

## Welcome to New Members

### Blubeckers at the Hare

As well as being a great meeting venue, you can also grab a great wholesome, home-cooked meal at Blubeckers. Located on the outskirts of Harrow Weald, there's also a conservatory area that overlooks the garden, for alfresco dining.

Tel: 020 8954 4949  
Web: www.blubeckers.co.uk

### Design for Print Ltd

This design consultancy helps companies with all their printed design needs, including brochures, letterheads and adverts. They also consult with people who develop the software and hardware for print applications and help people to set up exhibition stands.

Tel: 020 8904 1026  
Web: www.designforprint-london.com

### Henry's Bespoke Joinery

Specialising in kitchen, bedroom, bathroom cabinetry and children's furniture, this firm also works closely with interior designers to bring their visions to life.

Tel: 020 8904 5577  
Web: www.henrysjoinery.com

### Home Health Clinic

This registered optometry practice provides a home or office eye care service. They can visit your place of work and carry out full eye checks, including tests for diabetes and glaucoma. There's also a range of spectacles and magnifying glasses available.

Tel: 020 8428 4068

### Jordan Xavier Ltd

This social care organisation provides accommodation and support services for young people referred from local authorities. They also purchase properties for development and rental purposes in the North West London area.

Tel: 020 8205 2980  
Web: www.jordanxavier.co.uk

### Lawrence Grant Chartered Accountants

Based in Stanmore, Lawrence Grant (established 1969) offers expert tax planning, accounting & business advice to growing businesses and individuals. The aim is to help you to save money and to grow your personal and business wealth.

Tel: 020 8954 7636  
Web: www.lawrencegrant.co.uk

## Top 10 Reasons For Joining The Chamber

1. The chance to meet customers, suppliers, potential business "partners" and make friends through Chamber organised events.
2. Promotion opportunities, including special rates are available to Members for flyer mailing and advertising in our Newsletter.
3. The license to use the Chamber logo at your premises and on your stationery.
4. A newsletter that is produced regularly and distributed to members and key local players.
5. Fast track to Government support and advice through our affiliates and contacts.
6. Training from Harrow in Business and other partners.
7. Discounts at suppliers and from fellow Chamber members.
8. Help in presenting your views to local and central government.
9. Chamber surgeries where members offer an initial one hour free consultation to give advice on their area of speciality.
10. Help with your enquiries – big or small.

DECEMBER 2008

CHAMBER NEWS • INFORMATION • EVENTS

## Welcome Letter

Dear members

Welcome to the December 2008 newsletter.

With the year drawing to a close and with the recent credit crunch still the hot topic, you may be wondering when things are going to look a little brighter. In fact, it's tempting to avoid the dreaded 'R' word altogether, but we've never been one to bury our heads in the sand. Businesses need to heed the recession and take action. So, in this issue we introduce the Harrow Business Improvement District project – a positive regeneration initiative to improve commercial zones.

We've got all the latest news, events and happenings. There's also a fun feature on meeting your ideal business partner, and finally, Board member, Laurie Bernard has given us an antidote to these hard times. He says that the more you can help other people achieve their goals, the more you will achieve yours. So let's start being more client and customer focused and successfully beat the economic downturn. Happy holiday season, and see you in 2009 for a brighter, bigger and more prosperous business year.

*Greta Solomon*  
Newsletter editor

## Harrow Town Centre Face Lift

Following in the footsteps of the Hollywood nip and tuck, Harrow is getting a makeover. St Ann's Road is being re-vamped and contractors, Enterprise Mouchel, have pledged to keep disruption to a minimum. The planned improvement works will begin on 12th January 2009. To find out more, to see how they'll affect your business call Suzanne Linton on 020 8420 9361 or email [Suzanne.linton@harrow.gov.uk](mailto:Suzanne.linton@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@nwlchamber.org.uk](mailto:info@nwlchamber.org.uk)

## News

### Credit Crunch Help For Small Businesses

There's good news for Harrow-based businesses who are struggling to pay the rates for their premises. Harrow Council state that three quarters of the borough's 3500 small traders could be eligible for discounts under the small business rate relief scheme. However, only 900 of these have actually signed up for their discounts.

Don't waste another penny, if you think you may be eligible. The council are also able to spread business rate payments over 12 months rather than the standard 10 months for any traders facing hardship. Call Harrow Council on 020 8863 5611 for more details.

**Our Present to You**

**Come and join us this Christmas**

Four Course Menu  
Raffle, Prizes and Fun  
Music and Entertainment  
plus more

for only £20 per person  
£37 for 2 people

For more details and bookings  
Ring 0208 427 2884 before December 1st 2008

PICK 'N' MIX RECRUITMENT 020 8537 3390

## Write Your Way To Business Success

Calling all people in the travel industry! Harrow Business Travel News is looking for submissions. The quarterly newsletter - distributed in the West London area - is looking for special offers, news items and other tidbits. The word limit is 150 and the deadline is Friday 23rd January. So get scribbling and email your submissions to [linzi.clark@harrow.gov.uk](mailto:linzi.clark@harrow.gov.uk)

## Businesses Help Change Traffic Signage

In response to feedback from local businesses, enhanced traffic signage has now been implemented on the A312 Northolt Road. Fingers crossed that it helps to make the area easier to navigate and eases traffic congestion.

## Application for Membership

Enterprise House, 297 Pinner Road Harrow HA1 4HS

I/We hereby apply for membership of the North West London Chamber

Name of Company		Postcode	
Address		Telephone	
		Fax	
E-mail		Website	
Nature of Business		Number of Employees	
Contact		Job Title	
Introduced to the Chamber by (optional)			
I/We understand that I am/we are giving permission for my/our details to appear in Chamber membership lists and/or on the Chamber's E-directory on the Chamber's web site.			
Signature		Date	

### Annual subscription rates – 2008

Please select the employee size band applicable to your organisation, completing your cheque payable to North West London Chamber. Please advise the Chamber of any changes.

Company size (no. of employees)	1	2-3	4-12	13-50	51-100	100+
Annual rate	£40.00	£60.00	£100.00	£150.00	£250.00	£500.00
Registration fee	£13.33	£20.00	£33.33	£50.00	£83.33	£166.67
<b>Total joining fee</b>	<b>£53.33</b>	<b>£80.00</b>	<b>£133.33</b>	<b>£200.00</b>	<b>£333.33</b>	<b>£666.67</b>

If you would prefer to make your payment by BACS, our bank details are following:-  
HSBC BANK, 26-28 St Ann's Road, Harrow, Middlesex, HA1 1AL  
Sort code: 40-23-13 Account no: 21395017  
Account name: Brent & Harrow Chamber of Commerce Ltd. t/a North West London Chamber



## Book Review Diversity Training Handbook

When Barack Obama won the US presidential election, it gave a message to the world that we are living in an increasingly diverse society. But with diversity comes responsibility. And business owners need to be able to deal with people from all walks of life. This is where the Diversity Training Handbook steps in. Billed as a practical guide to understanding and changing attitudes, it offers advice on dealing with stereotyping, racism, homophobia, prejudice, sexism and disabilities. It seamlessly blends theory and practice. What's more, the exercises, models, checklists and guidelines make this the ideal resources for those whose role it is to educate and train in this often sensitive area. Published by Kogan Page, it costs £24.95. Visit [www.koganpage.com](http://www.koganpage.com) for more details.

Reviewed by Laurie Bernard, The Business Services Partnership, 0845 643 1192 [www.thebsp.co.uk](http://www.thebsp.co.uk)

## Member News

### Harrow Business Improvement District Project

Chamber member, Jennifer Blyth of Blaser Mills Solicitors introduces the Harrow Business Improvement District (BID) project. And calls for new board members for this business led regeneration initiative created to improve recognised commercial zones.



The Harrow BID Company will soon be incorporated, representing a commercial zone comprised of retailers and offices on St Ann's Road, College Road and Havelock Place. The project, managed by their Board composed of large and small retailers, firms and franchises, is now in the consultation phase. Board members are visiting organisations within the zone to obtain feedback on BID's proposals, having identified 3 key areas, namely promotion and marketing, security and the environment. BID will develop additional services for the mutual benefit of all town centre businesses. Of particular interest to offices are increased opportunities for networking, partnership working and incentives to use other local suppliers. BID also aims to create a tightly knit business community with its own voice, able to lobby the authorities regarding issues that affect local business. BID's final proposal, incorporating feedback obtained during consultation, is released in mid December. The project is funded by a levy based on rateable value of each organisation within the zone: contributions are capped at 1% for retailers and 0.75% for offices. Organisations are asked to vote for the BID late Spring 2009. If a majority of voters plus a majority of the rateable value vote "yes," the levy becomes mandatory, providing a fund of around £250,000 to create services that enhance the zone's prosperity. There are 17 BIDs in London already: Blaser Mills are voting "yes" because, in the current climate, Harrow must remain competitive. The Board welcomes new members – email Jennifer at [job@blasermills.co.uk](mailto:job@blasermills.co.uk) or visit [www.harrowtowncentre.co.uk](http://www.harrowtowncentre.co.uk) for more information.

## Spotlight On...

### Chamber Members, Harrow Carers

Short of furiously networking and becoming king or queen of the 60 second introductory spiel, it can be difficult to know who your fellow members really are. So we've decided, each month, to put the spotlight on a member. If you'd like to be included in this section, email Greta, the newsletter editor on [info@nwlchamber.org.uk](mailto:info@nwlchamber.org.uk)

#### What do you do?

We help people who provide unpaid support and assistance to a family or friends who are disabled, frail aged or with a mental health problem or other chronic condition.

#### What are your main services?

Our services include outings and activities and respite breaks for parents of children with special needs. We support our young carers by providing fun time for them, and also help to boost their self esteem. We also hold action groups, workshops, provide training sessions and give information, advice and guidance.

#### What is your chief aim?

We want to increase awareness of carers and their issues. We're also calling for more volunteers, to help enrich the lives of people who care. For more information or to make a donation, call 020 8868 5224 or visit [www.carers.org/harrow](http://www.carers.org/harrow)

### French Cuisine In Pinner

Every business needs a bulging address book that includes favourite restaurants in which to entertain clients and staff. Brasserie Chez Gerrard in Pinner is fast getting a reputation in the local business community for friendly, affordable French cuisine. Visit [www.brasseriechezgerrard.co.uk](http://www.brasseriechezgerrard.co.uk) or call 020 8429 3239 to make a reservation.

**Making Your Business Better**  
Delivering comprehensive, city quality  
Commercial legal services from your local high street

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Call Jenny for initial assessment 0208 427 6262

**Blaser Mills**  
S O L I C I T O R S

12 College Road, Harrow, Middlesex, HA1 1JF  
[www.blasermills.co.uk](http://www.blasermills.co.uk)  
[sam@blasermills.co.uk](mailto:sam@blasermills.co.uk)

\*Subject to Terms and Conditions

## Meeting Your Ideal Business Partner

When it comes to dating, they say that you've got to kiss a lot of frogs before you meet your prince or princess. Sadly, the same is usually true of finding a business partner. Here is a three-point plan for attracting *The One*.

#### Know exactly what you're looking for

If you don't know what you're looking for you won't know when you've found it. Create a list with three columns. In the first, outline all the qualities your business partner must have. In the second, put down the things that are desirable but you could live without. In the third, list the things that are a deal-breaker. Your prospective partner must satisfy all the requirements in column one and have none of the qualities in column three.

#### Network, network, network

Cast your net as far as you can by attending every networking event going. Tell everyone you know about your new business project and the type of person you're looking to meet.

#### Allow for serendipity to happen.

Follow steps one and two, but be open for your new business partner to materialise in an unusual way. Serendipity is when you discover something by a happy accident. So, don't ignore that friend or family member who says they know someone in your industry. And if you spill coffee all over a stranger in a business suit, pass on your business card, as well as the name of a good dry cleaner. It might be the start of a beautiful relationship!

How did you meet your business partner? Let us know on [info@nwlchamber.org.uk](mailto:info@nwlchamber.org.uk) and we might feature your story in a future issue.

## Give Gifts This Holiday Season

UK charity World Jewish Relief (WJR) is appealing to manufacturers and wholesalers across the UK for end of line, redundant and non-sellable stock for its unique humanitarian relief scheme Gifts in Kind.

The charity provides humanitarian aid and basic welfare support to hundreds of thousands of people worldwide. They respond to the needs of communities at risk or in crisis across the world and react to international disasters.



The Gifts in Kind programme sources and collects donations of new and nearly new goods to send to deprived individuals abroad – items such as dried food, essential toiletries, winter clothing, shoes and bedding are sent to communities across Eastern Europe and the Former Soviet Union. The majority of recipients survive on small incomes, with little or no state support. Last year, the programme raised the equivalent of over £4m in goods by working with manufacturers, wholesalers and retailers across the UK.

Now, World Jewish Relief are seeking children's toys. They will gratefully receive any quality goods with misprinted or faulty packaging, or end of line stock.

"Donating to WJR ensures that stock is put to very good use, avoids costly disposal and makes donors eligible for significant tax relief," says Tzuri Bar, Managing Director of Danbar International Ltd, who have donated over £80,000 worth of toys.

For more information call 020 8736 1250, email [giftsinkind@wjr.co.uk](mailto:giftsinkind@wjr.co.uk) or visit [www.wjr.org.uk](http://www.wjr.org.uk).

## SHISH RESTAURANT & BAR

Inspired by the exotic tastes, flavours and cultures of the Silk Road, Shish will take you on a unique Fresh Food Journey.

**2 FOR 1 BAR OFFER** To celebrate the opening of our new 1st floor Bar, buy any Beer & Cocktail from 5pm – 7.30pm and get one absolutely free. Available every day.

**COMPLIMENTARY REFRESHMENTS** Dine on any weekday lunch time and get complimentary tea, coffee and water for parties of 10 or more guests.

**FREE ROOM HIRE** Book either our new look 1st floor Bar Lounge & 2nd floor Roof Terrace for your next event or function and you will receive free room hire for parties of 15 or more guests.

2-6 Station Parade, Willesden Green, NW2 4NH  
T: 020 8208 9290 [WWW.SHISH.COM](http://WWW.SHISH.COM)

## Member Offers

Save a bundle with these great deals from your fellow members. Don't forget to mention that you're a member and you heard about the offers via the newsletter, when you get in contact.

### JRL Coaching & Consulting

Will 2009 be your year? Make it happen by working with a Coach to help you personally develop, and improve your business performance. We offer all members, a free initial consultation and performance audit. Call 020 8909 9275 or email [info@jrlcoaching.co.uk](mailto:info@jrlcoaching.co.uk)

### Pitman Training

Established 160 years ago, Pitman is the UK's largest independent network of training centres. There are hundreds of courses to choose from, including office IT skills, secretarial skills, book keeping and accounting. They have trained corporate clients including Brent Council, Sainsbury's and Royal Mail.

Both the Harrow and Wembley branches are offering a 15% discount on any course booking. Visit [www.pitmanharrow.com](http://www.pitmanharrow.com) or call 020 8868 0111. Alternatively, call 020 8903 9580 to speak to a course advisor at the Wembley branch.

### Wembley Plaza Hotel

Take advantage of special 24 hour rates at the Wembley Plaza Hotel. It costs from £99 per delegate in a single room and £135 per delegate sharing a twin room. The prices are for new bookings and are valid from 15 December 2008 to 28th February 2009. Prices include VAT, room hire, two servings of tea and coffee, dinner bed and breakfast. To book, call the conference and event team on 020 8828 2019 or email [grace.chung@hilton.com](mailto:grace.chung@hilton.com)

### Whitehouse Dental Practice

There's a 10% discount on offer for private dental treatment at this dental surgery. Call 020 8427 1800 to find out more.