



## Celebrating business in Kingston



**There's a great feeling of vibrancy in the air locally at the moment. Maybe it's the anticipation of the summer weather yet to arrive – or it's the sheer quality of Kingston Chamber activity in the borough?**

For example, don't miss the International Youth Arts Festival taking place at The Rose Theatre in July, or miss the team in a dragon boat race on 17th July.

I hope you enjoy catching up on Chamber news and views in *Eureka*. Send your ideas and input to me by the end of August for the September issue.

Best wishes

**Lisa Gagliani**  
Chief Executive  
Kingston Chamber of Commerce

We've got a lot to celebrate – the enterprise day on 30th June, the Olympics coming to Kingston (and the briefing on 7th July), the launch of Kingston Business Awards, the seven new directors that have just joined the Chamber board and a whole host of other things too.

## New Executive Team

At our AGM on 19th May, Neil Latham CBE stepped down as President of Kingston Chamber of Commerce and Jerry Irving was elected to the role for the coming year. Jerry, who has a long association with Kingston Chamber, said that he accepted the position with pride and would work in the coming year to support the Chamber team in developing its enterprise service.

Seven new directors also joined the team and Bruce Burrowes from Tax Assist joined the Executive team replacing Phil Scales as Finance Director. The new directors are Forbes Low (independent graphic design), Sharon Greenaway (Kingston College), Christina Jackson (ActionCoach), Guy Fallows (Independent Accountant), Keith Hern (photographer), Vanessa Frances (Bentalls) and Alex Whitman (Whitman Fry Investments).

The Chamber thanked retiring directors William Freeman, Graham McNally and Roger Lowe for their services and support. The Chamber board meets six times a year.



*Left to Right: Keith Hern, Forbes Low, Sharon Greenaway and Guy Fallows*

### In this issue

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#### Women in Business

Bentalls and NatWest partner event impresses the ladies

#### New Malden Forum

McDonalds hosts winning breakfast

#### Olympics – are you ready?

Don't miss our 2011/12 briefing

#### Kingston Business Awards

Get the profile and recognition you deserve



## Forthcoming Chamber events



Date	Event	Venue	Time	Cost inc VAT
June 30	Kingston Enterprise Partnership Event	25 Old London Road, Kingston	11.00-3.30pm	Members £25 Non Members £35
July 5	Export to Egypt	HSBC	500-7.30pm	
July 7	Networking Breakfast Plus ++	The Kingston Gate, London Road	8.00-10.00am	Members £20 Non Members £30
July 13	New Members Meeting	Unilever House	10.00-11.30pm	Invitation only
July 21	Networking Lunch	Venue to be confirmed	12.30-2.30pm	Members £25 Non Members £35
Aug 11	Networking Breakfast	The French Tarte, Maple Road, Surbiton	8.00-9.30am	Members £12.50 Non Members £20
Aug 15	Curry Club	Venue to be confirmed	6.00-8.00pm	Members £15 Non Members £20

To book a place on any of the above events telephone 020 8541 4441 or book on line at [www.kingstonchamber.co.uk](http://www.kingstonchamber.co.uk)

# Chamber helps young people choose careers

**The Kingston Employability Festival took place on 31st March at Chessington Community College. The Festival, a careers fair for Kingston students aged 14-19, had 38 exhibitors, including 24 Chamber members. To all those who took part – Thank You.**

We aimed to inform and inspire hundreds of young people about potential career paths. The feedback we have been receiving suggests that the Festival was well organised, informative and had an excellent atmosphere. Students, parents and teachers all came out smiling. Then, of course, there was the cake!

The next Festival is in October at Chessington Community College. We would love to have more exhibitors across all industries. You don't need to be an expert, just be yourself and speak about what you do.

*If you're interested, please contact the Chamber on 020 8541 4441 or email [office@kingstonchamber.co.uk](mailto:office@kingstonchamber.co.uk). If you attended in March, we'll be in touch.*



*Above: Students talk to a representative from the Rose Theatre and Forbes Design Associates.*

## Women in Business Bentalls Lock-In

Another brilliant Women in Business event – an After Hours Lock In! On the evening of the 6th April many of female business managers, entrepreneurs and guests came to this exclusive event at The Bentalls Store to experience a carousel of beauty workshops gaining useful tips and tricks for hair, make up, skin and fashion advice. The event was one of a pair of 'Women in Business' events sponsored by NatWest.



Firstly, we had a wonderful fashion show hosted by Vanessa Frances, Head of Marketing and Becky Patsianas, Personal Shopping Manager where we got to see this summers trends and how to dress up or dress down certain items of clothing. High-waisted flared jeans were the base of the outfit which was then accessorised with different tops, hats and jewellery for daytime and evening outfits.

Before splitting into groups to start on our tour of five different make-up stations we had a few nibbles and a glass of wine while networking. Clarins showed us a facial treatment to improve the look of our skin. Armani Make-Up gave us a sneak preview of their new range, that is coming out later in the year. Bobbi Brown explained and demonstrated how to cover dark circles under your eyes.

True Skin revealed how they can look beneath the surface of the skin by photo technology. We then had Dermalogica who had a specific way of checking the skin by mapping different parts of the face.

Finally, before leaving we had a raffle prize giveaway – a set of Clarins products worth over £150! Plus two luxury gift bags were given to each lady containing a full sized Opia nail polish, many different tester products and discount vouchers from all of the workshops, a free facial from Clarins and some vouchers and fliers from Bentalls.



A huge thank you to Vanessa Frances for helping us organise this wonderful event. Vanessa has since also joined the Chamber's board of directors to represent retail interests and to promote retail memberships across the borough. And we'll be back for more at Bentalls with a Food and Wine event in the autumn.

*To sign up for Bentalls news and latest offers see [www.bentalls.co.uk](http://www.bentalls.co.uk)*

## One Kingston... One World

Kingston Carnival is now in its ninth year and will be celebrating in huge style on Sunday 4th September in Kingston town centre. The Carnival has grown year on year and last year attracted over 15,000 visitors on the day.



The Carnival Team and the Steering Committee Chaired by Prabha Shetty want to make Kingston Carnival 2011 the best celebration event in the whole region. So we are inviting everyone to get into their most colourful clothes and join us in the Carnival spirit. Join the procession, dance along to the music, try the international foods - but most of all - come and have fun!

### Entertainment

There will be two performance stages with fantastic artists to keep everyone entertained all day. Performers will come from all over the world to celebrate Kingston and its diversity.

There are many ways to get involved - through sponsorship, stalls or as performers.

For further information, please phone 020 8547 2332 or 07711 037181 email: [john.azah@kingstonrec.org](mailto:john.azah@kingstonrec.org) or visit: [www.kingstonrec.org](http://www.kingstonrec.org)

## Dragon Challenge

On Sunday 17th July Kingston Chamber friends will race a dragon boat at Canbury Gardens. Raising money for ASK. All Saints Church has obtained planning permission to build a community centre in the churchyard that will provide much needed facilities for a wide range of people in the heart of the town.

*Everyone is welcome to come down to the river for a lovely day out and support us. Please help by donating at [www.justgiving.com/kcoc](http://www.justgiving.com/kcoc)*



## Enterprise Know-How Launch

On 30th June Kingston Chamber launches the first in a series of events to support growth in the economy. Local enterprise partnerships are being set up all over the country, but we decided that here in Kingston we have all the partnership working already in place and so why wait? Aimed at any small business that wants to grow in the next few months, we've pulled together six excellent speakers who will give short talks on finding and winning new customers, retaining the ones you've got, financing expansion, getting the planning and systems right and a whole lot more!

*Plus an expo format for networking and plenty of ask the expert advice time. A great mini conference for all businesses in the borough, just £25 per person. Concessions apply. Call Kingston Chamber on 020 8541 4441 to reserve a place.*

## The Olympics are just around the corner...

It's no good saying you didn't know, when we've known that the Olympics are coming to London in 2012. But did you know that the cycle road race is coming through Kingston and that there will be trials taking place this August?

A special business briefing on Thursday 7th July at The Kingston Gate public house at 8am has been arranged so that you know what to expect, how you can minimise the impact of disruption to your business and maximise the trading potential of over 6,000 of the world's press in our area. Representatives of LOCOG and Transport for London will be there to answer your questions.

Send your question by email to [lisa@kingstonchamber.co.uk](mailto:lisa@kingstonchamber.co.uk) (please put '2012 Q & A' in the subject line).

To book a place call 020 8541 4441. Come and listen with a coffee (£2 only) or join the other Chamber members for a networking breakfast too for £20\* (\* members price for full breakfast)

## Sarah and Eric from The French Table cycle to Paris!



Please sponsor Sarah and Eric on their biggest challenge yet...cycling from London to Paris on 23rd-26th June in aid of the charity Chase, providing support to over 500 families with a child or teenager not expected to reach their 19th birthday. The charity will help families living in western London, Surrey and West Sussex. Sarah and Eric would really appreciate your support.

To donate please visit their Just Giving site [www.justgiving.com/TFTSarah-eric](http://www.justgiving.com/TFTSarah-eric)

## Is success knowing the right answers? Or is it knowing the right people to ask?

In business, it's often difficult to keep up with everything you need to know - let alone want to know. Our dedicated Commercial Managers can put you in touch with our unparalleled worldwide expertise in any market, on any subject. And we have local Commercial Centres across the UK, so the right answer is never far away.

► [www.hsbc.co.uk/business](http://www.hsbc.co.uk/business)

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McDonalds  
New Malden  
are lovin' it!



Our thanks to Gary, Jane and Ashok – the senior team at McDonalds who hosted the recent New Malden Forum. The Forum is gaining momentum with around 20 local high street businesses now attending to listen to updates from the council on highways and planning, policing and security and of course marketing and promotion.

The forum heard that work on the sewer repair is on schedule, that a local 'gang' had been apprehended and that statistics for [shoppinglocal.com](http://shoppinglocal.com) show an increase in 'hits' but that we need more 'offers' uploaded by retailers and more links to get established and increase promotional 'traffic' on the site. Also sharing top ideas was Jim Smith from Shoppers anonymous, who is keen to work with retailers to help raise the game in terms of service and spend per customer. Jim can be contacted via the Chamber.

*The next forum is planned for 8am on Friday 16th September also at McDonalds. All businesses in New Malden are welcome.*

# Colemans-ctts Solicitors Joins New Brain Injury Group

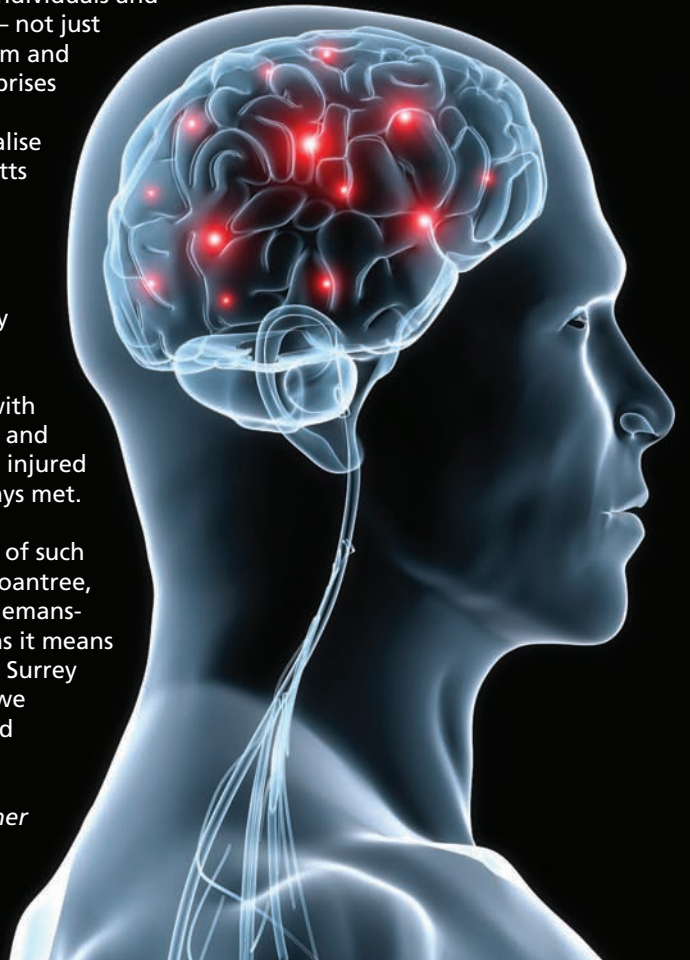
Solicitors Colemans-ctts LLP, based in Kingston, has been selected to join the new Brain Injury Group – a national network of expert brain injury lawyers working alongside a wide range of specialist support services.

Together they provide brain injured individuals and their families with complete support – not just compensation – throughout their claim and beyond. The Brain Injury Group comprises over 50 of the UK's most experienced lawyers across the country who specialise in brain injury cases, with Colemans-ctts representing the Kingston, Richmond and Sutton areas.

The Brain Injury Group has been established to ensure that brain injury cases are given the precise, specialist legal attention that they deserve. Increasingly, brain injuries are dealt with as 'just another' personal injury claim and the specific and varied needs of brain injured clients and their families are not always met.

"We are proud to be at the forefront of such an important initiative", said Claire Roantree, Head of Serious Personal Injury at Colemans-ctts. "Membership is very important as it means we can offer victims of brain injury in Surrey the same level of care and service as we always have, but with the backing and resources of a national group".

To contact the Brain Injury Group either call 0800 612 9660 or visit [www.braininjurygroup.co.uk/brain-injured-persons-&-family.htm](http://www.braininjurygroup.co.uk/brain-injured-persons-&-family.htm)



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[www.menzies.co.uk](http://www.menzies.co.uk)

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## Breakfast at Boaters

**April's breakfast was held at The Boaters Inn, located right next by the river in Canbury Gardens. Plenty of networking took place while Richard and his team served up a delicious hot breakfast.**

Although Lisa was unable to join us Neil Latham, our current President, did a grand job in her place. 'Nova', from Tiffin Girls School presented their innovative 'Unit' – a discreet dial enabling people to count their weekly alcohol intake. Unit is available at: <http://nova-enterprise.co.uk>

New member, Kevin Seeley spoke about his company AD2000 Services Ltd and the various types of security they can provide. See [www.ad2000servicesltd.co.uk](http://www.ad2000servicesltd.co.uk)



Jeremy Webb spoke on behalf of Kingston Rotary Club who are once again organising this year's Dragon Boat Race in July. *For more information go to [www.kingstonrotaryclub.org.uk](http://www.kingstonrotaryclub.org.uk)*

Simon Taylor from Mind in Kingston spoke briefly about Mind and asked us to "Save The Date" – Saturday 23rd July – when they will be holding an Art and Music for the Mind Festival.

Finally James Barber introduced Solutions, a Digital Design Agency which produces website videos which companies can upload onto their website.

## Breakfast at Turks

What better way to start the day than with breakfast on a boat! On Thursday the 9th June many of our members and visitors boarded the Yarmouth Belle for a delightful cruise from Kingston to Richmond and back. Richard Turk, who sponsored this event and was celebrating 300 years of Turks Launches, spoke about his business and upcoming events. Then whilst enjoying fresh fruit, pastries and hot bacon and egg rolls we sailed towards Richmond taking in the fantastic views.

Everyone benefited from the relaxed atmosphere and casual networking took place. On our way back towards Kingston we had our business card draw where five people got the chance to promote their business with a three minute talk each. We started with Ian Churcher from IBS, followed by Samantha Garcia from Databac, we then had a few words by Paul Hicks from Clear Insurance Management Ltd who spoke of their upcoming 10 year anniversary.



William Freeman a Toast Master, Speaker and Master of Ceremonies spoke before Karen Powell from The Creative People, who have been commissioned to design and produce KingstonFirst's, soon to be published, Visit Kingston Tourist Guide.

*A big thank you to Richard Turk for letting us have this wonderful trip and superb breakfast which I am sure everyone appreciated. For more information on some of his delightful boat cruises please go to [www.turks.co.uk](http://www.turks.co.uk)*

## BREAKFAST AT CARLUCCIO'S

May's breakfast took place down by the river at Carluccio's, Charter Quay. A regular venue for the Chamber, it rarely fails to delight, and this was no exception.

After sitting down to a delicious Italian cooked breakfast, it was time for the business card draw:

- Roger Chown of The Rose Theatre talked about how the Rose was a not just a theatre, but also a business, and put on a variety of performances. In his words, "we don't just do Shakespeare!" [www.rosetheatrekingston.org](http://www.rosetheatrekingston.org)
- Tony Dowsett, Business Co-Ordination Ltd said that he could help solve your IT problems. [www.businessco-ordination.co.uk](http://www.businessco-ordination.co.uk)
- Robert Games, Pad Media talked about online marketing, building a website, search engine optimisation and pay-per-click advertising. [www.padmedia.co.uk](http://www.padmedia.co.uk)
- Andrew Harrison of Harrison Architects and Design Ltd said that they provide a full range of architectural services across a range of sectors. [www.harrisonarchitects.uk.com](http://www.harrisonarchitects.uk.com)



- Jeremy Webb, SatNav4Business, said that they can help businesses plan where they want to get to and how to get there. [www.satnav4business.com](http://www.satnav4business.com)
- Lindsay Shepherd, 14-19 Adviser at RBK asked for willing companies to help with the Bright Sparks programme. [Lindsay.Shepherd@rbk.kingston.gov.uk](mailto:Lindsay.Shepherd@rbk.kingston.gov.uk)

*Our thanks to Antonio at Carluccio's for all their hard work.*

## MAY CURRY CLUB

May's Curry Club was held at the delightful Joy Indian Cuisine in Surbiton. As usual the atmosphere was friendly, relaxed and informal and everyone happily networked over a drink or two.

Sitting down to a seemingly endless supply of food, our speakers were Dave Goodman from Insight 2 Computing and a team Kingston Environment Group (see adjacent article). Dave presented his top-ten IT tips. These included backing up your data, storing data in the cloud and using remote login. He also recommended the best printers, gadgets and anti-virus software on the market.

*Thanks to Zia and the team at Joy for a great evening, our speakers and Forbes Low.*  
[www.joy-restaurant.co.uk](http://www.joy-restaurant.co.uk)

# Kingston Business Awards 2011

**Kingston Business Awards are being launched on 7th July at the Kingston Chamber Breakfast meeting at The Kingston Gate pub. All businesses based in the royal borough of Kingston are invited to enter the awards at [www.kingstonbusinessawards.co.uk](http://www.kingstonbusinessawards.co.uk).**

The awards are free to enter and cover a wide range of categories designed to celebrate the diversity of entrepreneurship in the borough and to recognise the importance of all businesses, whether they are large or very small. The awards are being sponsored so far by Kingston University and NPS, with many more interested parties also talking to us about the opportunities. The awards evening will be held in the Autumn. Among last years winners and runners up were Chamber members the Rose Theatre, Keith Hern Photography, Pitman Training and Tax Assist.

### Transition town Kingston

Hilary Gander and Marilyn Mason from the Transition Town Kingston steering group, part of Kingston Environment Group, spoke recently at a Chamber Curry Club meeting.

Transition Towns grow from ordinary people with big ideas. The Kingston Transition Town was set up in April 2008. The ultimate aim is to formulate a plan to help Kingston reduce its energy use. One of their topics was how business can become more eco-efficient.

TT Kingston has partnered with Go Green Plus. They can offer free advice in six essential areas: energy, waste, recycling, transport, water and purchasing. They can do all the work for you, ensure you meet all necessary legislation and help increase your profit margin.

They also stressed the importance of businesses going green. Increasingly, both government and private funding is looking into the green policies of companies, and making an effort to go green could be all the difference between getting that all important funding or not.

[www.ttkingston.org](http://www.ttkingston.org)

## Kingston Business Awards 2011

### Introducing Veronica Hadi

Kingston Chamber is very pleased to introduce Veronica Hadi, also known as Ronnie, as our new administration assistant. She has joined us under the Future Job Fund Scheme for 6 months to gain experience in administration duties. Her role at the Chamber will be to learn about business administration, help with our event organizing and generally supporting our membership drive. She has taken on the responsibility of our next Employability Festival which will be taking place in October 2011. This event gives children from 14-19 the chance to talk directly to people in the sector of work they are looking at to help them get a better view of what really goes on in the industry.



## New members+++

### Company

Access Storage Solutions  
AD2000 Services Ltd  
Bluefin Insurance Services  
Business Co-Ordination Limited  
Control Universal UK Ltd  
Ear Trumpet Creative  
Epsom Credit Management  
Harrison Architects and Designers Ltd  
Kew Lighting and Electrics  
The Kingston Gate  
The McWhirter Partnership  
Salix Web Design  
SheridanLaw LLP  
SHP Opportunity Fund General Partner Ltd  
The Victoria Foundation

### Contact

Ryan Gough  
Bridget Rowley  
Jonathan Quaile  
Tony Dowsett  
John Askew  
Nick Barber  
Miriam Cuddihy  
Andrew Harrison  
Howard Connolly  
Susan Lowe  
Paul McWhirter  
John Higham  
Daniel Sheridan  
Amanda Fairfowl  
Lorna Votier

### Activity/Business

Self-Access Storage Rooms  
Provider of Security Services  
Insurance Brokers  
Accountancy Services  
Electronic Goods Manufacturers and Retailers  
Design Agency  
Debt Collector Services  
Architects  
Lighting and Electrical Retail  
Bar/Restaurant/Public House  
Chartered Accountants  
Web Design  
Legal Services - Courts and Magistrates  
Property Developer  
Medical Charity

