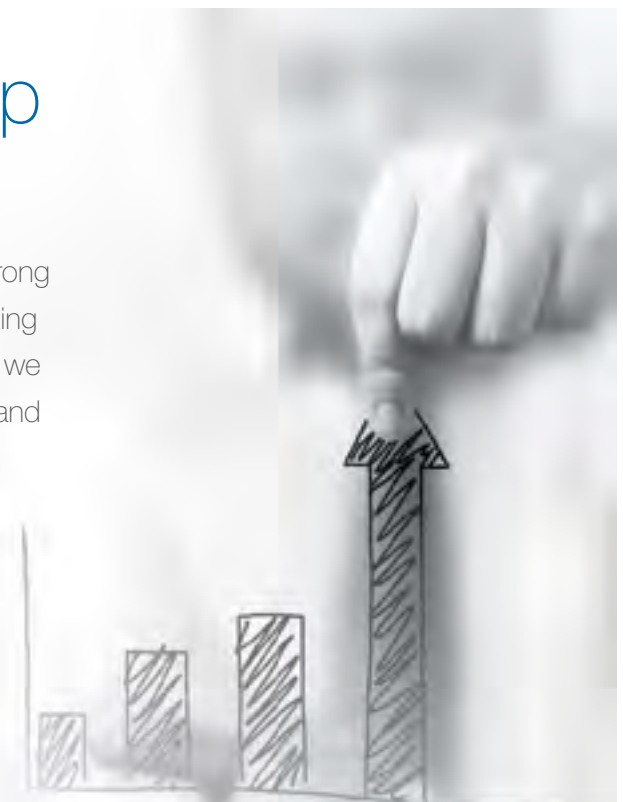
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GERMAN AND FRENCH STUDENTS 2013

The students have work study placements in Congleton with Tax Assistant Accountants, Thrive Creative, Opening Doors, Congleton Chronicle newspaper, North West Photography, Congleton Library and Douglas McMillan Hospice charity shop in Biddulph.

There have also been Norwegian students with placements in Congleton at Daven School, Astbury Mere Care Home and The Laurels Care Home. They are all staying with local Host Families. During their stay in Congleton they receive English Business Language lessons.

All placements, business lessons and host families are provided by Optimum Social Care Initiatives Limited, a Congleton business that is bringing European interest to Congleton and the surrounding area.



German and French students with David Watson, Chairman, East Cheshire Chamber of Commerce.

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Small fleet. Big needs. Blue bell launches Business Partnership to put smaller companies on the right track.

Blue Bell BMW and Blue Bell MINI Crewe have officially launched a ground-breaking Business Partnership scheme, especially designed to put small to medium companies on the road to success in style.

The unique BMW/MINI Business Partnership offers a bespoke, tailored lease service for companies with fleets of less than 50 vehicles, and underlines Blue Bell's commitment to supporting the local business community and encouraging success.

The new service, which offers models across the BMW/MINI range, also provides companies with the benefits of luxury mobile office facilities thanks to a new partnership with Regus, the world's leading provider of flexible workspaces. Each new Business Partnership customer will receive complimentary 12-month Regus Businessworld Gold Card membership, giving them access to professional business lounges and meeting rooms equipped with the latest technology at 150 locations across the UK.

BMW Corporate Sales Manager Bernard Rooney and MINI Local Development Business Manager Michael Sayward are on hand to keep local companies up to date with important regulation changes and offer invaluable expert advice on maintaining maximum business user efficiency.

Michael commented: "The BMW Business Partnership is a fantastic new opportunity for local small and medium sized businesses. These companies are the heartbeat of our vibrant and diverse business community. We are dedicated to supporting local growth and the Business Partnership is designed specifically to help those companies where cost saving and maximising efficiency are crucial to survival and success."

For information about the benefits of the BMW and MINI Business Partnership programme or to search for cars based on either a monthly payment or by model, visit Blue Bell's latest contract hire offers at www.bmwbusinesspartnership.co.uk

For further information, quotations or to test drive a BMW visit Blue Bell Crewe on Fourth Avenue, Weston Road, Crewe, Cheshire, CW1 6XH or for MINI please visit Blue Bell MINI Crewe on Gateway, Crewe, CW1 6YY. You can also contact the BMW team on 01270 212525 or MINI 01270 214800.



Printers in Cheshire Thriving When the World Turns Digital

Spiral Colour Become Full Service Print Provider

spiral
P R I N T



Cheshire printer Spiral Colour have ended the financial year in celebratory mood having yet again produced excellent figures in what has been a pretty hostile environment for the printing industry.

As Print Manager Jamie Brelsford explains, Spiral Colour have reinvented themselves over the past few years "Three years ago we were typical 'old fashioned' printers where the bulk of our work was made up of letterheads, NCR pads and business cards." Still a big part of their business but as Jamie says, there's a lot more to Spiral nowadays, "Now when we quote for stationery we're asked to quote for their signage too, and when we print the signs, we're asked to install them too! Similarly with exhibition and display, when our customer wants an exhibition stand we can design it, install it, break it down and then store it here for next time."

As well as adding exhibition and signage services, Spiral have become one of only three printers in the UK licensed to print a special dot pattern for the Anoto Digital Pen which has become rapidly taken up by the healthcare industry amongst others, with the NHS joining Morrisons and Sainsbury as end users. The pen reads the dot pattern and instantly turns hard copy to PDF and as Production Manager Jason Carpenter explains "It wasn't easy, Swedish company Anoto needed to make sure we had the capabilities, both in personnel as well as machinery and software. We were glad when the IT specialists gave us the green light last year."

Spiral Colours modernisation doesn't stop there, they have introduced an online character PrintAndroid.co.uk where end users are able to buy banners, exhibition stands, flyers etc. online at very cheap prices. This has successfully introduced Spiral to a UK wide audience.

Spiral have also developed their own corporate print ordering application which allows regular customers to order their print online.

Peel Holdings currently use their application to order all their stationery for over 30 of their companies. The system allows the end user to change their contact details on their business card template before submitting to the Peel print buyer whose approval sends it over to Spiral. The submitted order cuts out all administration as it creates its own production card and sends and an automated invoice and keeps the customer informed at every stage of production.

The Jetrix flatbed is Spiral Colours latest investment, a wideformat flatbed capable of printing primers on wood and metal, white ink and a varnish which allows them to create UV varnish finishes. It's a unique press and they would love you to come over to Macclesfield for a look at their old and new presses and gizmos, just call on 01625435130.



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P R I N T

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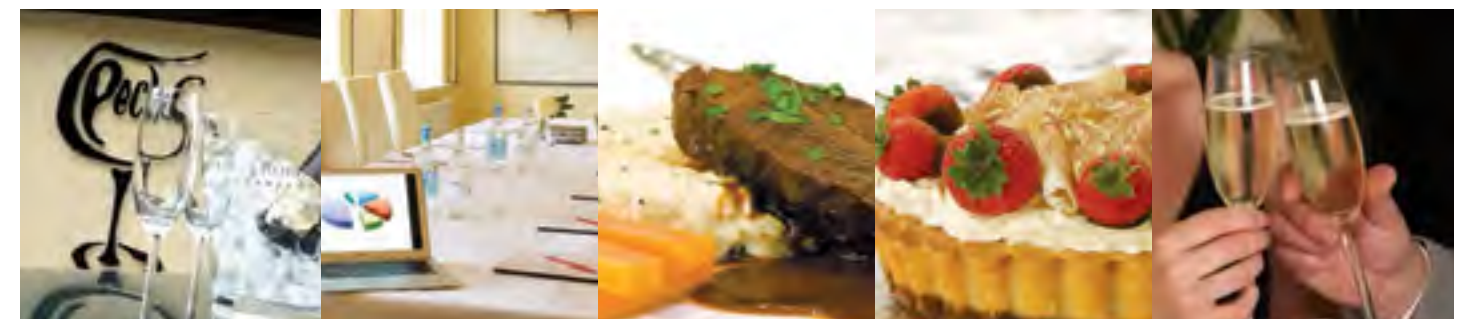
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