



# Brentwood Chamber of Commerce Newsletter

October 2013

[www.brentwoodchambers.co.uk](http://www.brentwoodchambers.co.uk)

## Dear Member

**Four Seasons Travel**, the Shenfield travel agent and long-time Chamber member, is celebrating 40 years in the business.

That is a wonderful achievement and we offer proprietor Maurice Buxton and his excellent team, Kelly and Jill, our heartiest congratulations. They are a great example to us all and we wish them many more years of providing their excellent travel service to customers.

With our fine summer just barely behind us, it is already time to turn our thoughts to the trading period leading up to Christmas. The Boroughs' festive events include the **Lighting Up** day on Saturday 30<sup>th</sup> November.

As you can see in this poster, the Council is looking for sponsors and programme advertisers, so if this suits your business, get in touch with them (contact details are on the poster).

Recently we held one of our regular **joint meetings with Council Leaders**, to discuss business issues of interest to our members.

Among other things, we raised the problems which Utility Companies' roadworks have brought to our Borough in recent months, disrupting life in general, and not doing much for business either. The age-old issue of lack of local powers is the main stumbling block.



While the Utilities try to give Council's as much notice as possible for essential repairs, they have extensive powers under various Acts of Parliament and there is very little local Councils can do, under current arrangements, to influence repair schedules to minimise disruptions. Lobbying needs to take place at national level.

There seems to be more optimism about developments in our town centre with positive noises coming from the William Hunter Way developers – we shall have to see!

The recent decision to keep the Town Hall but develop its back-office areas to provide shared resources for small businesses, was discussed, and we were able to share the prospect of our 'Incubator Business' project getting off the ground, perhaps using facilities being developed in the new Havering College Enterprise Academy, Brentwood High Street.

We have recently learned that Essex Chambers of Commerce, who have organised our **major networking events** so well over the past few years are no longer able to undertake that role. With thanks to them for the successful partnership we have had with them, we are now on the lookout for a new major events organiser.

Meanwhile our events continue – **the breakfast programme, Pint and a Chat, Open Evening and the Christmas Lunch**. For booking-in details, see the back page of this Newsletter. We hope to see you at some or all of these events. Also **see the back page for an offer by our MP, Rt. Hon. Eric Pickles, for you to be included in a programme of Chamber visits at Members' work premises to talk about your business issues - which we will arrange soon.**

Mike Hawkins  
Chief Executive

**This month's Newsletter is sponsored by:**



**Farrah  
Driver  
Training LTD**  
Pioneers of Road Safety

Tariq Musaji

07903 997733

[tariq.i.musaji@talk21.com](mailto:tariq.i.musaji@talk21.com)

## **The Defensive Driver**

Today's motoring climate requires one to have better skills on the road. The reasons are:

- We are now part of a bigger Europe. This means our fellow Europeans can drive on a EU licence. They will bring with them their own style of driving.
- The cost of fuel has escalated over the years putting a strain on the company's profits. Imagine the cost of diesel fuel for a fleet of car drivers or van drivers?
- More motorists and more road signs than it used to be some twenty years ago.
- The cost of maintenance has also gone up.
- More risk of being involved in a road traffic collision due to changing weather patterns.

This course which is a half day training can be delivered to your staff. We will not be instructing your staff on how to drive, but to offer coaching which will make them safer drivers on the road. The benefits to you are:

- With better planning skills, early braking instead of harsh braking. Harsh braking is the enemy of fuel. The harder you brake, the more fuel you will use.
- Less risk of being involved in road traffic collision. Your employees are ambassadors for your company. You could be fined heavily under the corporate manslaughter act.
- Reduced maintenance costs for your cars. Higher resale value.
- Less gear changes, more block gear change will result in less fuel being used. Again, a benefit to your company.
- Your staff will be trained by a Master ADI. Top 5% of instructors in England and Wales.
- Raised staff morale. A sense of achievement and long term staff loyalty.

## **Course Structure**



Typical Start 9.00am.

### **Introduction**

#### **Aims and objectives of the morning session**

Ask some simple questions of vehicle checks one should do on a regular basis.

#### **Driving assessment**

Get the staff member to drive on various roads for 20-25 minutes.

Assess their driving and identify any risk factors. Agree on a plan of action to work on.

The next 30 minutes would be coaching from the trainer on how to:

Drive with better planning and awareness.

Eco-friendly driving which will cut down on your fuel bill

How to read the road ahead and what to do about it? When was the last time your staff read the Highway Code?

Carry out a reversing manoeuvre and offer constructive feedback. Most drivers do not know where to look when reversing.

A typical van is full of blind spots. Modern cars have wide rear pillars which makes it difficult to reverse.

A comprehensive two page report which highlights your staff's driving performance.

**Contact me today on 07903 997733 or fill out your details on the "Contact Page".**

**Visit [www.fleetmasteruk.com](http://www.fleetmasteruk.com)**

## Member News



### Brentwood Insurance Broker Achieves Chartered Status

The Chartered Insurance Institute (CII) has awarded the prestigious 'Chartered Insurance Brokers' title to Brents Insurance Brokers, Brentwood's leading providers of insurance advice and support.

Chartered status is an exclusive title only awarded to firms which meet rigorous criteria relating to professionalism and capability. All Chartered Insurance Brokers commit to the CII's Code of Ethics, reinforcing the highest standards of professional practice in their business dealings.

Brents Insurance specialises in providing independent advice on all types of insurance for individuals and businesses.

Stuart Hulbert and Chris Jones, joint managing directors, also hold the individual Chartered Insurance Broker title and said that securing Chartered Insurance Broker status is a landmark for their company: "We have always prided ourselves on being thoroughly professional in everything we do, and to receive external recognition in this way is very gratifying. As Chartered Insurance Brokers, we can signal our commitment to the highest levels of service to our customers."

To date, less than 140 firms have achieved Chartered status and just 2 are in Essex, indicating that this is a highly exclusive award reserved for the leading firms of the broking industry.

**C: Stuart Hulbert 01277 223344 | E: [stuart@brentsinsurance.co.uk](mailto:stuart@brentsinsurance.co.uk) | W: [www.brentsinsurance.co.uk](http://www.brentsinsurance.co.uk)**

Brents are general insurance brokers based in the heart of Brentwood. Since 1963 they have dealt with many types of personal and commercial insurances for the residents and businesses of Brentwood and the surrounding area. Brents of Brentwood, insurance brokers, will seek to improve your cover or find more competitive premiums.



### Pinney Talfourd are recommended yet again in the Legal 500 UK 2013 rankings



Pinney Talfourd LLP Solicitors was recommended in an outstanding eight Legal 500 lists when the UK results were published recently. These lists are carefully selected after rigorous assessment and provide a guide to the top providers in each region. Pinney Talfourd is now recommended for excellence in the South East/ Essex area for:

- Commercial Litigation
- Commercial Property
- Contentious Trusts & Probate
- Debt Recovery
- Employment
- Family
- Personal Injury - claimant
- Tax, Trusts & Probate

Partner Stephen Eccles was personally recommended for his achievements in his commercial work, notably in debt recovery where only two Essex firms made the grade.

Researchers noted some major new clients recently gained by the commercial teams. They also commented on the success of a major commercial litigation case: "Stephen Eccles has experience in high-value cases, and is 'particularly good'. His recent work includes a contract dispute arising from an EU-funded public procurement project." Managing Partner, Philip Cockram said: "We are delighted that our hard work has been recognised yet again in such a prestigious listing. We are steadily climbing the ranks of this listing which goes hand in hand with our aim to be the leader in our field. We regularly work on a variety of very complex and sensitive matters for our clients and the standards we achieved in 2012 have been pivotal in attaining this award."

Pinney Talfourd LLP has three offices across Essex and provides a flexible, tailored service and a wealth of knowledge and expertise. They are available to advise on all aspects of private and business law.

**For more information call 01708 229444.**

## DATES FOR YOUR DIARY

### Executive Committee Meeting Dates 2013

17<sup>th</sup> October and 21<sup>st</sup> 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](mailto:info@brentwoodchambers.co.uk)

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

#### ★ Business Breakfast, 7.45am to 9.15am, Wednesday 6<sup>th</sup> November ★

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

Complimentary event, to book a place please email [lrussell@wortleybyers.co.uk](mailto:lrussell@wortleybyers.co.uk)

The next following breakfast will be on Wednesday 4<sup>th</sup> December.

#### ★ Open Evening, 6.00pm to 8.30pm, Thursday 14<sup>th</sup> November ★

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

#### ★ Christmas Lunch, 12.00 noon to 2.30pm Thursday 12<sup>th</sup> December ★

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

### Sign Off

Havering College's Peter Jones Enterprise Academy based in High Street Brentwood recently welcomed its first cohort of students (pictured). They will be following a programme leading to BTEC Level 3 qualifications in Enterprise and Entrepreneurship. Naturally we wish them every success, especially as Havering College are such supportive Chamber members. As mentioned on the front page, we also hope to be able to work with the College in seeking to establish our own **Incubator Business project**. I will keep you advised about progress.



At a recent meeting with **Rt. Hon Eric Pickles**, our MP and the Government's Secretary of State for Communities & Local Government, he offered to meet a number of Chamber members at their actual business premises on a kind of 'walk-about' to discuss current business issues. We will need to arrange a morning programme (it would have to be a Friday when Parliamentary business frees him up to visit the constituency – always assuming no crisis arises). We will be taking him up on this offer and arranging something in the near future. ***If you are keen to be included, let me know and I do my best to include you in a programme of morning visits we will try to set up.*** By definition, time will only allow a relatively few members to be included, so ***'first come first served'*** will apply, coupled with geographical considerations. It is a good offer, **so please let me know if you are interested.**

Mike Hawkins

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