



Brentwood Chamber of Commerce Newsletter

March 2015

www.brentwoodchambers.co.uk

Dear Member



Our picture shows the **Open Meeting** we held on 26th February in Shenfield Parish Hall for businesses in Shenfield and in the environs of Brentwood Station – those likely to be

affected by the **Crossrail developments** which have now started and are scheduled to continue for around two years.

It was well attended and gave the opportunity of hearing at first hand from the Crossrail (and Network Rail) Executive team, who included Matthew White, Crossrail Surface Director, about what lies ahead. Plenty of time was allowed for questions and a lively session followed their presentation.

Our networking programme continues in full swing, the **February Business Breakfast Meeting** at Marygreen Manor Hotel, being particularly well attended. Sponsored by **Image On**, over 40 attendees not only enjoyed a good breakfast at a very reasonable price, but also good networking and the chance to hear from our guest, Rt. Hon. Eric Pickles, high profile Cabinet Minister. He was optimistic about the prospects for businesses in Brentwood and is always complementary about the

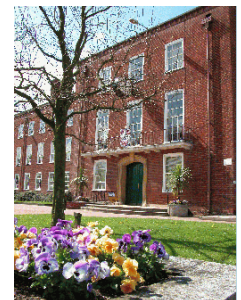


spirit of entrepreneurship evident in Brentwood and in wider Essex.

In the past, we have mentioned our interest in an initiative to encourage **incubator businesses**, particularly for young people. We are about to start looking into the feasibility of setting up a scheme, in partnership with Havering College and the Council. I will let you know how this progresses.

Next month we have a **joint meeting with Council Leaders** (held twice-yearly). If you have a burning issue or just something you feel we should raise, please let me know, if possible by the end of March, and we will take it up.

Of course all of these initiatives and development are only made possible by you, our members. Thank you to those who have paid the **annual subscription** already. To those who have not yet paid, please do so. It is important that local business has a voice but without your support that voice would struggle to continue to be heard.



Though we are entering a period of uncertainty leading up to the General Election, the portents for business seem to be good, with the stock market at all-time highs and Bank of England forecasts edging to the optimistic end of the spectrum. I wish you a good trading spring.

**Mike Hawkins,
Chief Executive**

This Newsletter is sponsored by

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"We could not be more pleased with the advice and support that James Duncan has provided us over the years. He is attentive to our needs and as circumstances have changed over this time he has always been available to help in restructuring our financial investments and developing plans for the future. We are so pleased that we have recommended him to friends and we know they are equally pleased."

David Brightwell, Shenfield

"My late husband and I were impressed with James's professionalism, knowledge and excellent advice we received from the start of our association. I know he puts my interest first and I find him genuine, kind and trustworthy. I have every confidence in him and would not hesitate in recommending him to anyone."

Julia Wright, Hornchurch

Members News



Brentwood County High School

Aspire. Believe. Achieve. Succeed.

Headteacher: Stephen Drew

Sheffield Common, Seven Ashes Road, Brentwood, Essex CM14 4F
Tel: 01277 238900 Fax: 01277 200805 Email: bchs@bchs.essex.sch.uk www.bchs.essex.sch.uk Twitter: @bchsupdate

Community Day - Friday 19th June 2015

All staff and students at Brentwood County High School are involved in this exciting event which takes place this year on 19th June. This event emphasises Brentwood County High School's aim, which is to be at the heart of our local community. For our young people, it is a chance to widen their education by helping people around them in the community.

Our Community Day is now taking shape and we are already working with many primary schools, churches, care homes, youth groups, support services and charities in the local area, for what promises to be a rewarding experience for all involved. We all benefit from the work of so many of these groups and the people that run them, this initiative will enable more of our young people to experience volunteering and understand more about the society we live in.



We need your help!

We are looking to reach as many local community groups and projects as possible. Groups of students, accompanied by staff will be available on the day to help with a wide range of tasks from tidying up, mentoring, decorating, light garden maintenance, or any other jobs that you think would be appropriate.

If you would like to suggest or discuss an organisation that would benefit from our help on the day, please contact Karen Marshall at the school who will be happy to discuss the event with you.

Contact: Karen Marshall, Community Team
T: 01277 238900 E: marshall@bchs.essex.sch.uk



USB thumb drives are a very convenient way of transferring data but did you know that transferring business data on them can be illegal? The Data

Protection Act states that "Appropriate technical and organisational measures shall be taken against unauthorised or unlawful processing of personal data and against accidental loss or destruction of, or damage to, personal data" meaning that using an unencrypted drive, which 98% of USB thumb drives sold each year are, to transfer customer data breaches this section of the Act.

USB storage devices also provide an easy way to transfer viruses and malware and dropping infected USB thumb drives near an organisation is a well-established method of attacking it. This was the method the US government used to damage the Iranian nuclear weapons programme!

However, one of the most worrying trends from 2014 was the discovery of "tainted" USB sticks; USB sticks which contain a miniature computer designed to attack any system they're plugged into. When triggered, these sticks impersonate the user (bypassing any antivirus programmes), and can steal data or perform criminal activity without the user being aware.

The most effective way of dealing with this threat is to disable all USB storage on your network and use a secure remote access or cloud based solution to access data (using free cloud services such as OneDrive or DropBox can also breach the Data Protection Act!). However, if you must use USB storage, encrypted drives are available for only slightly more than a standard USB drive.

The Management Mechanic helps get Philippa Barr from SunSign Communications into gear

"As a journalist who's made the journey from cub reporter to business copy-writer/proof-reader/marketing professional, I've always felt I was reasonably adept at winning and retaining clients.

"But after a day spent with Colin Barber, of 'The Management Mechanic', I found that fresh light had been shone on the way I do business through my company SunSign Communications Limited.

"I was one of the people who attended a one-day workshop for Chamber of Commerce members, run by Colin on his specialist subject, Neuro Linguistic Programming. In choosing to attend the 'NLP – Discovery Day', I'd decided that despite my career involving meeting many different people from a wide range of sectors, environments and backgrounds, there was no room for complacency. What if I could learn some fresh approaches from NLP that would boost both my confidence and my business?

"The day, at the Holiday Inn, Brentwood, lasted from 9am to 5pm and was undoubtedly intensive. However, the well-paced programme combining listening and learning and active participation and Colin's measured but engaging pace of delivery, made the time fly by. (Colin also runs workshops of varying lengths and for groups of all different sizes).

"I certainly felt that, by and large, I had achieved the goals of the day. These included increasing awareness and understanding of others; adopting a flexible approach to situations; recognising, building and maintaining rapport; and appreciating the ways other people think differently from oneself.

You didn't need to be a garrulous journalist to get the most out of the Discovery Day – my fellow delegates included Havering College staff and an estate agent and we all worked well together, benefiting from each other's input. This workshop was an example of how one size can truly 'fit all' and would undoubtedly be of benefit to Chamber of Commerce members from all professions and trades."

For further details about NLP workshops of various lengths, contact Colin Barber.....

www.ManagementMechanic.com

To contact SunSign Communications (for all your copy-writing, proof-reading and publicity needs, both online and offline), visit www.sunsigncommunications.co.uk

Following on from the success of the NLP Discovery Day, we are planning a similar event in the summer. In the meantime to get an idea of what NLP is all about; The Management Mechanic is holding a free 'Two Hour Taster' evening on Monday 27th April. See the Chamber website for more details.



Chamber member **Schwartz Organisation Printing** in Hutton received £7,127.40 towards energy-efficient lighting and double glazing, from the hugely successful Low Carbon Business Programme. Visit www.lowcarbonbusiness.org.uk to find out more information on free business support.

Established in 1995 Schwartz Printing is a long-term inhabitant on Hutton Industrial Estate. As part of an office upgrade the printers wanted to install more energy-efficient lighting and double-glazing. On top of this the firm was looking to rebuild its compressor room. 30% Grant funding allowed the firm to implement these improvements sooner rather than later, encouraging them to prioritise the 'eco-upgrade'.

Anne Knight and Elaine Richardson from Brentwood Borough Council's Economic Development Team present Chris Fitcher and Daren Bilner from Schwartz Printing with a Low Carbon Business cheque.

Dates for your Diary

Executive Committee Meeting Dates for 2015

19th March, 16th April ~Joint with Council Leaders, 21st May ~ Annual Members Meeting & AGM, 18th June, 16th July, 17th September, 15th October and 19th 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

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★ Business Breakfast, 7.30 am – 9.00 am Friday 10th April ★

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

Sponsored by HS Estate AGents

★ Brewery Tour & Tasting, 6.45 pm – 9.00 pm Wednesday 15th April ★

Visitors Centre, Calcott Hall Farm, Ongar Road, Pilgrims Hatch, Brentwood, Essex CM15 9HS

Sponsored by Handelsbanken

★ NLP: What Is it All About?, 7.00 pm – 9.00 pm Monday 27th April ★

Free event at Holiday Inn, Brook Street, Brentwood, Essex CM14 5NF

★ Annual Members Meeting & AGM, 6.30 pm – 9.00 pm Thursday 21st May ★

Brentwood County High School, Seven Arches Road, Brentwood, Essex CM14 4JF

★ Summer BBQ, 6.00 pm – 9.00 pm Wednesday 17th June ★

Ashwell's Sports & Country Club, Aswells Road, Pilgrims Hatch, Brentwood, Essex CM15 9SE

See our website www.brentwoodchambers.co.uk for more information

Sign Off

A commendably full Newsletter allows little room for a sign-off, but I would urge you to look at the full and varied networking programme we are running (see above) and encourage you to take advantage of the opportunities to promote and enhance your business

Mike Hawkins

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