



Brentwood Chamber of Commerce *Newsletter*

September 2013

www.brentwoodchambers.co.uk

Dear Member

We had wonderful weather and a great turn-out for Chamber's annual **Summer Barbeque networking event** in the magnificent surrounds of Ingatestone Hall, in July. It was organised for us, as usual, by Essex Chambers of Commerce's events team who did



a fine job – arranging the venue, as well as the 80+ delegates, and a splendid barbeque, by specialist caterers Sonia Clere.

The iconic car company Porsche were the main sponsors and provided

two of their sleek sports cars to grace the occasion.

The Q & A session featured Council Leader Cllr Louise McKinlay and Deputy Mayor Cllr. Mark Reed, who was also there in his official capacity substituting for the Mayor, who was unwell. The questions came thick and fast, ensuring a lively session handled well by the panel, chaired by Chamber Chairman, Clive Othen. All in all it was a memorable occasion and whetted the appetite for the BBQ.



Things are starting to hot up on the **Crossrail** front even though it is still some time before work starts on the Shenfield Terminus. As reported in previous Newsletters, the authorities, locally, have made some progress in obtaining at least some relief for local businesses and residents during the disruptions – Crossrail's Compulsory Purchase Order application has been dropped and a **Park and Stride** scheme is to be introduced to relieve the inevitable parking

problems Crossrail's works will produce.

But we have heard that the town at the other end of the line – Maidenhead – may have had better success in wringing concessions from Crossrail. We are in contact with the local Chamber of Commerce to find out more and, when we do, we'll let you know.

Autumn is almost upon us, but we cannot grumble about the summer we have enjoyed this year; positively mediterranean. I'm sure it has refreshed us ready for the business challenges ahead. The pundits are becoming increasingly convinced that economic recovery is just around the corner.

I know we have heard rumours about recovery many times over the past few years but when the New Governor of the Bank of England expresses confidence about economic prospects, perhaps we can allow ourselves to think that maybe this is it at last. If so, we believe, Brentwood businesses are well placed to take advantage of any upturn.

We have our usual active networking events programme lined up for the months ahead – keep an eye out on our back pages and website for details. But in particular make diary notes for our **Open Evening** on 14th November and our **Christmas lunch** on 12th December. We look forward to seeing you at our events

Please also remember that we would be only too **delighted to carry news stories about your business** – let us have 250 words and we will publish the story at no cost to you.

Mike Hawkins
Chief Executive

This month's Newsletter is sponsored by:



Cranbourne Building Services
Facilities & Energy Management Services

Please contact Kevin Meister on 01277 230000 or 07885 737785
Website www.cranbourneuk.com Email kevin@cranbourneuk.com



**Cranbourne Building Services
Facilities & Energy Management Services**

**HOW WILL YOU REDUCE YOUR ENERGY BILLS THIS WINTER?
ARE YOU IN CONTROL OF THE ENERGY YOU USE?**

The first step for most domestic and commercial consumers is to look for a lower energy tariff or employ the skills of an energy audit company which invariably results in being sold a lower energy tariff. On the face of it that appears to be a good start but ask yourself this question, “Are you just simply paying less for what you waste?” What happens when rates increase? Same problem all over again?

At Cranbourne Building Services we offer a unique approach to energy saving. Fact - You can't manage what you can't see. Real-Time, accurate energy data communicated in easy to understand & informative is the first step in using our Energy Monitoring and Management program. We provide you with energy granularity and thorough understanding of the energy supplied to your premises and how this is used to generate the billing/metering information you must ultimately pay for.

Our experience tells us that an area always of concern to customers is the validation of electricity bills. At Cranbourne we are able to use our monitoring process to determine the accuracy of electricity meters to give our clients the peace of mind to know that what you have consumed is what you're paying for, or as evidence in a dispute situation against energy providers.

You may not be aware but energy is much more than what you've consumed. At Cranbourne we don't stop at metering accuracy and billing validation, no, we monitor and check your voltage stability, efficiency (power factor), available supply capacity (ASC), load Assessment and phase balancing. We have found a significant number of our clients to be completely unaware of energy supply issues they have and not realising just how easily they can be rectified. Savings go straight on the bottom line.

Your energy profile is stored for you and made available to you through a personalised login at our energy portal (www.meteranalysis.co.uk). You can view at your discretion your own independent energy data usage, know where and when you used the energy and have regular reminders of the cost you are accumulating in any day, month, quarter etc.

Our Energy Dashboard provides you with a health check on the way you're supplied with and consume energy and enables informed decisions and cost savings. Only by understanding how you use the energy you pay for can you begin to consider advice on energy saving products such as LED lighting, voltage optimisation, power factor correction and capacity reduction.

Short term monitoring can establish 'areas of concern'; provide an overall improvement in energy use and the potential for rebates. We provide advice on how to reduce wasted energy and can discuss a cost effective approach to energy management that includes SMS email alerts when limits or costs are exceeded.

Throughout September 2013 we will be pleased to offer a free presentation of our 'Energy Awareness' program to all Brentwood Chamber of Commerce members and demonstrate to you how Cranbourne can assist you to reduce your energy costs and save money going forward.

**Please contact Kevin Meister on 01277 230000 or 07885 737785
Email kevin@cranbourneuk.com**

Don't waste time, money and energy this winter. Contact us now and let us help you.

Other services we provide

Facilities Management service - Electrical Services- Periodic, Portable Appliance & Emergency light testing - Data & Network Cabling & Testing – Solar & PV Installations - Plumbing & Waste - Mechanical & Air Conditioning -Tiling & Decorating-General Building & Property Maintenance – Compliance Surveys-Control Systems- LED Light Specialist.

www.cranbourneuk.com

Member News



A message from Philip Priscott of Chamber Member Harmony IT Services Ltd:

Please Support Brentwood RFC Golden Boot Festival.

The Golden Boot is an annual event run by Brentwood RFC. It was first contested 45 years ago and is played in memory of Andy Joselyn. Andy was a former Youth and 1st XV player and captain at Brentwood RFC and sadly passed away at the age of 38.

This is the only festival held at Brentwood RFC; as such we take great pride in staging the event. There will be sixteen U16 teams competing from Essex, Kent, Surrey and Bucks.

In addition we will have other Brentwood age groups attending as spectators who will contribute to an exciting festival of rugby.

Brentwood RFC is one of the largest youth sport clubs in the Borough, a community club with an excellent youth development system. We rely solely on volunteer support from within the club.

We would greatly appreciate additional support from local businesses and are seeking advertisers for our match day programme for this prestigious event. 750 of these programmes will be distributed on the day and advertising rates are £40 for a half page and £70 for a full page advert.

We would also greatly appreciate goods to be used as raffle prizes.

If you would like to help and be part of this fantastic event please contact Philip Priscott by email at philip@harmony-it.net or by phone on either 0845 450 4814 or 07725 746582

If your business could do with help for R&D funding, you might like to have a look at the opportunity suggested by the following communication from Essex County Council...

Assistance with Applying for Research and Development Funding for Businesses in Essex.

Are you seeking to grow your business in the next 18 months? If so Essex County Council (ECC) wants to hear from you! As part of our Economic Growth Strategy we are making it a priority to help small and medium organisations with innovative concepts to get hold of the funds they need to get their projects off the ground.

In order to do this ECC has enhanced and re-launched its Essex Innovation Programme which aims to accelerate the rate of innovation in Essex by:

- a) Working with businesses to attract funding for Research and Development,
- b) Making connections for businesses with other businesses, and academic institutions who can help them.
- c) Providing bespoke mentoring support.

Please note ECC is not in a position to directly provide financial assistance but can help signpost you to grants from other sources.

Over the next few months we will be selecting projects put forward by businesses such as yours which the team feel they could assist with, and investigating funding and other support to overcome the hurdles which might prevent your concept becoming reality. We are also keen to hear from businesses which have already been successful in attracting support from outside agencies for innovative projects. By sharing your experience and knowledge you could have the opportunity to act as a 'critical friend' for others at the beginning of the process with the aim of creating a 'bank' of experts such as you to help accelerate the rate of innovation in Essex.

If you fit either of the criteria above please do not hesitate to register your interest in this pilot project as competition for places in the first tranche is likely to be fierce and we can only help a limited number of businesses. Your response would be appreciated by the 23rd August, either by e-mail to Claire.mennim@essex.gov.uk or by post to the address below.

Essex Innovation Team, Essex County Council, INVEST ESSEX, County Hall, Market Road, Chelmsford, Essex, CM1 1QH

DATES FOR YOUR DIARY

Executive Committee Meeting Dates 2013

19th September –Joint with Council Leaders, 17th October and 21st November

If you have any issues you want to be raised at an Executive Committee meeting, please contact the Chamber office a week or so before the relevant meeting and we will put it on the agenda

Email: info@brentwoodchambers.co.uk

★ ★ ★ ★ ★ NETWORKING EVENTS 2013 ★ ★ ★ ★ ★

★ Pint & a Chat, 7.00pm 24th September ★

Brentwood Theatre Bar, 15 Shenfield Road, Brentwood, Essex CM15 8AG

★ Business Breakfast, 7.45am to 9.15am, Wednesday 2nd October ★

Marygreen Manor Hotel, London Road, Brentwood, Essex CM14 4NR

Complimentary event, to book a place please email lrussell@wortleybyers.co.uk

The next following breakfast will be on Wednesday 6th November.

Future events for your diary: Open Evening 14th November & Christmas Lunch 12th December

Face to Face with Executive Committee member Colin Barber



Colin Barber is 'The Management Mechanic', helping you understand how people work. He is a Business Consultant, Trainer and Coach, specialising in the application of Psychology in the Business World. His objective is to increase your understanding of 'why people do what they do and what it is that causes them to make the decisions they make'.

Colin does not profess to know your business better than you, but he can guarantee that he will look at it from a different perspective and share some enlightening insights with you.

He regularly works with senior decision makers, and clients frequently feedback that he has an ability to know exactly what questions to ask in order to shift their thinking pattern and move them forward. He has a philosophy that unless you can alter a person's thinking

patterns, then any change will at best be temporary.

Colin has been a Business Consultant and Trainer for the last 20 years and prior to this he spent several years in Marketing and Customer Service. He started his career in retail management and later set up and developed several businesses often with a focus on future trends and developments. www.ManagementMechanic.com

Sign Off

Many high street businesses find 'A boards' useful for advertising. You may be one of them or may have views about them. The current policy in a nutshell is to allow them on pavements etc according to strict guidelines on size, location etc. Now Brentwood Borough Council is carrying out a consultation exercise to find out views on whether they should be allowed at all in Brentwood. If you have an opinion, please visit the Council website at <http://www.brentwood.gov.uk/index.php?cid=2410> and contribute to the debate.

Mike Hawkins

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