

PEACEHAVEN & DISTRICT CHAMBER OF COMMERCE

www.peacehavenchamber.co.uk email: secretary@peacehavenchamber.co.uk



DO YOUR CUSTOMERS KNOW ALL YOU HAVE TO OFFER?

By David Foster

IT’S normally easier to maintain existing customers and up sell them instead of having to find a constant stream of new ones.

The question for you to ask yourselves is, ‘Do my customers know about everything that I have to offer?’

It doesn’t matter where you sell from, the question is the same.

So make a plan to shout about all you have on offer. Don’t keep it a secret. David Foster Associates Ltd, specialising in sales training.

www.davidfosterassociates.co.uk

AZTECH SYSTEMS TIP OF THE MONTH

BYPASS expensive 0870 numbers. All national rate 0870 numbers have an underlying geographical number which you can call at a local rate. To find these out go to www.saynoto0870.com and search for the company name you’re trying to call. This will then give a list of all the local rate numbers that are associated with it, not only is this useful for saving on call costs but more often it will give you the number straight to the switch board which will save time being put on hold.

WELCOME

FROM THE CHAIRMAN’S CHAIR – Gary Maskell

WHAT a difference a year makes. At the Chamber’s official launch in February 2007, Chamber membership stood at just 13. At the tender age of just seven months, we welcomed our fiftieth member and today membership stands at nearly seventy.

At the Chamber’s first AGM earlier this year I announced our most ambitious plan to date: a Trade Show. Peacehaven will host its first ever Trade Show in June this year. The main purpose of this event is to give Chamber members an opportunity to showcase their businesses and expertise to other businesses and the general public through exhibits and seminars. Additionally, visitors can enter a free prize draw to win a laptop computer and to make the Show even more accessible to visitors, entrance is free. In keeping with the spirit of putting something back into the community, I’m pleased to announce that the catering at the Show will be provided by the Peacehaven Residents Association.

The Chamber is working on other projects, too. In the pipeline is the inauguration of yearly local business awards and sponsorship of an annual Enterprise competition involving students from Peacehaven Community School. Finally I’d like to welcome our latest members: DB Service Solutions, Total Healthcare and Taylor Wilson. I sincerely hope they reap the many benefits that membership brings.

For more Chamber information log onto www.peacehavenchamber.co.uk



News in Brief

BREAKFAST CLUB

THE Breakfast Club meets Tuesdays from 7.00-8.30am at the White Schooner, South Coast Road. Breakfast is £5.50. We know an early start is not high on everyone’s agenda but if you want to make the most from your Chamber, you will be well rewarded as up to 25 members regularly attend.

INFORMAL OPEN NETWORKING

THE Dew Drop Inn in Steyning Avenue (just off the South Coast Road) is the NEW venue for the Informal Open Networking evenings. Meetings normally attract around 20 people and if you’ve not yet tried it make a diary note for our next one - Wednesday May 14. Pop in after work between 6pm and 8pm have a drink and talk to like minded people.

TRADE SHOW

WEDNESDAY June 18 is the date for the first ever Trade Show to be held in Peacehaven at the Meridian Centre. Entrance is free and Show is on between 10 am and 6 pm. The Show is aimed at businesses and the public and it will also give you the opportunity to find out more about your Chamber and its member businesses. And because everyone likes a bargain look out for special offers exclusive to Trade Show visitors.

LEARN SOMETHING NEW

RUNNING alongside the Trade Show, there will be a series of short talks on topics of interest to business owners, the general public and anyone thinking of going into business.

THE WASP STING By Bob Welch

ROAD safety notice outside of a school: Drive carefully, don’t kill a child wait for a teacher

SOCIAL DIARY

YOUR Chamber has a very active social calendar thanks to Social Secretary Rachel Brown (Secretary Outsource).

May 9. Dinner at the Thai Elephant 2. Price: £18 pp.

May 17. Bowls & BBQ at Peacehaven Bowls Club. Price: £5 per person includes bowling and BBQ supper.

July 5. Day Trip to Boulogne. Includes return coach travel from Peacehaven via the Channel Tunnel and a visit to a Hypermarket. Price: £30 pp.

August 16. Bowls and BBQ. Price: £5 pp.

Coming soon. Wine tasting and visit to a Sussex Vineyard. And finally The Chamber’s Christmas dinner is planned for Saturday November 22. For further details e.mail Rachel.brown@peacehavenchamber.co.uk

## Benefits of Membership

As well as having their voices heard and belonging to a community of like-minded people, Chamber members enjoy many great benefits:

Exclusive Member to Member Discounts;

Access to business workshops;

Regular opportunities to promote your business;

Scam Alerts direct to your inbox;

Social Activities;

Weekly e-bulletins & monthly newsletters;

A listing in the Chamber's online and paper business directories;

Annual Trade Fair to show case your business.

## Joining the Chamber

Any business operating in and around the BN10 post code area is very welcome to join.

The Chamber offers an affiliate membership to not-for-profit and charitable bodies at a reduced rate.

We encourage anyone thinking of belonging to the Chamber to pop along to a couple of our meetings prior to joining.

You can sign up at one of our meetings.

Alternatively you can visit our website and download a form, write to the address or phone the numbers below to request an application pack.

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## Member List

Aleptis, Arlettes, A-ZTECH Systems Ltd, Badger Bytes, Barwells, Brighton Auto Electrical Services, Brighton & Hove Bus and Coach Company, Bulldog Engineering Recruitment & Management Services, Bus Stop News, CE Life, David Foster Associates Ltd, DB Service Solutions, Digital Photo Studio, Eclipse Cleaning Ltd, Enever & Co Chartered Surveyors, Excell Design, Florida Retreat Villas, Focus Media, Haven Security Ltd, Hawkins Vehicle Leasing, Howson & Son, HSBC, Icon Business Solutions, Integrated Access & Advice Referral Agency Service, James Pollard Chartered Accountant, Jarlands Financial Services, Jasmin Coaches, Kendal Office Supplies Ltd, Lesley Sones Opticians, Lawson Lewis & Co, Long John's Grill, Marian's Flowers, Milterbest, Minimise Your Risk, NatWest, Newhaven Plumbing Services, Northstar Technology Ltd, Pama Sign Services Ltd, Peacehaven Car Sales, Peacehaven Town Council, Peacehaven Tyre & Auto Services, Plan Sussex Ltd, Premier Carpets, Prestige Promotional Products Ltd, Karen Rayner, Sarah's Sew and Sews, Seahaven Accountancy Support, Secretary Outsource, Sole Moves, Studio Crafts (Pass) Ltd, Sussex Downs College, Sussex Driving School, Sussex Internet Ltd, Sussex Will Writing Company, Swan Interiors, Taylor Wilson, Tasker Boxall & Co, Telscombe Town Council, The Consulting Group, Total Healthcare, Virginia Fox, Authorised Distributor - The Utility Warehouse, David Ruddle, Authorised Distributor - The Utility Warehouse, J Wagstaff Ltd, WASP Printers, Wave Leisure Trust.