

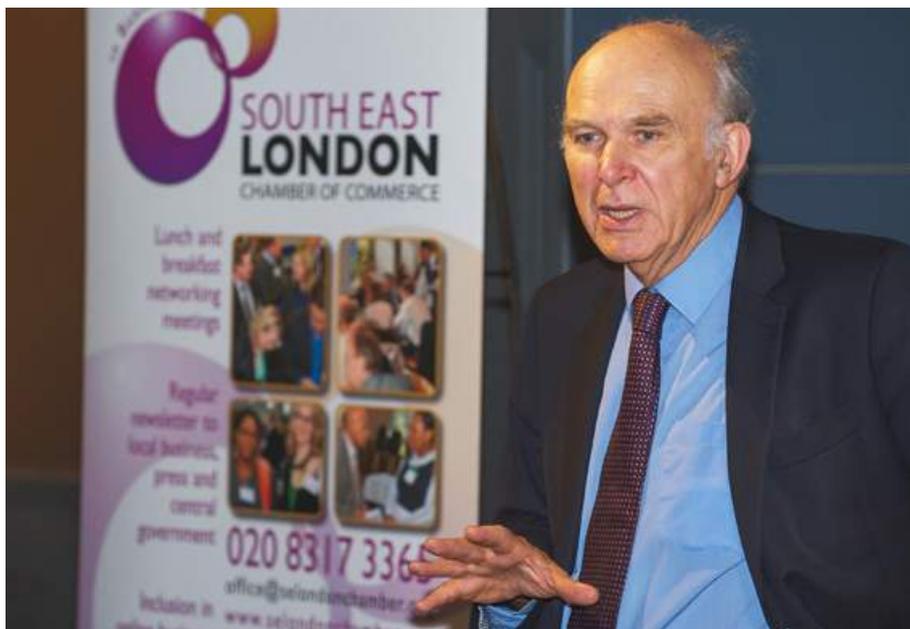


# THE MASTHEAD



November 2014 • ISSUE 121

## Business Secretary meets SE London Chamber members



Credit Warren King

It was a fitting coincidence that the Chamber hosted a Q&A with Business Secretary **Rt Hon Dr Vince Cable** on the same day it was announced that the UK had retained its position as one of the fastest expanding economies in the industrial world after recording a third-quarter growth of 0.7 per cent, albeit down on the last quarter.

Despite a cautious acknowledgement of improved economic conditions when he met Chamber members on 24 October, the focus of Dr Cable's presentation was on the remaining challenges for business post economic crisis.

The lack of banking support to SMEs, very low interest rates that will be problematic for borrowers once they rise again, the troubled Eurozone and its effect on exporting, and state of the housing market were all flagged for particular concern.

Answering questions from the audience, Dr Cable highlighted what was being done in government to address these issues, underpinned by his department's Industrial Strategy which has cross party buy in and is the key delivery framework for coming years, providing stability beyond the General Election.

He noted the sustained programme of national apprenticeship schemes, which are now focusing on getting money for apprentices into small businesses.

He welcomed the fact that UKTI is promoting UK SMEs overseas to improve the global supply chain, and that the government is still trying to remove unnecessary regulation and costly bureaucracy for businesses in this country.

When pressed on the FSB's campaign to get business rates frozen for small businesses, he noted he was lobbying the Chancellor to that end.

**Continued on page 4**

## Annual General Meeting 2014

Notice is hereby given that the ninth Annual General Meeting of the South East London Chamber of Commerce will be held at **Charlton Athletic Football Club** on **Wednesday 12 November** at 2pm.



Chamber website launched, p3



Networking lunch, p8-9



Award winning apprentices, p11

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Established 1889

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Duke of Edinburgh

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## CHAMBER PRESIDENT'S LETTER

It was a real honour to welcome Rt Hon Dr Vince Cable to a special Chamber networking event at the end of October.

He gave a very helpful 'state of the nation' presentation about the economy followed by a lively Q&A with our invited audience of SE London businesses.

Two things stayed with me from his presentation. First, that his policy focus on apprenticeships, increasing the flow of graduate talent into business, access to finance and workspace, and creating conditions for innovation and exporting to flourish, are very much the key priorities of this Chamber.

Second was his challenge back to us in this regard – that Chambers could and should be going the extra mile to make sure businesses are benefiting from government policy initiatives, and that we should take a clear leadership role in recommending ways that government can act to help businesses flourish.



As a Chamber board we have a lot to think about. And we encourage you to do the same. If you have any comments, ideas, suggestions on what your Chamber should be doing to influence government, let us know. After all, we're here to represent you.

Enjoy a prosperous November.

Yours,

  
Peter Scott-Wilds



L-R: Steve Nelson, Vince Cable, Bob Harris, Peter Scott Wilds

## CHAMBER EVENTS

### November 2014

**Tuesday 4 November**  
Business Support Clinics  
Bromley

Free to Chamber members

**Wednesday 12 November**  
Networking Lunch and  
AGM  
Charlton Athletic Football  
Club

Networking from 12:30pm  
- 2:00pm  
Buffet Lunch served at  
1:15pm  
AGM 2:00pm – 2:45pm

£18 Member  
£30 Non Members

**Tuesday 18 November**  
Evening Reception &  
Networking  
The Mercure London  
Greenwich Hotel

6:00pm – 8:00pm  
Champagne on arrival -  
hot and cold buffet with  
dessert

£15 Members and Non  
Members

**Wednesday 10 December**  
Chamber Christmas Lunch  
The Clarendon Hotel,  
Blackheath

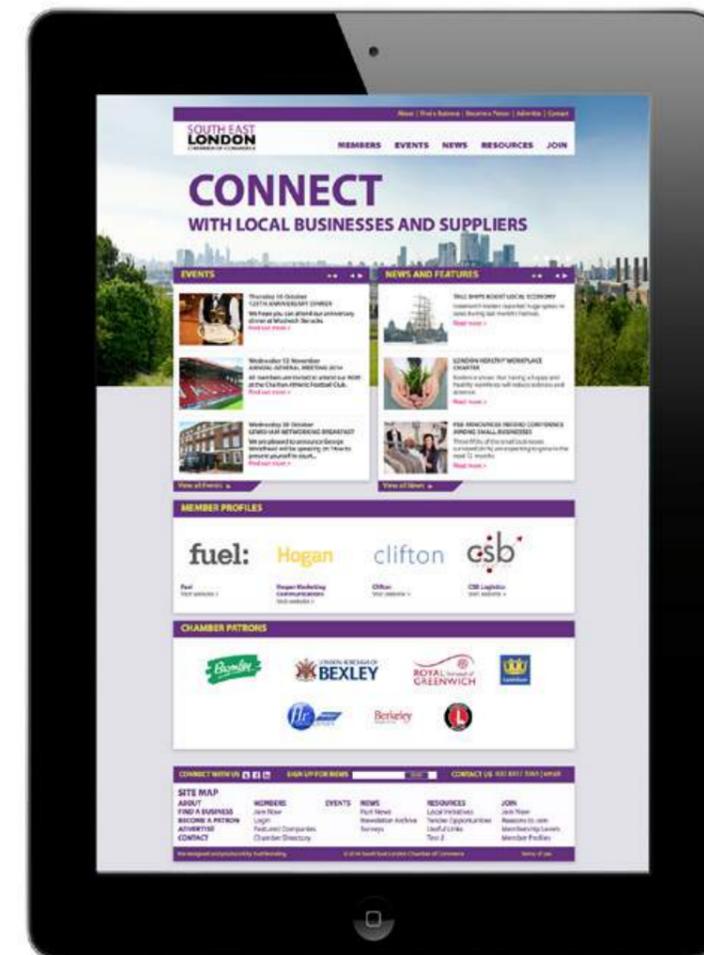
12:30pm – 2:30pm

£34 Members and Non  
Members

### Online bookings

[Click here](#) to book and pay for events online. If you have any difficulties please call the Chamber office on 020 8317 3365.

## New Chamber website now live!



We are delighted to announce the launch of our new Chamber website.

The design and functionality of our website has been overhauled to enable better sharing of news and information, and a streamlined system to book and pay for events.

We've also introduced an improved membership directory to make it easier and quicker to market your company and look for new suppliers and partners.

Make sure your existing company profile is up to date to effectively promote your business!

Our great thanks go to Jill Hogan for leading this project on behalf of the Chamber (including all the copywriting), to Shirley Nelson for her cooperation and advice, and to the fantastic design and development team at Fuel Branding [[www.fuelbranding.co.uk](http://www.fuelbranding.co.uk)].

Let us know what you think!  
[www.selondonchamber.org](http://www.selondonchamber.org)

Continued from page 1

But he posed the challenge back to the audience – can Chambers of Commerce, the FSB and the business sector consider a more fundamental review of business rates given online retail is growing exponentially? What’s our alternative?

Backing innovation, particularly in science and technology, remains a key priority for BIS, as is improved connectivity. The government has rolled out a vouchers scheme to help businesses access super fast broadband, and he encouraged Chambers of Commerce to support more businesses taking this up.

Lastly, when asked about his party’s controversial decision to increase

university fees and its impact, he reported that demand for university places was up, that the university sector now had a stable income stream no longer dependent on public funding, and that universities in general were becoming more focused on getting graduates into jobs than ever before. A political own goal for the Lib Dems perhaps, but in his view, a hugely successful policy decision.

Nelson’s Column

from Stephen Nelson  
Government Relations Director,  
South East London Chamber of  
Commerce



Steve Nelson

Each month I get involved in representing local business interests with our local councils, the Mayor’s office and central government. Here’s a summary of what I’ve been up to on behalf of the Chamber in October.

Paramount Park

Paramount Park is an extremely exciting development that sits just outside our boundaries but is so huge that very large ripples will doubtless be felt in SE London.

The project is to be built in a chalk pit (disused!) close to Bluewater and will comprise of a Paramount Pictures version of Disneyworld, Europe’s largest indoor water park, sports centre, multi-screen cinema and cinematic creative arts and technology hub.

The park will employ 17K workers and create a further 10K employees from its supply chains and surrounding businesses. There

will also be 5,000 hotel rooms built to accommodate visitors.

The complex has just undergone its second consultation and is currently due to open Easter 2020.

There is a commitment to buy British and there is a Meet the Buyer event planned for 2015. You can keep up to date with developments by registering your interest register your interest at [www.londonparamount.info](http://www.londonparamount.info).

Thanks to Kent Invicta Chamber for inviting me to their meeting.

Ebbsfleet Urban Village

This project was discussed at the same meeting as above.

An Urban Development Corporation is being set up by mid 2015 to oversee the creation of a new era Garden City which will sit adjacent to Paramount park. 15K homes are to be built. More news as it happens.

Silvertown Crossing

The results of the latest consultation on the Silvertown crossing were unveiled in The O2 in mid October. The usual arguments for the crossing were given again with a stress on the lack of resilience in our part of the capital when, as happens over 500 times a year, the tunnel is shut due to over-height vehicles and breakdowns.

It now actually looks as if a new crossing could be in sight with more consultations and hearings planned, followed by the Secretary of State’s

decision in 2017. If the decision goes the right way the bridge is planned to be opened in 2021/22.

The new crossing and the existing tunnels would be tolled at the same rate as the Dartford crossings. I did make the point strongly that tolling was an unfair tax on businesses and residents in East and South East London and that the burden should be shared across the capital with a pan-London river crossing toll. This would mean that every bridge or tunnel usage would be 30-40p rather than the current £2.00 toll charged at Dartford.

New Crossings East of Blackwall

An organisation called the Centre for London, chaired by Lord Adonis, the former Labour Minister of Transport, launched its report on proposed crossings to the East of London.

Disappointingly it really only stressed the case for the Gallions Reach link and somewhat ignored the proposal at Belvedere. This was pointed out by Bexley’s Councillor Dan Massey and myself when I again made the point about tolling (see above).

The Centre for London are advocating a tunnel rather than a bridge as it would be less disruptive and free up more land than a bridge. If all goes well the bridges could be opened in 2025.



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United Kingdom

## Beware of asbestos

On average twenty tradespeople die every week from asbestos related diseases.

Asbestos was commonly used in buildings up until the year 2000 and it is still present in millions of homes, business premises and public buildings.

It is essential that tradespeople know how to deal with asbestos – as well as when not to. In some cases a licensed contractor must carry out the work.

That is why the Health and Safety Executive (HSE) teamed up with B&Q TradePoint stores to get the ‘asbestos safety’ message out.

### Follow the simple A B C of working with asbestos:

- Asbestos dust must be kept down
- Be prepared- use the right kit
- Clean up properly

Tradespeople can collect a free asbestos safety kit at any B&Q TradePoint store. There is also a free ‘Beware Asbestos’ web app available on the HSE website.

The app will take the user through a ‘decision matrix’ based upon a series of simple questions. In the HSE’s guidance of ‘Asbestos Essentials’ you will also find an easy to follow ‘how to’ guide.

For more information contact Bexley’s Environmental Health team on 020 8303 7777 or visit [www.hse.gov.uk/asbestos](http://www.hse.gov.uk/asbestos).

## Bexley Business Awards 2015 – enter now



The 2015 Bexley Business Awards are now open for entries. Organised by Prospects Business Support in partnership with Bexley for Business, the awards reward and celebrate the hard work and dedication of local businesses. The 12 categories recognise achievements in retail, apprenticeships and manufacturing, as well as new and online businesses. Business of the Year 2015 will be chosen from the category winners.

Cllr Linda Bailey, Cabinet Member for Regeneration and Growth, said: “I would encourage our local businesses to enter the Bexley Business Awards, to get the recognition they deserve. I am proud to see how our previous nominees and winners have capitalised on their success, and taken their companies from strength to strength.”

Visit [www.prospectsbusinessawards.co.uk/BusinessAwards/Bexley](http://www.prospectsbusinessawards.co.uk/BusinessAwards/Bexley) for information on how to apply. It is free to enter, and companies can enter as many categories as they like. The deadline for entries is 28 November 2014. Winners will be announced in February 2015.

## Have your say on our savings proposals



If you live or work in the London Borough of Bexley, please have your say on the 39 savings proposals that were recently put forward for public consultation by the Council’s Cabinet.

These are part of a strategy being developed to balance

the Council’s budget over the next four years. If approved, they will start to take effect from April 2015.

You can give your views online. Alternatively you can complete a paper copy of the survey, available from Bexley libraries and the Civic Offices, Bexleyheath.

For further information visit [www.bexley.gov.uk/strategy2014](http://www.bexley.gov.uk/strategy2014).

The deadline for the responses is 9 January 2015.

## Bromley Business Awards



Winners of the 2014 Bromley Business Awards, which reward and celebrate the many dynamic and innovative businesses in Bromley, were announced at a Gala Dinner and Awards Ceremony at The Warren on 16th October.

This year’s winners included Chamber member and Patron [FLR Spectron Ltd](#), who scooped the award of Best Medium Business for the second year running.

For a full list of the winners, [click here](#)

## Royal award success for community centres

Two community centres have received royal recognition after they were awarded a volunteer award in a ceremony last month.

The volunteer teams at the Cotmandene Community Resource Centre and the Mottingham Community & Learning Shop were presented the Queen’s Award for Voluntary Service by Colonel Robert Murfin, Deputy Lieutenant, at the Civic Centre on Thursday. The award celebrates the work of the centres in the local community, helping local residents improve their quality of life.

## Local businesses encouraged to save lives

Ambulance crews with resuscitation dummies and defibrillators showed local businesses how to help save someone’s life in the event of a cardiac arrest in a recent demonstration at The Glades shopping centre.

The event was part of the London Ambulance Service’s Shockingly Easy campaign to urge local businesses to get a defibrillator, a machine that can shock the heart to restart it when it’s in cardiac arrest.

London Ambulance Service Chairman, Richard Hunt CBE, said: “Our latest data shows that there were 412 out of hospital cardiac arrests in Bromley in a year and 37 of these occurred in the street and locations like workplaces, gyms, shops, public transport and places of worship. When you have a cardiac arrest your heart stops, blood is no longer being pumped around the body and you

The centres encourage and support local people to improve their quality of life, and to build a better future for themselves, their families and their community. The staff and volunteer team offer services including job clubs, interview coaching, computer training, personal development courses, support groups and much more.

For more information visit [www.bromley.gov.uk](http://www.bromley.gov.uk).

are clinically dead. It’s crucial that cardiopulmonary resuscitation (CPR – chest compressions and rescue breaths) and defibrillation is given to the patient in the first three to four minutes. Around 28 per cent of people survive an out of hospital cardiac arrest but, where there is a defibrillator and someone trained to use it, the chance of survival can increase to 80 per cent.”

The council’s offices at the Civic Centre in Stockwell Close are already equipped with London Ambulance Service’s accredited defibrillators and it is hoped other organisations in Bromley will follow suit.

Councillor Peter Fortune, Chairman of Bromley’s Health and Wellbeing Board, said: “Having a defibrillator close to hand when someone has a cardiac arrest could mean the difference between life and death. I urge every shop, gym, hotel and office in Bromley to call the Shockingly Easy campaign today to get a defibrillator installed.”

The London Ambulance Service’s Shockingly Easy campaign aims to get at least 1,000 extra defibrillators in shops, businesses, gyms and high footfall areas across London.

For more information about the campaign click here.

The Warren



# October Networking Lunch

October's networking lunch took place at [the Warren](#) in Hayes, a Grade II listed building in 22 acres of grounds ideally suited for meetings and conferences.

Photo credits:

Tim Keeler Photography  
keeler-photography.com  
07768 152272

Daphne Clifton



Les May and David Barnes



Nigel Davey



Michelle Williams and Peter Scott-Wilds



Paul Carvall



Rosalind Nunoo, Bhavini Curtis & Penny Langdon



Gary Stokes

John Coupland and David Barker



## Next Networking Lunch

November's networking lunch and AGM will take place on Wednesday 12 November at Charlton Athletic Football Club. [Book now!](#)



## £5m local roads upgrade gets underway

The Royal Borough of Greenwich has begun a major programme of road improvements and repairs across the borough, in a scheme which is also seeing 100 new jobs being created for local residents.

Highways and pavements are being upgraded in the scheme which has started this month. The Royal Borough is targeting highways most in need of repair, giving these roads and pathways concentrated attention over and above the usual road maintenance programme.

The project will see local roads and pavements being resurfaced and repairs and

improvements to street trees, street lighting and signage. The schedule of works – and which roads should be included – was drawn up after surveys and inspections. The programme of repairs will be carried out in three stages over the next three years and runs in addition to ongoing improvements to principal A roads which is carried out by Transport for London – responsible for many of the borough’s larger highways.

Among contractors working on the scheme are young local job hunters who’ve been recruited to work on the initiative through GLLaB – the royal borough’s job brokerage service. The first 18 recruits have been

trained at the Royal Borough’s new Construction Skills Centre and now have work placements.

Councillor Danny Thorpe, Royal Borough of Greenwich Cabinet Member for Regeneration and Transport said: “This whole scheme means we can give a number of local roads extra attention over and above our planned maintenance works which will make a real difference to roads that have suffered with potholes and deteriorating surfaces and pavements that are cracked and uneven. We are confident that this repair project will improve many of our roads and ensure they are fit for purpose while also creating jobs locally.”

## Support for e-business

The Royal Borough of Greenwich is launching a new support programme for local businesses to give them training and advice on how to make the most of online opportunities.

Many businesses can benefit from using more services online – from marketing on social media to setting up a website and even trading online. Now local firms will be able to access expert advice via a three year programme being funded by the Royal Borough.

The E-Business programme has recently launched, and the Royal Borough

has commissioned South East Enterprise to run the programme, which aims to reach as many of the borough’s 7,000 businesses as possible. It will provide help with websites, software design, search engines, social media, email, e-accounting, intranets and extranets.

Councillor Sizwe James, Royal Borough of Greenwich Cabinet Member for Business, Employment and Skills said, “We know that providing support for our local businesses on all aspects of online and digital services should be a great help. Using more online tools can be a

great boost to businesses – whether it’s getting more exposure by setting up a website to using much cheaper ways of marketing online. It’s another way in which we really want to help our local businesses - of all sizes – which should help boost trade and hopefully profits too”.

The agency runs a range of business support courses funded by the Royal Borough of Greenwich with expertise available on launching and running a business and getting the maximum benefit from e-business, online trading and marketing.



## Local business named one of top 10 startups

EeBria has been placed in the top 10 of the Startup of the Year category in the O2 Smarta 100 Awards. The O2 Smarta 100 is an annual celebration of the most resourceful, inspiring and disruptive small businesses in the UK. It seeks to find the best businesses in the UK, looking

for not just those who make the most money, but also those that have the most original ideas and make a true difference.

EeBria is a platform showcasing some of the best craft alcohol products, breweries, distilleries and vineyards from the UK. It provides small, discerning and

independent businesses with national recognition.

After ordering online, drinks are delivered directly to the customer the next working day.

To find out more visit [EeBria's website](#) and the [O2 Smarta 100 Awards website](#).

## Lewisham apprentices ‘highly commended’ in national awards



Lauren Ouzman

and employers, is now in it’s eleventh year.

Lauren Ouzman said: “I’m really proud to have made it so far, and proud of Lewisham for having two apprentices in the finals.”

Ramel Foster said: “It was a great experience to be highly commended at the National Apprenticeship regional awards. I was delighted to represent Lewisham.”



Ramel Foster

Winners were announced at a City Hall ceremony organised by the National Apprentice Service on Tuesday with awards being presented by Boris Johnson and Tim Campbell, the first ever winner of BBC show The Apprentice.

Mayor of Lewisham Steve Bullock, who also attended the ceremony, said: “I am delighted that Lauren and Ramel were recognised in their categories and would like to congratulate them on their success. They should be very proud of themselves. All of our apprentices are an absolute inspiration to others, and a great advertisement for what young people in Lewisham can achieve.”

Two former Lewisham Council apprentices have beaten off hundreds of entrants to be awarded as “highly commended” at the London final of the National Apprenticeship Awards 2014.

Lauren Ouzman, 21, a former emergency planning apprentice was praised for the Advanced Level Apprentice of the Year award and 22-year-old Ramel

Foster, a former library apprentice was highly praised for Learndirect Intermediate Level Apprentice of the Year award.

Following the success of their apprenticeships both are now employed by Lewisham Council.

The National Apprenticeship Awards, celebrating the country’s most outstanding apprenticeships

## Everline Future 50 Competition 2015



- are four years old or younger
- show steady turnover and employment growth
- must be innovative and disruptive

The winners will receive coverage across the Real Business network, one of the UK's most respected publications for entrepreneurs.

The deadline for nominations is 28 November 2014

[Find out more on the realbusiness website.](#)

Nominations are now open in this search for the most ambitious,

disruptive and thrilling start-ups in the UK. Open to companies that:

## Bromley tops poll for small businesses

Bromley has been named the most attractive borough for small businesses in London.

The Federation of Small Businesses (FSB) studied 200 organisations across the capital and found Bromley topped the index of best places to operate by providing “the least burdensome environment”.

Transport and broadband were considered important factors for running a business, with 84 per cent of participating companies saying broadband quality and availability is significant to their success and eight in 10 rating the quality and availability of public transport as important.

## Government Extended Childcare Business Grants

The childcare business grants scheme aims to boost childcare entrepreneurship in the UK. New childcare businesses can apply for a cash boost of up to £500 to help fund their start-up.

The deadline for the application has now been extended to 31 December 2014.

[For more information visit the gov.uk website.](#)

## Horizon 2020 Fast Track to Innovation



The Fast Track to Innovation pilot will provide funding for close to market, business driven projects in any area of technology or application. Proposals for funding must be submitted by consortia:

- comprising of between three and five legal entities established in at least three different EU Member States or countries associated to Horizon 2020
- involving participants from industry

First-time industry applicants and SMEs are welcome to apply. The indicative EU contribution per proposal is expected to be between €1 million and €2 million.

The submission process will open on 6 January and deadlines are on 29 April, 1 September and 1 December 2015.

[More information on the European Commission's Horizon 2020 website](#)

## Energy Innovation Awards (UK) 2015

The UK Energy Innovation Awards celebrate ground-breaking pioneers who are working to develop the next generation of energy products and services to benefit the wider industry, customers and the environment.

Innovators and inventors operating a business in the UK's energy sector and those undertaking innovations that will have a positive impact on the country's environment may enter the Awards.

Winning an Energy Innovation Award may enable innovative

businesses or individuals to achieve growth and accelerate their product or service to market successfully.

Nominees will benefit from exposure to the UK's largest gas and electricity network operators, all of whom are committed to identifying new technologies and turning them into commercial reality.

[Find out more and apply on the Energy Innovation Centre website.](#)

## Energy Event at ExCeL London



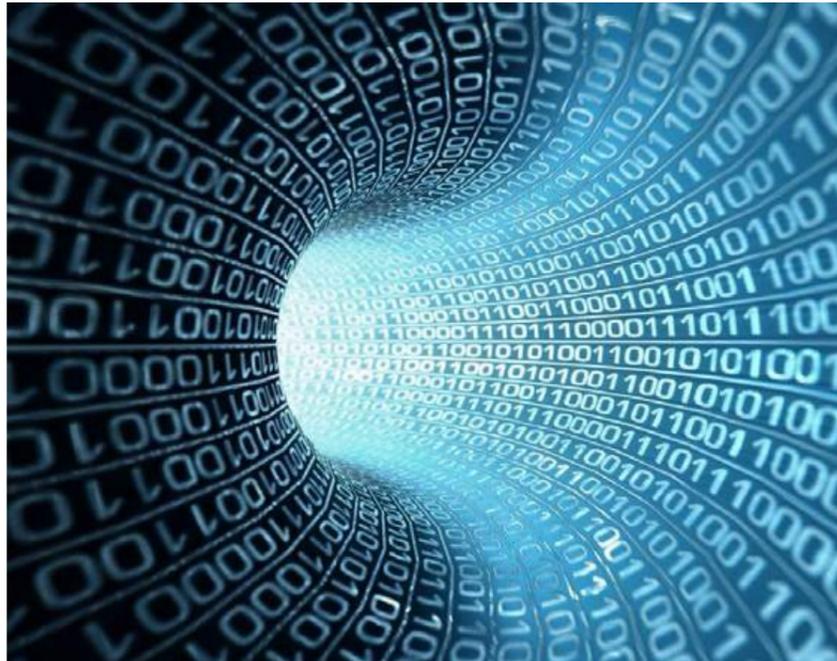
This year's EMEX event takes place on 19 and 20 November in London. EMEX is a free event for everyone responsible for reducing their organisation's energy consumption.

EMEX promotes simple ways small businesses

can save energy, monitor energy use, negotiate better tariffs, and claim financing loans and tax incentives.

[To find out more and book your place, click here.](#)

## Datastore 2 delivers big data to London business



The Mayor of London, Boris Johnson, has announced that City Hall is to radically upgrade its data-sharing portal by adding reams of new city data and making it easier for it to be used to make the capital an even better place to live, work and visit.

The London Datastore 2 is a free and open resource where anyone can use vast amounts of data relating to the city.

Datastore 2 builds on the original Datastore, released online four years ago giving the public access to previously unavailable data on a range of issues, including health, crime figures, employment statistics and carbon emissions indicators. Since it was launched, Datastore has led to the creation of more than 200 apps, such as the Citymapper travel app, which has now been exported to some of the biggest

cities in the world, and the Centre for Advanced Spatial Analysis' Bike Share Map, which shows bike hire usage and docking station availability in London and a range of cities globally.

Datastore 2 has been vastly improved from a technical perspective and marks a significant step in London's journey towards using data to improve city services and quality of life. It is aimed predominantly at private sector businesses, professional city data organisations, academics, the London boroughs and public services, and is designed to act as a 'marketplace' for ideas and collaborative efforts.

New datasets on the system include the latest information on broadband connectivity levels so that businesses can choose where to locate to and to influence the market to

improve services to homes and businesses. It also contains a detailed overview of planning permissions granted across the entire city, with up-to-date information on completions and the development pipeline to help developers choose the best sites for new schemes. Users can also make requests for data releases and suggest analyses to solve the city's most pressing problems.

The Mayor of London, Boris Johnson said: "The superb and much improved Datastore 2 aims to make the best use possible of an encyclopaedic amount of information about our great city. I am sure that it will provide a wealth of material that the world's brightest minds will be able to use to develop new insight and apps that can be used to solve the big city problems that we face on a daily basis."

In July, the Mayor launched his 2050 London Infrastructure Plan - the first attempt to set out the full range of infrastructure requirements for the capital over the next half century, during which time the population of London is forecast to increase to more than 11 million people. The Plan recognises the vital role that data will play in supporting future infrastructure development and Datastore 2 will help to ensure that infrastructure investment is targeted towards exactly where it is needed.

To access Datastore 2 visit [data.london.gov.uk](http://data.london.gov.uk)

We are pleased to welcome the following new members to the Chamber.

**QA Apprenticeships**  
Rath House  
55-65 Uxbridge Road  
Slough  
Berks  
SL1 1SG  
T: 01753 898 706  
[Matt.harvey@qa.com](mailto:Matt.harvey@qa.com)  
[www.apprenticeships.qa.com](http://www.apprenticeships.qa.com)  
Matt Harvey  
Apprenticeship Delivery and Training

**James Walker Bags**  
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SE10 OJA  
T: 07805 870 102  
[sachin.thanki@jameswalkerbags.co.uk](mailto:sachin.thanki@jameswalkerbags.co.uk)  
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Online retail

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T: 020 8534 8008  
[habib@archstone.org.uk](mailto:habib@archstone.org.uk)  
[www.archstone.org.uk](http://www.archstone.org.uk)  
Habib Choudhury  
Solicitors

## Workshop report

### Making the most of training and development

Last month's pre-lunch workshop was delivered by Ian Wescombe from The Training Dept. It covered some of the ways people waste money on staff development and miss opportunities to effectively capitalise on their investment in the people that are making their business successful.

Good initial training brings people to productivity quickly and makes them feel valued. Failing to provide high quality induction and workplace training is a false economy and can increase recruitment costs. 40% of people who leave a job within the first year cite poor initial training as the reason.

Not having a training and development plan for every employee opens the risk that skills will become outdated and the company less competitive. Training to keep up with current practice overcomes this and helps



employees feel they are valued as part of the company's future. A top reason for changing jobs in a recent study was "not learning anything new".

Maintaining accurate training records ensures that accreditations do not ex-pire but few SME's have effective systems. Missing qualifications not only risk sanctions and lost opportunities but can do irreparable reputational damage.

Business planning usually covers things like product, market and financial development. By remembering to include staff development as a headline item you can ensure your people are equipped to

deliver on the rest of the plan.

When buying training the course fee is often the least significant cost; making sure you are getting the right and the best course is much more important. Choosing a provider needs to be done with care, they are not all created equally. Calculating the ROI you expect from training will help you to quantify the added value. Once you see this staff development becomes integral to your strategic growth plan.

If you'd like more information call Ian on 0203 195 5497

# Prize Winners



If you have won awards, new business or have company news to share, please [send them to the Editor](#).

Last month's fizz winner was Penny Langdon, Wellers Law Group LLP pictured here with Peter Scott Wilds. Thanks to The Warren who donated the bubbly.



Amanda Yangin of Bruce Cocks Showcomms won the Angelotherapy Voucher.



More photos from Dr Vince Cable's Q&A at All Bar One in The O<sub>2</sub> on 24 October.



## And finally ...

To book your place on this month's Chamber events, [click here](#).

Tuesday 4 November  
Wednesday 12 November  
Tuesday 18 November