



Noticeboard

Stansted Meet the buyers 2011

London Stansted Airport is hosting the 2011 'Meet the Buyers' event on 22 September at the Radisson Blu.

For those unfamiliar with this type of event, over 30 senior buyers from large companies and organisations in the area are on hand to meet with local suppliers to identify new, competitive sources of supply for a great range of goods and services.



Nick Barton

Visiting suppliers can review the buyers' purchasing requirements and book appointments before the event, and make additional appointments on the day. This is a really cost effective way to get appointments with companies you might otherwise not be able to reach.

"The London Stansted 'Meet the Buyers' event has proven its value over many years to both buyers and suppliers. This year, we are focusing on ensuring

that suppliers in the region get to meet as wide a range of businesses involved in the supply chain as possible, including key 1st tier suppliers who procure a significant number of services at the airport.

We are committed to working with our local communities,

including local businesses. The airport brings many benefits to the regional economy, and we want as many local businesses to be able to take advantage of these benefits as possible.

Whilst the economy remains in a fragile state, events such as 'Meet the Buyers' provide an excellent opportunity for suppliers to meet key airport businesses - and hopefully take advantage of the possibilities this will bring. The London Stansted 'Meet the Buyers' event is a key forum for that engagement and we are proud to be hosting it for another year.

I look forward to meeting you there." said Nick Barton, Managing Director of London Stansted Airport.

For local suppliers, the event costs only £125 + vat, a saving of £200 on the national rate of £325.

For more information, call **Angela Sobers** on **020 7700 0008**, email angela@btob.co.uk, or visit the event website, www.stanstedmtb.co.uk.

This event is being organised by **Business to Business** and **Marketing Kinetics**

Suppliers List

1st tier airport suppliers

Loppingdales
Amey
ISS
Hasmead
Eurest/Compass Group
Kier

Public sector

Suffolk County Council
Harlow Council
South Cambridgeshire District Council
Essex County Council

Major regional

Carl Zeiss
Morgan Sindall
Elevden Fine Foods
Durkan
Apex Linvar Ltd
Shakespeare Engineering
CJ Pryor (Contracts) Ltd
BWI UK
Structure-Flex Ltd
Safer Places
Amalga
Speedy Services

Airport

The Restaurant Group
Radisson Blu Hotel
ESP
UK Power Networks
Altitude Global

London
Stansted 
Go discover

Bishop's Stortford Means Business 19th October Last call for stand bookings

Booking for stands at the next Bishop's Stortford Means Business exhibition is well underway, with over 80% of stands allocated. Many of the town's leading firms have already taken space.

The event takes place on **19 October at Rhodes**. Members of the Chamber get a discount of £100 on the stand price, meaning it costs only £200 plus vat. Stand prices are kept low by the generous sponsorship of London Stansted Airport, Business Link, East Herts Council and Bishop's Stortford Chamber of Commerce.

As usual, as well as the opportunity to meet with over 60 local suppliers of a great range of products and services, there will be a program of seminars and talks providing something of interest to everyone. There is plenty of free parking at Bishop's Stortford Football Club, with a free, environmentally friendly shuttle service provided by Hills Toyota using their hybrid cars. Once again, all visitors will have the chance to play at the fun Funky Casino.

Further details of the event can be found at www.bsmb.co.uk. If you are interested in taking one of the last remaining stands, please email admin@bsmb.co.uk.

This is the 9th time this popular event had been held. It is produced by Bishop's Stortford Business Connections and organised by **Business Kinetics**.



BISHOP'S STORTFORD CHAMBER OF COMMERCE **networking breakfast**

Tuesday 6 September 2011

Speakers:

Graham Elliot
haysmacintyre

“VAT: Penalties and how this burdens business/government. VAT registration thresholds and proposed crack down on defaulters”

at

Great Hadham Golf Club
8.15am for 8.30am

£15 pre-booked - £17.50 on the day

Telephone: **01279 505 953**

Email: secretary@bschamber.org

www.bschamber.org

New Members

Joni Gammage

Alternative Board

Paul Pullin

East Herts District Council

Mark Crossley

Crossley Communication Solutions

Leanna Dileva

Endeavour Business Centre

Message from the Chairman

Chamber £50 Challenge

As you know, this year the Bishop's Stortford Chamber of Commerce elected Isabel Hospice as their chosen charity, and they have issued us entrepreneurs with a challenge! The Chamber will give 10 members £50 each and they must make as much money as they can until December from the original £50.

The only rules are you must not lose the £50! But how you raise the money is down to you, you can work as a team or individual, you can invest or hold an event! The 2010/2011 magnificent 7 with a budget of £125,000 raised £1,711,000 (not including salaries) percentage wise can you do better?

Let's put the Chamber's money where your mouth is and give this team a run for their money by taking up 'The Chamber Challenge'! Contact the Chamber secretary to enter.

Mike Allen

Chamber Chairman

Action List: How to prevent business fraud

During the recession, levels of fraud rose, according to the National Fraud Authority (NFA), but small businesses may feel unable to justify investing in protection against it. Protecting your business from fraud doesn't have to be expensive. These tips show you how

- Beware of external fraud**, such as phishing - when someone attempts to gain sensitive material such as credit card details by masquerading as a legitimate entity, often a bank. If in doubt, check directly with your bank. Hacking and corporate identity theft are also threats.
- Ensure that only the relevant employees have passwords to secure data or access to credit cards.** Check that any expense claims are valid, and keep an eye on receipts from your petty cash tin. Take appropriate measures to deter fraud, and investigate any suspected instances.
- Spot fraud** by keeping an eye out for unauthorised payments, or for other companies impersonating your business or directors. Prevent corporate identity fraud by making sure that Companies House has the correct details for your business, or enroll for the more secure electronic PROOF scheme.
- Set up and reassess internal control systems.** Ensure that your finance team or accountant check bank and credit card statements thoroughly. Shred all sensitive documents before recycling them.
- Validate new customers with credit agencies.** Keep an eye on your current customers' accounts too, to look for trends such as delayed or slowing payments. If you think you may have a problem with a customer, get additional trade references or use credit insurers.
- Conduct an internet search for common misspellings of your business name to check that no one is impersonating you online.** Not only could businesses with a similar name poach your customers, but if their reputation is bad, yours could be damaged by association.
- Review your IT security.** Your business could be at risk from hackers if sensitive data such as your customers' details or your intellectual property, is stored unprotected on your server. Make sure your virus software, password protection and firewalls are up to date and working.
- If you discover internal fraud**, ensure that it is clear who will lead the investigation, how to deal with the suspects and at what stage you will involve the police, if necessary. If you discover external fraud, consider getting legal advice before proceeding.

Cardinal rules

Do

- **Check** bank and credit card statements thoroughly
- Ensure your IT systems offer **full protection**
- **Vet** new employees and customers

Don't

- **Ignore** the possibility of fraud
- Forget to **review** your internal fraud prevention systems
- Assume that emails asking for bank details are **legitimate**

Information supplied by HSBC



Sponsorship

Event sponsorship can play an integral part of your marketing strategy, reaching your target market quickly and effectively to increase brand awareness with businesses in Bishop's Stortford. At present we can offer the following opportunities for sponsorship:

Breakfast Sponsorship - £50

- Act as Host for event and an opportunity to give a short presentation
- Your company name and logo on all advertising material before and during the event
- Option to display banners
- 1 free place

Networking Evening - £75

- Your company name and logo on all advertising material before and during the event
- Option to display banners
- 1 free place

Noticeboard Sponsorship - £100

- Company name and logo on banner
- Chance to place an advert and article on your business
- Distributed to all members and local business contacts

To discuss sponsorship opportunities please contact **Philippa Hammond** who will be happy to help on **01279 505 953** or email: secretary@bschamber.org

Dates for your diary

September 6th **Networking Breakfast**

Graham Elliott, of haysmacintyre.
VAT: Penalties and how this burdens business and government.

September 6th **The 3rd Thursday**

At Lussmanns - Networking with heart

September 21st **London Stansted Meet the Buyers**

At Raddison Blu, Stansted Airport

October 4th **Networking Breakfast**

Gill Allcock, Bishops Stortford College

October 19th **BSMB 2011**

Bishop's Stortford Means Business Exhibition, Rhodes

November 4th **Networking Breakfast**

Mark Prisk MP

20 QUESTIONS

Lee Freeman Committee Member of Bishop's Stortford Chamber of Commerce

Job title:
**Managing Director,
LSF Consultants Limited t/a Auditel**

Lives:
Sawbridgeworth



1. What car are you driving at the moment?

A Ford Focus which I share with my wife. I used to own a MG F which unfortunately met a rather unhappy ending in an argument with the wheels of a 26 tonne truck just before Christmas last year. Thankfully the truck was only doing about 1 mile an hour at the time and the driver heard the screech of metal on metal or I may not be here to answer these questions.

2. How long does your journey to work take?

That is an easy one to answer. Given I work from home I have a zero commute excepting of course popping into the kitchen for a cup of tea on my way to the office.

3. If you won the lottery would you retire?

Yes from my current role, well depending on the level of winnings anyway.

4. What do you always carry with you to work?

Phone, although a slightly unfair question given I work from home. It does have its advantages though of never having to worry about locking myself out having forgotten house keys in my rush to get out the door.

5. What was your first job and the amount in your first pay packet?

My first full time job after leaving university was as a trainee accountant with Grant Thornton in Aylesbury. I seem to recall my annual wage on joining was £7,750 which probably meant about £550 after tax etc in my first pay packet.

6. Would you say you live to work, or work to live?

Certainly work to live, although I am not sure this was always true, it is just your perspective changes somewhat as you age!

7. What can you see from your office window?

The road in which I live!

8. Do you make time for lunch every day?

Yes, although it can often be a sandwich at the desk.

9. As a business person, describe your three main qualities?

Dedicated, decisive and realistic. (Couldn't think of a third D)

10. And your worst quality?

Time management

11. What irritates you most about being in business?

As a one man band (at the moment) trying to find the time to fit in all the admin that needs to be performed nowadays and not having anybody to help me in this thankless task

12. What has been your most satisfying moment in business?

Raising my first invoice as a self-employed consultant knowing that I had added value for my client.

13. What is the most important thing you look for in new recruits?

This is not relevant at the moment as I am not recruiting. However when I have recruited in the past one of the main traits I look for is one of reliability. The last thing I want to do is recruit somebody for a role and then end up still undertaking it myself!!

14. If you could work in a completely different field, what would it be?

Marine Biologist (although I was never that good at Biology) just that I have always been interested in the natural world.

15. How important do you think a university education is to success in business?

I don't think it is the actual degree that is key but the development of a person that happens when you attend university that can help in being a success in business

16. What was your biggest mistake in business?

As my own venture is still in its infancy I do not believe there has of yet been any glaring errors, although I could say that not starting my own business earlier is probably up there at the moment.

17. If you could employ anybody from the world of business who would it be, and why?

Having just watched the final of The Apprentice I guess the answer would have to be Alan Sugar. Two reasons, firstly to say you're hired and then to be able to utter the immortal words, ALAN YOU'RE FIRED!!

18. What advice would you give to an aspiring entrepreneur?

Just do it, believe in yourself and never underestimate the amount of time and energy that goes into running your own business.

19. If you could choose to work for any company in the world which would it be and why?

It would have to probably be Sky Sports as a cricket commentator, being paid to travel around the world talking about a game I love seems like heaven to me.

20. If you could turn the clock back, what would you have changed about your business career?

On joining the accountancy profession one of my ambitions was to become a partner in a national accounting firm and I realised slightly too late that this was perhaps not where I saw my career going. By the time I exited the profession for commerce a large number of my peers had 5 or so years experience under their belt and I was therefore playing catch up for a period.

