



NORTH WEST LONDON CHAMBER NEWS

HARROW HOLIDAYS

When you're thinking of a vacation destination, it's unlikely that Harrow would immediately spring to mind. Yet, tourism business is booming in Britain and Harrow is no exception. Its tourism industry is currently worth £92.6 million and Harrow Council has its own dedicated tourism officer.

The council will be targeting residents as part of British Tourism Week (12-18 March 2007) with over 40 different events and promotions. The idea is that they appreciate the fun to be had in Harrow and then spread the word. The promotions include cut-price cinema tickets, discounted meals, guided tours and Bollywood dance classes. Supporters include The Harrow Observer,

the Comfort Harrow Hotel and events website www.eggmeg.co.uk.

"This is a business opportunity not to be missed", says Chamber director Laurie Bernard. "Find ways to capitalise on this growth local industry".

Visit www.harrow.gov.uk for more details.

WELCOME TO NEW MEMBERS

Ashco Accountants Ltd

This full service accountancy practice includes free access to useful resources.

Tel: 020 8905 6595
Email: akara@ashco-accountants.co.uk
Web: www.ashco-accountants.co.uk

Colour Copystat

Provide colour copying and office stationery.

Tel: 020 8961 6860
Email: shirazi@copystat.demo

Computer Logistics Ltd

Provide cost effective, reliable and efficient IT systems.

Tel: 020 8201 3555
Email: Harvey@computerlogistics.co.uk

Contractors of London Ltd

This building contractors company has a range of services.

Tel: 020 8429 5696
Web: tahir102@hotmail.com

Criminology in the Millennium Ltd

Run by an independent criminologist who addresses issues around race, gender and criminal justice.

Tel: 020 8204 9587
Email: ruthchigwada@aol.com
Web: www.ruthchigwada-bailey.inuk.com

Cumberland Hotel

Close to all Harrow amenities, the hotel has conferencing and banqueting facilities.

Tel: 020 8424 7809
Email: sales@cumberlandhotel.co.uk
Web: www.cumberlandhotel.co.uk

Darul Zaffar Aziz

A range of property services enabling you to make smart real estate choices.

Tel: 020 7328 6950

Fly Design Limited

For your design needs look to these creative consultants in branding, packaging and print.

Tel: 020 8903 1595
Email: info@flydesign.biz
Web: www.flydesign.biz

Goals Soccer Centres Plc

The UK's premier provide of 5-a-side football.

Tel: 020 8997 4040
Email: wembley@goalsfootball.co.uk
Web: www.goalsfootball.co.uk

KHDB Management Systems

Design and build database applications to enhance businesses.

Tel: 020 8420 1933
Email: khubert@khdb.co.uk
Web: www.khdb.co.uk

Kodak Ltd

Design and manufacture photographic products.

Tel: 020 8424 5626
Web: www.kodak.co.uk

Kotecha & Company

A medium size firm of solicitors - they offer a range of services and specialise in conveyancing.

Tel: 020 8426 0014
Email: Jackie@kotechasolicitors.co.uk
Web: www.kotechasolicitors.co.uk

Labour Ready

Provide dependable, on demand industrial labour.

Tel: 01923 219 648
Web: www.labourready.co.uk

Laxcon Construction (UK) Ltd

Offer traditional contracting, construction management and design and build services on a diverse range of products.

Tel: 020 8451 2455
Email: info@laxcon.com
Web: www.laxcon.com

L.L. European Recruitment Ltd

This recruitment organisation specialises in skills shortages across the European Union.

Tel: 020 84297509
Email: lelia.livadas@ller.org.uk
Web: www.ller.org.uk

M&A Combine Ltd

Source many diverse products globally for customers worldwide.

Tel: 020 8866 8800
Email: ak@macombine.com
Web: www.macombine.com

MALFI

This hair and skincare clinic offers an array of treatments. Looking good has never been easier.

Tel: 020 8427 5719
Email: malfi_shakira@yahoo.co.uk
Web: www.malfiskincare.co.uk

Navdeep Chohan

Keep teeth clean and healthy with this dental hygiene clinic.

Tel: 07908 265 44

Pitman Training - Harrow & Uxbridge

Provide secretarial, clerical and information technology skills training.

Tel: 020 8868 0111
Email: robin.bussell@pitman-training.net

Play Golf Northwick Park Ltd

Play golf at this facility that's been named the UK's number one playground for golfers and their families.

Tel: 020 8864 2020
Email: info@northwickpark.com
Web: www.northwickpark.com

Python Security

Discover how to monitor your home, shop or business for a few pennies.

Tel: 07950 920 815
Email: yailaqi@yahoo.co.uk
Web: www.pythonscurity.co.uk

Tacident Business Growth Coaching Ltd

A company committed to helping business owners fulfil their dreams.

Tel: 020 8868 7043
Email: sgrace@tacident.com
Web: www.tacident.com

Wecanstore.com

Specialise in business records management from a box storage level to individual document management level.

Tel: 020 8200 4444
Email: anil@exxis.co.uk
Web: www.wecanstore.com

Whitehouse Dental Practice

This surgery offers a full range of dentist services.

Tel: 020 8427 1800
Email: [priti@fsmail.net](mailto:pritti@fsmail.net)

Wilson & Wilson Photography

Both traditional and digital imaging services are offered at this full service photography studio.

Tel: 020 8904 7954
Email: info@wilsonsphtography.co.uk
Web: www.wilsonsphtography.co.uk



North West London

CHAMBER

MARCH 2007

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WELCOME TO THE MARCH 2007 NEWSLETTER

I'm the new editor of your Chamber newsletter and aim to bring you the news, views and opinions that really matter to you.

I'm a freelance journalist who has contributed to The Daily Express, The Sunday Mirror, Benefits for You and other publications. I have also been the Deputy Editor of business magazine, Executive Woman.

The North West of London is a great place to do business. According to YouGov research, Harrow has the fourth fastest growing population of VAT registered businesses. The Bank of England has also consistently named Harrow as one of the top boroughs for small business start-ups.

In this issue we look at business growth and whether incubation might benefit your

business. We've also highlighted Harrow Council's new economic development strategy and bring you all the latest local news. One of the most important reasons for joining a Chamber of Commerce is networking, so we've compiled a list of events and courses.

This regular newsletter aims to be as interactive as possible. So, please take every opportunity to speak out on issues you feel are important. This will help us to create the best business environment possible in Harrow and Brent.

Greta Solomon



GRETA HAS BEEN A JOURNALIST FOR SEVEN YEARS

NEW ECONOMIC DEVELOPMENT STRATEGY

Work on the business strategy, called Enterprising Harrow (2007-2016), has already begun and the council welcomes your input in finalising Harrow's future Economic Development Strategy for Enterprise.

If you are interested in attending a focus group discussion on shaping the way forward for business in Harrow, please call Anne-Marie Mulgrew on 020 8427 6188 or email anne-marie.mulgrew@hib.org.uk.

For more details about the Enterprising Harrow consultation plan and an online questionnaire to record your feedback on the strategy, visit www.harrow.gov.uk

ADVERTISE WITH US

Reach around 1000 named businesses in Brent and Harrow by advertising in the Chamber newsletter. Alternatively, you can send us an insert to include in the mailing. Reach thousands more with a web link from our site to yours or an entry in our "Discount Club". Prices start from just £95 for an advert in this newsletter and £50 per month on the website. Call Vandana Patel on 020 8427 2884 or email info@nwlcchamber.org.uk

SMOOTH MOVE

Eric Diamond, Vice President of the North West London Chamber of Commerce, has been appointed the Chamber Director to Harrow in Business (HiB). He joins Howard Bluston, who was independently appointed by HiB and chairs HiB committees. The Harrow Council representative for both organisations is John Cowan.

EMPLOYMENT OPPORTUNITY

Energy Solutions are looking for an energy specialist. The company promotes the use of sustainable energy in buildings, industry and transport in North West London. The appointment is honorary with special responsibilities. For more information please email Eric Diamond on diamondcontrols1@aol.com



HAVE YOUR SAY

What issues do you think the Chamber members need to discuss or be made aware of? What would you like to see in your newsletter? Would you like more human-interest stories and case studies of successful members? Alternatively, do you have any news you'd like to share with other Chamber members in the May edition of this newsletter?

Email us on info@nwlchamber.org.uk by April 2nd 2007.

NEW STYLE MENTORING

April 2007 sees the launch of a Harrow in Business (HiB) monthly group mentoring and networking service for both pre-start and existing businesses. Participants will get first class, expert input on their businesses plus the chance to build strong networking relationships with their co-participants.

There will be no more than six people in each group, with each person handpicked to ensure an appropriate mix. Each group mentor can ask other experts to join the monthly meetings, if specialist knowledge is required.

The service will include an initial half day one-to-one session with a mentor, followed by 12 half days of group mentoring. There will also be two extra days of consultancy with an expert, for help in tasks specifically related to their business.

"Every business person needs a sounding board," says HiB client Andrea Sangster, Director of Alphabetti Communications. "My mentor has been an excellent business ally. Our monthly mentoring sessions have saved me thousands of pounds and countless hours."

The scheme, run by Harrow in Business is sponsored by Harrow Council. It is open to everyone, although places are limited. Call HiB on 020 8427 6188 for more information.

GOING FOR GROWTH

It seems that the business-owner mindset may be changing. In a recent survey by YouGov, 39% of business-owners said the desire for a better work/life balance was a major factor in holding back business growth. However, work/life balance was seen as less important in larger businesses, which suggests a catch-22 situation.

The survey also found that 41% of business-owners found the growth phase harder than the start-up. The key challenges faced were lack of money for investment, excessive legislation and a lack of time to dedicate to growth.

Many people exit the rat race and get off to a flying start in business using ready-made contacts and networks. But when these contacts retire, emigrate, have children, change jobs or create competing outfits, the business-owner can be left fighting for stability let alone growth. So, how can business growth be relatively pain-free?

Tell us your views. Maybe, you're a small business committed to remaining small, or perhaps you want to grow but find yourself hitting a brick wall. Email your thoughts to info@nwlchamber.org.uk

GET INSPIRED, BRANSON STYLE : BOOK REVIEW



Richard Branson described My Big Idea by Rachel Bridge (Kogan Page, £14.99) as "essential reading for every budding entrepreneur." Chamber director Laurie Bernard Dip.M. MCIM agrees. Here's what he had to say.

This book is inspirational. It is divided into chapters that feature the trials and tribulations of thirty business founders. Each chapter is only five and a half pages long so it's easy to dip in and out of.

It features successful entrepreneurs, such as Martin Dawes of Coffee Nation; Karen Darby of Simply Switch; Sally Preston of Babylicious; Lucy Barker of Barker Brooks Media; Mark Leatham of Leathams and Nick Austin of Vivid Imaginations.

Written by the Sunday Times Enterprise Editor Rachel Bridge, it's a perfect read when you need a lift on a tough day.

Laurie runs The Business Services Partnership

(020 8428 2346; www.thebsp.co.uk)

COULD YOU BENEFIT FROM BUSINESS INCUBATION?

The Chamber's view is that our members, in their infancy, need as much assistance as possible. However, business incubation is very different to the forms of business support you may be used to.

Just as a premature baby is placed in an incubator, a new business is placed in an environment where it receives a tailor made package of services and support that enable it to survive and grow through the difficult early stages of development.

The London Borough of Harrow's view is that businesses should be put into purpose-built buildings, using shared accommodation with secretarial and reception facilities, for three years until they are strong enough to move out and work on their own.

Currently, we direct our members to Harrow in Business who train and support new and fledgling businesses. We will also continue to set up networking meetings, so that new businesses can work and talk with established local employers and use their best practice.

Business incubation looks set to be a hot topic throughout 2007 and 2008. What do you think about it? Email us at info@nwlchamber.org.uk

ARE YOU INTERNET SAVVY?

There's no escaping the information superhighway. But even though many businesses have embraced it, not all are using it to full advantage.

Many sites on the internet are static information sites, which exist to advertise products and services or show information. The effect is like looking through a very large, albeit colourful and often entertaining telephone directory. Perhaps this explains the popularity of sites, such as You Tube, which allow people to get involved in the process of discussion and creation.



So, how vibrant and interactive is your website? Does it:

- Still reflect what you do?
- Meet your objectives?
- Have the right words and graphics?
- Function well?
- Encourage interaction with your customers?

WEMBLEY STADIUM COMMUNITY DAY

Wembley Stadium will open its gates to Brent residents on Saturday 3rd March 2007 at a community day. This ticketed event gives those living and working in Brent the chance to test-drive the stadium's facilities and enjoy a day of entertainment.

Celebrity teams will battle it out on the football pitch and local youngsters will take part in a 'skills and drills' session. Music lovers will be treated to a concert performed by local musicians and dancers.

The day is a reminder of how the new stadium can benefit businesses across North West London, as match days and concerts bring thousands of extra people into Brent. "The new Wembley Stadium has already dramatically changed the local landscape and will bring economic and regeneration benefits for the local community," says Paul Lorber, leader of Brent Council.

The stadium has even achieved the golden seal of approval by football royalty and cultural icon, David Beckham. "Every young child wants to play at Wembley...and for me it's the ultimate stadium," he says.

Free tickets for the day have already been allocated as part of a prize draw.

GET NETWORKING IN 2007

Weds 14 March, 6.30pm-9pm

The Feel Karma Stress Gym

Tame your stress demons in an evening hosted by the Stress Management Society: includes yoga, massage, advice on diet / exercise and self hypnosis.

Call 020 8427 6188 or visit www.hib.org.uk

Thurs 15 March, 9.30am-2.30pm

Women Entrepreneurs - From Idea to Implementation

Eight weekly sessions that will take you from the drawing board to the board room.

Call 020 8427 6188 or visit www.hib.org.uk

Tues 20 March, 7pm-9.15pm

A Finance Theme, After All It's Budget Time

An event hosted by The Business Connection and presented by Mark Lee: includes new member introductions and refreshments.

Call Laurie Bernard on 020 8428 2346 for more details, £7 for Chamber members

Fri 23 March, 12pm-2pm

Women's Business Connection, Business Support Panel

Call Rhona on 020 8427 6188 or visit www.businessconnection.org.uk £7 for members, £12 for non-members.

NEW WEB REGULATIONS

Did you know that from 1st January 2007, every company needs to list its company registration number, place of registration and registered office address on its website and in emails? If you breach this new Companies Act you risk a fine. The Business Services Partnership recommends that every email signature includes the following:

- Company name and geographic address, including both the trading and registered names if these are different.
- Company registration number and place of registration.
- VAT number (if applicable). It should be prefixed with GB if it trades outside the UK.

If a business is a member of a trade or professional association then membership details (including any registration number) could be shown.



The new and improved Wembley Stadium promises to be a big hit.

Picture credit: Wembley National Stadium.

Tues 27 March, 7.30am-9.15am

Chamber Breakfast Networking

Join us at the Best Western, Cumberland Hotel, St. Johns Road, Harrow, Middlesex HA1 2EF for an exciting networking breakfast - just £12.50 for Chamber Members and affiliates, £15.00 for non-members. Please contact the Chamber Office to book and indicate if you will require a traditional breakfast or have any special dietary requirements (020 8427 2884).

Mon 23 April, 6.30pm-9.00pm

5 Ways to Increase Your Profit by 61%

A not to miss Chamber seminar from Steve Grace of Action Coaching. There will be plenty of time for networking. This event includes a buffet and is being hosted at Barclays Bank, 355 Station Road, Harrow HA1 2AW. Members and affiliates £10.00; non members £12.50. For details or to book please call the Chamber Office 020 8427 2884.

Business surgeries, various times and dates, drop in to ask questions from experts
Call 020 8427 6188 or visit www.hib.org.uk