



# WELLINGBOROUGH & EAST NORTHANTS CHAMBER OF COMMERCE

WINTER 2022/23

THE CHAMBERS AUTUMN EVENT

**IMPORTANT REMINDER TO OUR CHAMBER MEMBERS  
PLEASE SEE PAGE NO 9 CONCERNING THE ANNUAL MEMBERSHIP SUBS!**

## THE CHAMBER'S ANNUAL BUSINESS AWARDS

THESE WERE HELD AT THE WELLINGBOROUGH GOLF CLUB ON DECEMBER 7TH.



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## RESULTS OF THE BUSINESS AWARDS

Award	Winner	Runner-up
Industry	AJS Express Parcels	The Wine Chateau
Service	AJS Express Parcels	Oak Lane Cleaning Co
Retail	The Wine Chateau	Millers Yarns
Community	Alisa's Aim	AJS Express Parcels
Excellence	The Chester House Estate	NNBN



# WELLINGBOROUGH & EAST NORTHANTS CHAMBER OF COMMERCE

We are pleased to announce that eight of our professional members have agreed to offer an advice line facility for members. This will allow an initial consultation of around thirty minutes free of any charge but to qualify, members MUST IDENTIFY themselves as members of THIS CHAMBER. The businesses offering their services are:

- Wilson Browne Solicitors** **Oxford Street**  
Contact Rachel Timms on all matters except criminal law on 01933 279000
- Isis Business Solutions** **Venture Court, 2 Debdale Road, Wellingborough**  
Contact Mark Hollyman on all financial matters on 0845 345 7785
- R.J.A. Designs Architectural Services** **Wellingborough**  
Contact Bob Allen on building projects (both new and alterations) on 01933 383316
- BRI Business Recovery and Insolvency** **St James Road, Northampton**  
Contact John Warburton for any business recovery matters on 01604 754352
- prop-search.com – Commercial Property Agents** **Venture Court, 2 Debdale Road, Wellingborough**  
Contact Simon Toseland/Chris Billson on 01933 223300
- James Wilson Associates** **Advice on Town Planning Matters**  
Contact James Wilson on 07832 753197
- The Mallows Company** **For your training - coaching & developing needs Management to Social Media**  
Contact Kathryn on 01933 664437
- SK Energy** **Business advice on energy & water health-checks. 6/7 Diamond House, 20a Vaux Rd, Wellingborough**  
Contact Reemesh or Jason Patel on 01933 448622

## EXECUTIVE COMMITTEE YEAR 2022-23

<b>Pretesh Ganatra</b>	<b>07555 807700</b>	Chamber President	<b>pretesh.ganatra@btsuk.net</b>
<i>Direct &amp; Manage all Chamber Business Activity</i>			
<b>Simon Toseland</b>	<b>01933 223300</b>	Deputy Chamber President	<b>st@prop-search.com</b>
<i>North Northants Area Lisson</i>			
<b>James Wilson</b>	<b>01604 812115</b>	Past President/Chamber Secretary	<b>jwa1@hotmail.com</b>
<i>Chamber Business Admin and related matters</i>			
<b>David Cross</b>	<b>01933 652252</b>	Past President/Finance Secretary	<b>d.cross38@btinternet.com</b>
<b>Oliver Jelley</b>	<b>07803 003811</b>		<b>oliver.jelley@ojpr.co.uk</b>
<i>Chamber Website &amp; PR</i>			
<b>Paul Field</b>	<b>01280 840630</b>		<b>paul.field@crosbycomp.co.uk</b>
<i>Team Member: Events &amp; Member Initiatives</i>			
<b>Margaret Baldry</b>	<b>01933 223909</b>		<b>sales@baldrys.co.uk</b>
<i>Team Member: Events &amp; Member Initiatives</i>			
<b>Donna French</b>	<b>01933427926</b>		<b>donna.french@rushdenlakes.com</b>
<b>Reemesh Patel</b>	<b>01933448622</b>		<b>reemesh@skenergy.co.uk</b>
<b>Mark Holliman</b>	<b>01933 233930</b>	Past President	<b>mark@isisaccountants.co.uk</b>
<i>Non Executive Committee Member</i>			

As we are each aware, it is paramount that together we achieve greater influence, involvement, and publicity in all areas of importance to the Chamber, its members & the business community within Wellingborough & District. This will only be attained by the Executive Committee being purposeful & committed, through participating in Chamber activity now & in the future. Committee members are expected to attend a minimum of SEVEN Committee meetings within the Chamber year commencing from the month of May. Above as at April 2022.

**VIEWPOINT** You are invited to have your say on appropriate topics concerning business, local matters, social etc. Contact **David Cross** on **01933 652252**. **Next issue Spring, April 2023**. This production is deliberately not protected by copyright, thus enabling you to copy your original and circulate within your organisation. Please remember your organisation is the Chamber Member, this means each of your employees. So, enable everyone to read this publication. Extra copies can be provided if requested. The Editor.



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## VIEW FROM THE PRESIDENT

### **H**appy New year to you all and here's to having the best year ever!

We all wish that those words come true every single year of our working life. Here is my view point, reflecting both back on the last quarter of 2022 and looking forward to 2023.

Firstly, we have had disruptions in the rail, postal, telecommunications sectors and services which have caused many delays and many inconveniences (as viewed by many) and in December health services have also been affected in the way of industrial action. From my personal point view, just like our boom-and-bust periods in recent times, the strikes have brought back a very vivid memory in time in our history. A period known as 'The Winter of Discontent'.

A quick recap of that time - It was between November 1978 and February 1979 when there were widespread strikes by private, and later public-sector trade unions demanding pay rises greater than the limits of the then Labour Prime Minister James Callaghan had been imposing.

The difference this time, all the industries mentioned have been fully privatised for decades now and that only leaves the NHS having to demand pay rises. So, it seems not a lot has changed in terms of Governments wanting to balance the books and stabilise the economy by limiting public sector pay and bosses of privatised companies more interested in shareholder dividends and 80's style 'Fat Cat' bonuses again.

It seems that when we were in the midst of the Pandemic, our public services were kept afloat by the very people now having to fight for their just rewards for keeping the country functioning at the time when the rest of us were having to lock ourselves away under national instructions. We applauded the Nurses and Doctors every Thursday evening, standing on our doorsteps and clapping for the NHS.

I would like to point out that I have never been a fan of Industrial Action, but having been a Union member in my BT days (Communication Worker Union - CWU, which includes Royal mail and Post Office workers), I fully understand why the employees both from Public and Private sectors have resorted to this course of action.

Coupled with the pay disputes has been the 'Cost of Living' crisis. Utility and food price increasing significantly during the latter half of 2022, being blamed on the Russian invasion of Ukraine and other world factors, including Brexit.

ENOUGH of the doom and gloom and for every problem is a solution. Producing more renewable and homegrown energy. Producing more Wheat and grains in the UK and making it viable to invest in UK farming

again. Offering new and improved training services in the UK for ALL legacy and emerging technologies and allowing skilled (and some unskilled) migrant workers back into the UK to fill the labour shortages while we regroup, reorganise and reshape our priorities. Our government has to show leadership and ownership of the situation and ensure rules and laws are fit for purpose for the modern world.

The less we rely on importing staple products and having to pump in our energy sources, the better off we will be in the long run. Making the UK a self-sufficient nation once more can only strengthen our post-Brexit position even further and hopefully bring stability to the whole of the UK.

Moving closer to Home in terms of the catchment area of our Chamber. I have good news!

Every business I speak to, although having some tough times, have taken it upon themselves, as business owners, to go out there and find new business. They have worked out by themselves (and with help from other business peers, mentors and guiders), what to focus on, and how to maximise their own potential. You have to remember that over 80% of the UK is made up of what we call the SME sector. The definition being any company from a single owner manager to a maximum of 250 employees.

We are a nation of the self-employed, micro and small business owners in almost every sector. From retail and logistics, to electricians, plumbers, gas engineers, building contractors and even telecoms engineers, you can find a small business to do the job just as eagerly as the big corporate companies. These business owners and employers have to generate their own income, advertise and market their own services more than the big companies who can plough millions into TV, radio and bill board campaigns every year.

We have a great class of business owners and we celebrated their successes on the morning of December 07th 2022 at the Wellingborough and East Northants Chamber of Commerce Business Awards. We celebrated the brave who had given service over and beyond during the Pandemic, rewarded a business who had stepped over adversity and opened up specialist independent retail outlet in the Town Centre, selling quality wines and spirits. Our tourist attractions go from strength to strength as they also offer educational and have conservation attributes and accreditations to their name.

We want to continue serving our members with representation and lobbying of national Government on issues of concern so with that in mind, we to have taken steps to strengthen our position as an Independent Chamber of Commerce.

CONTINUED ON PAGE 6...



Firstly, we have quarterly forums with North Northants Council and the local town Clerks of Wellingborough, Rushden, Raunds and Higham Ferrers (now that all are fully restructured) to avoid duplications in efforts and more collaborations and joint business-related events. Secondly, we have become an 'Associate Chamber' to the BCC accredited Northamptonshire Chamber of Commerce. That means WENCC members will have access to extended services and documentation that may be required at a lower cost. For our smaller business owners, this is an additional benefit.

It is up to us as collective businesses to make a difference and impact by sharing local services and also buy buying services from the local community. As you know, my favourite phrase is 'circular economy.' Every time a (hypothetical)50.00 note is passed from

one local trader to another, it finds its way back to the original person who spent it in the first place and goes round again and again as they spend it with the same supplier who passes it on by buying from their supplier and it goes on.

My point being, look for local businesses who can supply you with goods and services that help you sell more to your customers and they will in turn spend that money with more local businesses to keep our local economy thriving.

Let us all collectively, make 2023 the start of the best year ever and make every action count in making a success to our part of the County.

**Pritesh Ganatra (FITP)**  
**Chamber President**

**CHAMBER MEMBER – BAILEY'S TRAVEL**

**J**anuary is traditionally the peak booking month for holidays, and 2023 looks like it will continue that pattern. The days of the last-minute bargain holiday have all but disappeared and the message now is “book early for best choice and best value.”

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In the good old days, tour operators applied very crude marketing techniques to selling travel, particularly for package holidays. The “stack it high and sell it cheap” view was widely held and would often be counterproductive as people hung on until close to departure in the hope of bagging a bargain.

These days, the way holidays are promoted is a much more sophisticated process. The distribution channels expanded, and on-line sales became increasingly attractive. That is, until a little thing called Covid-19 came along to spoil the party.....

The Covid pandemic, although challenging to our business, did demonstrate the worth of our traditional face-to-face environment. In 2020 and 2021 we spent a lot of time and effort sorting out customers' holiday bookings, moving many to alternative dates and cancelling and refunding those that could not be changed. We even had quite a few distressed individuals who, having booked on-line, turned to us to resolve their problems in the face of minimal, and

in some cases, no help from internet companies who were not equipped to deal with the level of disruption that Covid caused.

The upshot of this, and the silver lining to the Covid cloud, is that many people are now returning to their High Street Travel Agent, safe in the knowledge that their travel arrangements and any problems that might arise are being handled by a travel professional. There might sometimes (but not always) be a small premium to pay for this, but the peace of mind and confidence that this approach gives is being chosen by ever-increasing numbers of people.

We have a strapline to the business. “Everything starts with a conversation.” We like to chat through your wish lists, often over a cup of coffee or tea. That is why we have our commercial-grade bean-to-cup coffee machine that produces results to match anything you would find at Starbucks or Costa, but without the need to pay for it.

Next time you are planning a trip away, whether it is a package holiday with the family, a flight to visit Aunt Ethel in Australia, a tailor-made adventure anywhere in the world or that cruise you have always wanted to do, come in and have that conversation with us. As Bob Hoskins once said..., it's good to talk!







## NEW CHAMBER MEMBER - TRACEY SAYS

**T**racey Says represents creative, colourful, considered content

My role: Founder, copywriter, blogger

### JOINING THE CHAMBER

The Chamber has a long-established history for supporting local businesses and having its finger on the pulse with upcoming issues that affect the regional community.

Basically, the Chamber represents a credible presence in my area which hopefully attracts like-minded people I would be happy to do exchange business opportunities with.

### HOW JOINING THE CHAMBER WILL BENEFIT TRACEY SAYS AND THE WIDER COMMUNITY

For Tracey Says joining the Chamber means working with the community I am already part of. Connections are more easily made when there is common ground, in this scenario, it's the shared location. Whilst online meetings are now a regular activity, given a choice I prefer to meet with people face-to-face, especially for the first time and this is easier when you don't have to travel too far. Equally, that meeting can be held at an independent local establishment which

helps maintain community links. The Wellingborough community will benefit from the writing and creative experience Tracey Says brings the businesses she works with. Content does not have to be difficult, or boring, it works best when its honest, unique and grammatically correct. Tracey Says can easily connect with clients writing needs, particularly other creatives who are time strapped and others who know they need content but don't know how or where to start.



## CHAMBER MEMBER - THE WINE CHATEAU

### DEAR WINE LOVERS!

**W**e are pleased to invite you for a memorable wine tasting experience on 11th of February 2023, 6PM at the Hind Hotel, Wellingborough!

Indulge in an evening of fine white, rose and red wine coming from Moldovan cellars of award winning wineries.

Hosted by the Wine Chateau LTD owners Constantin and Cristina, you will be introduced to Moldovan wine culture, indigenous grapes as well as wine serving tips!

While all the guests will be gathering for the event, you will enjoy a glass of Moldovan sparkling wine and receive a raffle ticket to win a prize! Good luck!

As the wine tasting event takes place prior to St. Valentines day, what a great opportunity you have to spend a quality time evening with your loved one!

For bookings please use the link below:

<https://www.eventbrite.com/e/d...>

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**BUSINESS AWARD CELEBRATION**

**EVENT SPEAKER WAS RICHARD OSBORNE  
CEO OF BUSINESS DATA GROUP**



THANKS TO OUR CHAMBER MEMBER 'PHOTO TIMES' FOR THE PICTURES.





**COPY OF THE MEMBERS AGM INVITE LETTER**



Date: 28th March 2022

**WELLINGBOROUGH AND EAST NORTHANTS CHAMBER  
ANNUAL GENERAL MEETING FOR THE CHAMBER YEAR ENDING  
28TH FEBRUARY 2022**

This letter is to inform and invite you to the Chamber AGM (General Meeting of Members) being held on Wednesday 27th April 2022 at 8am to 10am being held at the Wellingborough Golf Club, Great Harrowden, Wellingborough.

We look forward to greeting and meeting with you as the Executive Team having an opportunity to catch up and network over a light breakfast and refreshments before and after the AGM.

The AGM agenda is enclosed for your information which, as usual, proposes the new executive committee and officers. This year also, following many years where the membership fees have been held at the same level the Committee is proposing to increase membership fees by a modest amount over the next 2 years starting in 2023. Unfortunately, as with everything, the Chamber is not immune to the increase in costs and rising inflation. However, we hope that you feel these are reasonable increases and that you still gain excellent value for money from your Chamber membership. The proposed changes, subject to approval through the AGM, will include a new 'three level' rate as opposed to the current two, based upon the number of staff/employees within the business.

Proposal	March 23	March 24
1 to 5	£58 to £68	£68
6 to 30	New £80	£80 to £ 98
31 Plus	£110 to £130	£130 to £150

We look forward to meeting you on 27th April and please let me know if you will be attending in order that we can cater for the right numbers.

Yours sincerely,

**James Wilson**  
Chamber Secretary

Wellingborough and East Northants Chamber of Commerce  
c/o The Management Suite, 18 Spring Lane, Wellingborough, Northamptonshire, NN8 1EY  
Tel: 07832 753197 E-Mail: [jwa1@hotmail.co.uk](mailto:jwa1@hotmail.co.uk)  
[www.wencc.co.uk](http://www.wencc.co.uk)

**EXTRACT FROM THE AGM MINUTES - NEW MEMBERSHIP SUBS**

**Rule Changes: Proposed Increase in Membership Fees 2023 and 2024**

A rule change was proposed as suggested at the Executive Team meeting on March 2nd 2022. The proposal was to increase the membership fees as set out below.

Membership fees – Current Format

No. of employees - 1 to 49 - Annual Fee - £58.00 (half year £29)  
No. of employees - 50+ - Annual Fee - £110.00 (half year £55)

**SUGGESTED PROPOSAL PHASE 1**

This would be from 1st March 2023 as follows:

No. of employees - 1 to 5 - Annual Fee - £68.00 (half year £34.00)

No. of employees - 6 to 30 - Annual Fee - £80.00 (half year £40.00)  
No. of employees - 31+ - Annual Fee - £130.00 (half year £65.00)

**SUGGESTED PROPOSAL PHASE 2**

Price rise 1st March 2024

No. of employees - 1 to 5 - Annual Fee - £68.00 (half year £34.00)  
No. of employees - 6 to 30 - Annual Fee - £98.00 (half year £49.00)  
No. of employees - 31+ - Annual Fee - £150.00 (half year £75.00)

The proposed rule change was promoted by James Wilson (Secretary) and seconded by David Cross (Finance Secretary). The vote was presented to the meeting and all members were in agreement.



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## NEW CHAMBER MEMBER - KHAN WEALTH MANAGEMENT



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**Mujahid Khan Principal**

L: <https://linktr.ee/mujahidkhanwealthmanagement>

## NEW CHAMBER MEMBER - TALK ELECTRICS LTD.

### MY ROLE

**F**ounder – Talk electrics was born from the belief that a trade service could and should exceed customer expectations for delivery, honesty and customer service.

### JOINING THE CHAMBER

Talk Electrics joined the Chamber following a conversation with current president Pritesh Ganatra, where we had attended the same event. After some thought it became obvious that the best way to stop whingeing about local issues is to become part of the discussion around local issues. I live and work in this community, when you run a business, it should come with a strong sense of corporate responsibility. A part of that responsibility means you stop complaining and start doing.

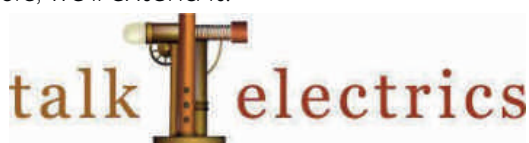
### HOW JOINING THE CHAMBER WILL BENEFIT TALK ELECTRICS AND THE WIDER COMMUNITY

A large part of Talk Electrics success comes from customers who continually recommend our services

and help us maintain our status as reputable tradespeople. Most of our work is generated by referral or 'word of mouth'. At Talk Electrics we also have a strong work ethic and always aim to provide the best domestic and commercial electrical care possible. We have a symbiotic relationship with our community, we help each other. Being part of the Chamber is an extension of this community alliance which should also benefit other businesses. At Talk Electrics we believe in giving back and we enjoy it. It's important to help others succeed, because one day you may also need similar support. If you want to know more or need to engage Talk Electric's services, call 07951 492 003 for an honest, straightforward, safe solution. Alternatively, email [talkelectrics@gmail.com](mailto:talkelectrics@gmail.com).

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**BUSINESS EXPO 2023**

**THE DATE:** February 8 2023.

**THE VENUE:** Hangar One at Sywell Aerodrome in Northamptonshire.

**T**he countdown has begun to a superb event for businesses in Wellingborough, East Northants and across the county to reach, engage and connect.

The occasion is the first Your Business Expo of 2023, brought to Northamptonshire’s business community by Business Times - the county’s leading business newspaper - and sponsored by full service marketing agency qoob.

Your Business Expo aims to create opportunities for quality sales leads, to meet with the county’s key decision-makers and to increase awareness of your business brand. Major exhibitors have already signed up to take part and visitors can also benefit from insightful workshops delivered by industry experts on key business topics.

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These will include the latest expert advice on marketing, delivered by qoob, and on HR matters in a discussion led by Your Business Expo fellow sponsor HR Solutions.

Your Business Expo will begin with a networking breakfast ahead of the main exhibition itself, giving participating businesses and others the opportunity to enjoy some extra networking.

Your Business Expo 2023 is the first since the Your Business Expo brand became part of Pulse Group Media, publisher of Business Times and its sister title Business MK, covering Milton Keynes and Bedfordshire. Plans are under way to stage a Your Business Expo in Milton Keynes later in 2023.

“Already the buzz is growing,” said Pulse Group Media director Kerry Lewis-Stevenson. “The reaction to our announcing the date has been overwhelming, frankly, and we are delighted with the response in terms of enquiries, the enthusiasm of the sponsors we have already secured and the quality of

**YOUR Business Expo 2023** | 10AM-3PM  
**8 FEB**

**>> Hangar One, Sywell Aerodrome NN6 0BN**

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exhibitors who have already signed up to be there.

“Sywell will be a wonderful venue befitting an event of the quality we are aiming to stage and we know that businesses around the county will benefit by coming along to join us.”

Find out more, book your exhibition stand and register for your free tickets at [www.yourbusinessexpo.co.uk](http://www.yourbusinessexpo.co.uk) or email [hello@yourbusinessexpo.co.uk](mailto:hello@yourbusinessexpo.co.uk)

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CHAMBER MEMBER

## Millie's – The Future

We have never been scared of change, maybe apprehensive at times! However, change being the only constant, we have made significant changes to our business and our customer service offering.

We have adapted our Corporate Menu's to include individual options as well as launching special dietary requirement menus for Vegetarian, Vegan, Gluten & Dairy Free.

Although, historically we have worked Monday to Friday, we are now being asked by our corporate customers to cater for weekend events, which we are of course happy to do.

With the upcoming removal of restrictions, our Café will be fully open and able to cater for 30 covers. We have been working closely with Environmental Health during the last eighteen months and will continue to operate responsibly for the duration of any guidelines.

Our Van delivery service is also undergoing an upgrade. We have taken receipt of a brand new Hot & Cold Jiffy Truck. It is proving very popular and our customers who are enjoying a larger selection of food choices. So much so, that we have just ordered another Truck! The introduction of Till/Card payment system is now used throughout the fleet.



**So, if you need us for a...**

- **Lunch buffet for a work meeting?**
- **A van to pop in daily for your team?**
- **A breakfast or lunch at Millie's Café?**
- **To hire our Hot & Cold Jiffy Truck?**

**Contact us on the details below:**

**3 Bridle Close, Wellingborough, NN8 4RN | PHONE: 01933 443995 |  
EMAIL: millies\_orders@hotmail.com | WEBSITE: www.millieSandwiches.com**



Advertise at an unbelievably competitive price. Advertise with an insert flyer/leaflet. Reach your fellow members and their employees, you never know what may result.

Contact David Cross with your enquiry.

**Current Advertising rates:-**

Style A (quarter-page) £15 per issue

Style B (half-page) £20 per issue

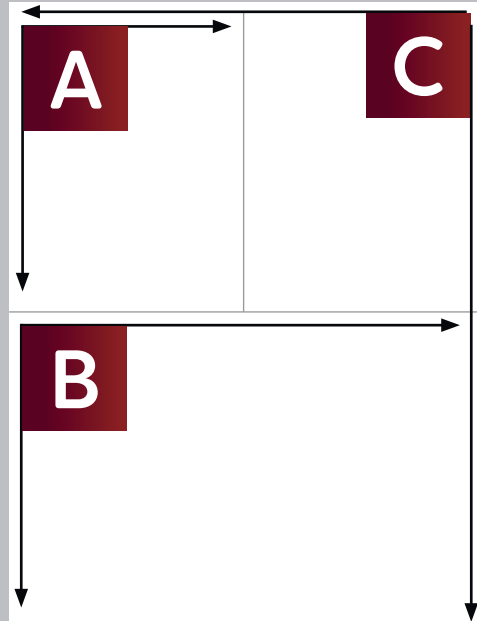
Style C (full-page) £28 per issue

The actual advert size may vary slightly dependant on quantity of editorial copy per issue.

Given sufficient notice, you may change each advertisement as you need and arrange an advert at any time. Annual invoices will be sent in April for the issues produced during the previous year.

**Leaflet insert per Chamber News £18**

Chamber News is scheduled to be produced bi-monthly. Inserts will be invoiced following distribution.



Please contact David to arrange your promotional requirements.



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