

**WELCOME TO THE NORTH & WESTERN LANCASHIRE
CHAMBER OF COMMERCE.**

Membership of the North & Western Lancashire Chamber of Commerce is open to any business, irrespective of size. Our 1,600 members provide well over half the private sector jobs in the area.

North and Western Lancashire is a thriving, vibrant and dynamic location for businesses to prosper. The Chamber of Commerce is an important part of the regional business community because of its strong membership base and range of services it offers. This makes the Chamber the most effective independent business support organisation in the region.

We exist to support local businesses to grow and succeed. Our members make business connections and access our network's professional expertise, knowledge and experience.

We help our members with raising their profile, business support and advice, legal advice and protection, business training and information, policy and lobbying, retaining employees and saving money.

Whatever your business needs, as a Chamber member you have access to professional advisers who can guide you through our products and services.

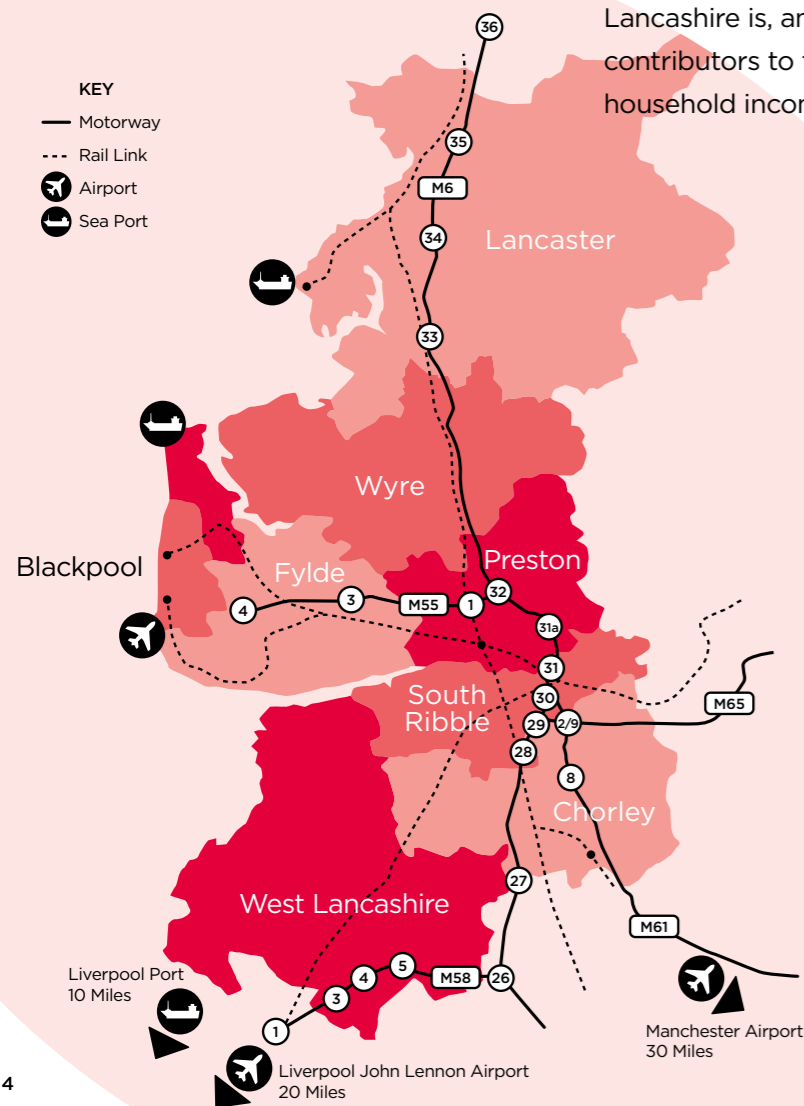


THE AREA THAT THE NORTH & WESTERN LANCASHIRE CHAMBER OF COMMERCE COVERS IS HOME TO IN EXCESS OF 25,000 REGISTERED BUSINESSES AND A WORKING POPULATION OF NEARLY HALF A MILLION.

Strong in historic associations and synonymous with industry, the present day Lancashire region is one of the most populous and urbanised of the 'shire counties'.

A major player in the manufacturing arena, Lancashire continues to ensure that its products and companies can compete with the best in the world with businesses such as Westinghouse, BAE Systems and Lofthouse of Fleetwood instantly recognisable the world over.

Lancashire is, and will continue to be, one of the greatest contributors to the national economy with a gross disposable household income of over £13bn.



TRAINING & SKILLS DEVELOPMENT

OUR TRAINING PROGRAMMES INCLUDE:

- Computer & IT
- Personnel & HR
- Finance
- Office skills
- Management
- Public relations
- International trade
- Quality
- Legal
- Sales & marketing
- In-house & bespoke

IF YOUR BUSINESS REQUIRES ANY TYPE OF TRAINING, COACHING OR CONSULTANCY, THEN THE CHAMBER TRAINING CENTRE SHOULD BE YOUR FIRST CHOICE OF TRAINING PROVIDER.

Whether you need a one-off course to solve an immediate skills gap or a longer term training provider to deliver a series of training courses, the Chamber Training Centre can meet your needs.

All Chamber off the shelf and bespoke training courses are delivered to the highest standards by expert trainers and consultants, and the Chamber Training team is renowned for going the extra mile to ensure all clients and delegates receive a first class service.

The Chamber Training Centre has an enviable portfolio of clients ranging from SMEs to larger multi-nationals, and our flexible approach makes us a first choice training provider for many local firms in Lancashire.



OUR FLEXIBLE APPROACH MAKES US A FIRST CHOICE TRAINING PROVIDER FOR MANY LOCAL FIRMS IN LANCASHIRE.

COST-SAVING MEMBERS-ONLY SERVICES INCLUDE:

- Sales & marketing advice
- Legal advice
- Guidance on staffing, training and HR issues
- Financial advice
- Export services
- Utilities review (free, subject to conditions)
- Communications review (free, subject to conditions)
- Management advice

MEMBERSHIP OF THE NORTH & WESTERN LANCASHIRE CHAMBER OF COMMERCE GIVES YOU ACCESS TO A CENTRAL HELP AND ADVICE POINT FOR BUSINESS INFORMATION AND SUPPORT SERVICES.

With a host of accurate and current information at our fingertips, we can help you make informed decisions on all aspects of business including:

- Company data
- Mailing lists
- Products and services
- Credit checks
- Trade names
- Finance
- Agency requests
- Legal advice
- Regulations and legislation
- New Enterprise Allowance
- Human resources
- Health and safety
- Importing and exporting



BY USING SOME OR ALL OF OUR COMPREHENSIVE PORTFOLIO OF SERVICES, YOU CAN SAVE MORE THAN THE COST OF YOUR MEMBERSHIP FEE.

SPECIFIC EVENTS AND SEMINARS ARE ORGANISED TO ADVISE BUSINESSES ON ISSUES SUCH AS:

- New legislation
- Latest working practices
- Areas of opportunity
- Issues directly affecting individual sectors

MEETING BUSINESS CONTACTS THROUGH EVENTS AND INFORMAL SOCIAL GATHERINGS IS ONE OF THE MOST SUCCESSFUL METHODS OF NETWORKING.

To help expand your business contacts and give you access to potential customers and suppliers, the Chamber holds regular well attended networking events, business exhibitions, social functions and other high profile business events throughout the year. Many of our speakers come from local member businesses who want to share their experiences to help you develop your business.

Members' needs are at the heart of the work of the North & Western Lancashire Chamber of Commerce and as a result we have formed a range of sector-interest groups from within our membership. The main purpose of this is to ensure we target specific needs with increasingly tailored services and benefits.



SOME KEY BUSINESS ISSUES THE CHAMBER HAS BEEN INVOLVED IN ON YOUR BEHALF ARE:

- Economy
- Finance & Taxation
- Education & Skills
- The Environment
- Transport & Infrastructure
- Crime
- Business Support
- Planning
- Local Government

ONE VOICE. YOURS. BUT AT THE END OF THE DAY, WHO'S LISTENING TO BUSINESS? WE ARE.

The Chamber understands your needs and can convey your message in the political arena, taking action on legislative issues that impact your bottom line. We protect your interests and livelihood as if they are our own.

The North & Western Lancashire Chamber of Commerce represents your business at all levels and on many issues. Issues such as improving transport links within the county, tackling business crime and influencing the Lancashire Economic Strategy, all of which will drive the future development of the county.

We also act as a business representative on numerous local and regional committees and partnerships. Our dedicated Policy Unit will also represent members individually when a specific issue is having an impact on their business.

WE LOBBY ON BUSINESS-RELATED ISSUES SUCH AS TRANSPORT, TAX AND BUSINESS CRIME, AS WELL AS DEVELOPING STRONG LINKS WITH KEY ORGANISATIONS.

Quarterly Economic Survey (QES)

The Chamber of Commerce QES is Britain's biggest private business survey, providing consistent data since 1989 and regularly receiving more than 7,500 business responses. The QES is also a leading indicator - often picking up big changes in the economy long before other surveys or official statistics.

The Bank of England's Monetary Policy Committee uses the QES as one of its key benchmarks when setting interest rates. HM Treasury and the independent Office for Budget Responsibility use the QES to put together their forecasts for the UK's economic performance.

Locally, more than 300 Lancashire businesses regularly respond to the survey, many of whom attend the Chamber's QES Business Breakfast events where the results are first revealed. The QES is a clear example of how being part of a local Chamber of Commerce means you're part of something bigger.



WE CAN PROVIDE:

- Accurate, up-to-date data to support your Business-to-Business promotion
- Business-to-Business audience accessibility through Chamber mail-shots
- Regular updates and details of newly formed registered companies
- Bespoke marketing support – e-shots, mail-out, magazine profile
- Free desk diary including directory of members

PATRON MEMBERSHIP OFFERS A VERY LIMITED NUMBER OF BUSINESSES AN EXCLUSIVE OPPORTUNITY TO DEVELOP A PROFILE THEIR COMPETITORS WOULD ENVY, AND OPTIMUM ACCESS TO THE CHAMBER NETWORK'S POWER, INFLUENCE AND KNOWLEDGE.

The aim is to assist our Patrons to open the most difficult of doors and offer them first refusal on the most exciting opportunities that come our way. And if that's not enough, our Patrons will also enjoy the massive benefits that come from being associated with one of the only credible, internationally recognised business networks operating worldwide.

The Patron Scheme has been purposely designed to be flexible so that it can truly represent the diverse policy, representation and profile needs of businesses as varied as media, manufacturing, financial services and professions. Each Patron will be recognised as the leader and ambassador for their particular industry sector within North and Western Lancashire.

Raising your business profile

At the North & Western Lancashire Chamber of Commerce we are well equipped to help you raise the profile of your business across various media, including our bi-monthly Lancashire Means Business magazine (editorial and advertising opportunities), member e-shots, bespoke sponsorship packages, hosting an event, or by the Chamber's social media networks and Chamber member offers.



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SERVICES INCLUDE:

- Chamber HR: A FREE 24/7 HR and employment law helpline with free downloads of templates for contracts of employment, policy documents etc.
- Chamber H&S: A Free 24/7 helpline on all aspects of H&S supported with a free to access website
- Chamber Legal: A FREE 24/7 helpline to a solicitor, and after a prescribed period, legal insurance cover totalling £1,000,000 per annum including £1,000 for jury service
- Merchant Services: Savings on credit/debit card transactions
- Over 60 per cent discount on AA membership for fleet vehicles
- Chamber Health: A great optical/dental/stress scheme exclusively designed by Westfield Healthcare for the Chamber of Commerce
- Free credit checks

WE ALL KNOW SAVING MONEY CAN BE JUST AS IMPORTANT AS MAKING IT WHEN RUNNING A SUCCESSFUL BUSINESS. FOR THIS REASON THE NORTH & WESTERN LANCASHIRE CHAMBER OF COMMERCE OPERATES A NUMBER OF BUSINESS SERVICES TO HELP YOU REDUCE YOUR COSTS AND GAIN ADDITIONAL, EXCLUSIVE VALUE FROM YOUR CHAMBER MEMBERSHIP.

Chamber Foreign Exchange

Help your business to save money and manage foreign exchange risk. Chamber Foreign Exchange, in partnership with Moneycorp, offers competitive exchange rates, free online currency accounts, reduced transfer fees and fast, online transactions. Add practical advice and a free foreign exchange health check of your FX requirements to see your business capitalise on currency fluctuations and save money on every transaction.

DHL Express Chamber Exclusive

An exclusive offer only for Chamber members. Support for businesses sending goods internationally or at the start of an export strategy. 50% discount on all DHL Express international shipments for the first year for new DHL customers.

Chamber Credit Insurance

In the current climate, Chamber Credit Insurance is vital. We've partnered with Euler Hermes to give you a unique credit insurance offering exclusive for Chamber members, helping protect your business against the risk of bad debt so you are secure in the knowledge that if your customers don't pay, you're protected.



OUR SEASONED ADVISERS CAN DISCUSS ALL AREAS OF INTERNATIONAL TRADE, INCLUDING:

- International trade enquiry service
- Access to government support, funding and initiatives
- Export market research, contacts and sales leads
- A programme of seminars and training programmes on international trade
- Translation services and language training
- Overseas credit searches and references
- Advice on methods of payment, transport and customs & excise
- Support for accessing overseas visits and exhibitions
- Export documentation
- Networking with other businesses in the area through the International Trade Network

ON AVERAGE, 34% OF BUSINESSES NEW TO INTERNATIONAL TRADE BENEFIT FROM AN INCREASE IN THEIR PRODUCTIVITY IN THEIR FIRST YEAR OF EXPORTING.

To help you succeed in overseas markets we offer a comprehensive package of International Trade services.

Whether you are planning to trade internationally for the first time, or expanding your existing export activity, our International Trade team can offer practical advice and assistance.

Our seasoned advisers have first-hand experience in many overseas markets and wide-ranging knowledge of international trade issues.

We offer international trade training courses in exporting, importing, international sales and marketing, and Incoterms.

THE BE INSPIRED BUSINESS AWARDS, THE BIBAS, IS LANCASHIRE'S LARGEST AND LONGEST RUNNING BUSINESS AWARDS PROGRAMME.

Run by the North & Western Lancashire Chamber of Commerce, the BIBAs is 'the one they all want to win'. That's because businesses that win a BIBA get much more than just a trophy. The meticulous approach of our judging process, the BIBAs Winners' Academy and the national profile of the event means those entrepreneurs that take part in the BIBAs take their minds and business to another level.

The BIBAs aims to reward and develop the best. In order to achieve that, the North & Western Lancashire Chamber of Commerce needs to commit to being the best itself. The BIBAs is a not-for-profit venture meaning all profits are reinvested back into the awards infrastructure. From judges training, masterclasses, marketing, seminars and events, the BIBAs Winners' Academy and the ceremony itself, our policy is to invest to ensure the BIBAs remains Lancashire's premier business awards competition/programme.

www.thebibas.co.uk



THE BIBAS HAS HELPED ITS PAST WINNERS AND FINALISTS PROPEL THEIR PROFILE, CONFIDENCE AND FINANCIAL PERFORMANCE AS WELL AS STRENGTHEN THEIR REPUTATION.



FOR MORE INFORMATION ON HOW TO GET NETWORKING
AND TO DISCOVER MORE ABOUT HOW YOU CAN GROW
YOUR BUSINESS CONTACT THE CHAMBER NOW:

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