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2008



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www.llw.co.uk



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Riverside Park, 1 Southwood Road,
Bromborough, Wirral, CH62 3QX
T: 0151 737 5550 F: 0151 343 5800

Liverpool Office

6th Floor, Castle Chambers,
43 Castle Street, Liverpool, L2 9TJ
T: 0151 227 3541 F: 0151 227 2460

welcome to the

wirral & chester Business FAIR

Wirral Direct

Business Associations
together we make all the difference

2008

Welcome to this year's Wirral & Chester Business Fair at the Leasowe Castle Hotel and Conference Centre. We have tried to provide something for everyone at today's event from the new start to the firmly established.

Nearly 40 companies from a variety of sectors are located in the exhibition area on the ground floor, and in the Elizabeth Suite on the first floor, an interesting programme of **free business seminars** is being delivered from 10.30am to 3.00pm.

Further attractions today include **free marketing clinics** from the Chartered Institute of Marketing, information and advice on **How to go about obtaining contracts with public sector**

agencies from Wirral Borough Council's Procurement Unit and Wirral Direct, **help and assistance for manufacturers** from the Manufacturing Advisory Service, and a chance to win one of five free places at an Introductory Sales Masterclass from the Sandler Sales Institute. And don't forget there is a free **Event Programme and Business Guide** for every visitor.

For further information on future events, please visit our website **www.businessfairsuk.com**. Finally, thank you for attending and we hope that you have a productive and enjoyable time.

Business Associations
together we make all the difference

10.30 The Priory Partnership presents "Business Cost Cutting" in association with Solutions

With the assistance of Solutions, The Priory Partnership has significantly cut its costs by becoming a paperless business. Solutions' vast experience of implementing cutting edge technologies into hundreds of sites across the UK means they understand the inherent issues within most business sectors. This presentation focuses on 'The Paperless Office' and the guaranteed cost savings it will bring to your business..

11.00 Selling Online - Where to Start and How to Improve

Nigel Smith of Innerview with some useful tips and guidance on how to start selling online and how to improve the returns for those with existing online stores.

11.30 Top Ten Website Gaffes and How to Avoid Them

A short session outlining some major usability errors found in many websites and looking at how you can avoid the same mistakes. Followed by a Question and Answer session on any website problems you may be having

12.00 How to get the Best from E-mail Marketing

Martin Corlett-Moss MD of Mobious, a digital and direct agency will explore how to create emails which will generate results, what pitfalls to avoid and how to make sure you get the most from your efforts.

1.00 The Top Twenty Time Management Tips to Maximise Results

One of the scarcest resources for busy people is time. You cannot expand the amount of time you have available, only the options

and the decisions how to use it. Poor time management can impact on both work and our personal lives. So take charge and become more effective, enhance performance, make better decisions, increase productivity, reduce stress and achieve higher level results.

1.30 Overcoming Barriers to Selling - How to Stay Positive when faced with objections and rejection.

Mark Pickles of the Sandler Sales Institute delivers a short punchy session on keeping a positive outlook and coping with rejection. **Attendees will be able to take part in a free draw for 5 free places at an Introductory Sales Master Class (valued at £50 each).**

2.00 A Creative Approach to Team Building

Teamwork is a key element of having a happy and productive workforce and can significantly improve profits. In this session Adrenaline Brush Ltd will show how art based training can help build effective teams

2.30 Boost profitability by Reducing Your Carbon Footprint and your energy costs

Tom Kelly of Groundwork Merseyside with a short session on the increasing relevance of the Carbon Footprint agenda to SME's and the free help that is now available to them (through Groundwork Merseyside's business support programme, funded by Enworks). At the same time you'll identify ways to save money by reducing the use of energy, water, waste and company travel

Please note timings etc. may vary slightly on the day

seminars

1 Wirralbiz

The Wirralbiz centre and business start programme was launched in August 2005. Since then the programme has helped to create over 700 new businesses in Wirral. Prospective entrepreneurs can take advantage of FREE seminars and one-to-one business advice; use the wirralbiz centre facilities; and obtain grants ranging from £500 to £2000 (subject to availability and eligibility criteria). For further information phone: 0845 456 1796 or drop in to wirralbiz centre, Egerton House, 2 Tower Road, Birkenhead CH41 1FN

0151 650 6950

www.wirralbiz.biz

3 The Priory Group

The Priory Group incorporates the Priory Partnership, Priory Financial Management and Priory Mortgage Services. We are Chartered Accountants, Financial Advisers and Mortgage Advisers based in Birkenhead and Chester. We offer the full range of accountancy, taxation, business and financial advice to individuals and businesses of all types. For more information please call Pam Knight on 0151 649 3900 or see our website www.the-priory.co.uk

0151 649 3900

www.the-priory.co.uk

5 Cableserv Limited

Cableserv Limited is an independent professional services provider within the information technology industry, growing from strength to strength, offering quality products and services for over 8 years now. If you have any requirements or would like advice on the following services, CAT5e, CAT6 and Fibre Cable Installs, Software and Hardware Supply, Installation and Support, Wireless and Laser to Laser Solutions, Cableserv will be happy to provide no obligation advice or to arrange a free of charge site survey. Please send an e-mail to services@cableservlimited.com or contact us on 01928 511 800 and a member of the services team will be in touch to arrange an appropriate time to visit you.

01928 511 800

www.cableservlimited.com

7 Wirral Chamber of Commerce & Industry

Wirral Chamber of Commerce and Industry was established in 1910 by business to represent and protect the interests of the businesses in the borough. These aims remain our core objectives and we strive to fulfill them.

Our wide range of services, support and opportunities are designed to keep our members ahead of the competition. We are the voice of Wirral's business community and everything we do is focussed on delivering success for your business.

All of our members benefit from the world class services we offer. From training to trade missions, representation to networking, we can help you operate more effectively and productively. Whatever your business, Wirral Chamber is here to help you!

0151 647 8899

www.wirralchamber.org.uk

9 Blue Cube ICT Ltd

We are a totally focused organisation delivering ICT Solutions that include, networking, servers, workstation and full support of your infrastructure.

We have formed a strong partnership with IPNW who have for a long time recognised the rapid convergence of data and voice technology and the enormous operational benefits and potential cost-savings this could bring.

Working together we can offer a one stop shop for your ICT solutions.

0845 055 0086

www.bluecubeict.co.uk

11 B&M Waste Services

B&M Waste Services are a dedicated team of Waste Management Specialists. They service the North West's largest award winning independent Waste Management & Recycling Company.

We work with Customers to provide Total Waste Management Solutions designed to reduce costs & improve our Clients Credentials.

07767 663 283

www.bagnallandmorris.com

12a Business for Breakfast

Business for Breakfast lets you get ahead of the competition by building winning business relationships and sales referrals before your competitors are open. Groups now meet regularly in Hoylake, Liverpool City Centre, Maghull/Ormskirk and Haydock with more planned across Merseyside.

A new group starts in Birkenhead on 7th August so call on our stand for an invitation to the opening meeting.

07970 896677

www.bforb.com

2 Pillarbox

Pillarbox has over 30 years experience in the manufacture and overprinting of envelopes and general envelope supply across all business sectors. With an in-house design studio, and first class in-house litho-printing a seamless transition from design to production is ensured. At Pillarbox, commitment to quality, customer support and all important competitive prices come as standard.

01942 728 756

www.pillarboxenvelopes.com

4 Adrenaline Brush Ltd

We are a creative business and our twofold purpose is to: Express our own creativity by making innovative board games and by producing original art work, and Unleash creativity in others. We use art based interventions to unleash creativity in corporate planning days, team building events and in promoting well-being in the work place.

01244 315 507

www.adrenalinebrush.co.uk

6 LJMU

LJMU is proud to be one of the top universities in the country for working with business and the community. Whether you are an established organisation or a start-up, a major employer or a sole-trader and whatever your sector, we are skilled at using our skills, resources and facilities for the benefit of business.

0151 231 8075

www.ljmu.ac.uk

8 Egerton House Wirral Ltd

Egerton House is a beautifully restored former trade warehouse situated on the banks of Egerton Dock in the heart of Wirral's regeneration area, Wirral Waters.

With 24 hour staffed security, its own private car park and a wide range of flexible office accommodation and conference facilities, Egerton House is a perfect place to locate your business.

0151 650 0555

www.egertonhouse.co.uk

10 Lees Lloyd Whitley

Lees Lloyd Whitley is the largest Law Firm on Wirral providing legal services to the Business Community both locally and nationwide. We provide a full range of Business Law services in an innovative and professional manner using cutting edge technology.

0151 737 5657

www.llw.co.uk

12 Charisma Sales & Marketing Services

From Marketing Plans to publicity and from Market Research to cost effective advertising and sales promotions, the Charisma service is aimed at giving local businesses and business start-ups, a competitive edge. Call on our stand to discuss a FREE MARKETING AUDIT or any other sales and marketing requirements.

07811 551 895

www.charismasm.co.uk

13 Medics on the Move

Relocation and Home Search Specialist for Medics, Lawyers, Accountants and all busy Professionals who desire to live on the Wirral or Chester, whether it's to Rent or to Buy. Require Private Landlords with Quality Properties for Professional Clients. Exemplary tenancy selection process delivers professional fully referenced tenants from individuals to families.

0151 353 0817

www.medicsonthemove.co.uk

14 Parcelforce Worldwide

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07736 786 758

www.parcelforce.com

16 HSBC

Providing support advice and guidance on all elements of business banking through an experienced team of in branch business advisers offering a market leading package for all business customers including 18 months free banking for all start-ups and switchers.

08455 835 573

www.hsbc.co.uk

18 TNG Ltd

TNG is the Government's lead provider of Job Centre Plus Contracts across the Wirral and one of the UK's leading training, skills and employment services companies. TNG works with a range of people seeking work that have different skills and are of different ages.

0151 488 7980

www.tng.uk.com

20 Costco Wholesale

Costco Wholesale currently operates over 470 membership warehouses worldwide. Each one filled with top quality, brand name merchandise at low warehouse prices. Our members include business owners and managers purchasing for resale and commercial uses as well as certain qualifying individuals who are members of specified employee groups.

0151 224 7678

www.costco.co.uk

22 Bennett Brooks & Co Ltd

Are you looking for an innovative firm of accountants who can help you improve the performance and profitability of your business? Then look no further. At Bennett Brooks, we believe your accountant should do a lot more than just report on how your business is doing - he or she should help you to identify opportunities to improve your bottom line and support you in trying to realise them. Our watchword is 'commitment'. We take our clients' interests to heart and strive to be proactive recommending value added solutions. Of course we can take care of all your routine bookkeeping, accounting, auditing, and company secretarial requirements, thereby freeing up valuable time and resources for you to apply to running your business; but we also go the extra mile.

0151 334 3157

www.bennettbrooks.co.uk

24 Federation of Small Businesses

The Federation of Small Businesses is the UK's largest business support organisation, promoting and protecting the interests of the self-employed and those running small firms.

0151 645 5694

www.fsb.org.uk/050

26 Lowri Beck

Lowri Beck Solutions manages a range of Contact Centres and business process contracts. With our highly trained staff we can manage as much of the contact process as you feel appropriate, taking the pressure off you and allowing you to concentrate on the day to day running of your business.

01942 612 127

www.lowribeck.com

15 Business Bridge

Business Bridge provides a free brokerage service to companies with business development projects in marketing, IT development, language skills, engineering, product design, office administration and much more. With access to students from Liverpool John Moores University, the University of Liverpool, Liverpool Hope University and the University of Chester.

0151 231 8070

www.business-bridge.org.uk

17 Birch Cullimore

Birch Cullimore provides a quality service with a friendly face for your business and private legal services. Our business services include Company Commercial, Property, Employment, Civil Litigation, Agriculture and Estates and Debt Collection.

01244 321 066

www.bclaw.co.uk

19 Storage Management Data Services Ltd

We are a data storage company specialising in document storage and archiving, and offsite storage of computer backups. Offering a one stop solution (box supply, collection, cataloguing, return and disposal) or in the case of computer backups, collection, storage and timely return, you are assured of a cost effective, safe and secure repository for your key company records.

0845 108 2434

www.storagemanagement.co.uk

21 Groundwork Merseyside

Groundwork Merseyside, via the Enworks Business Support Programme, can help you to boost profitability by increasing business efficiency - Sign up for your FREE WASTE/ENERGY Audit today! Can you afford not to? Also, enter our prize draw to WIN a FREE place on one of our forthcoming Environmental Awareness courses.

0151 644 4700

www.groundwork.org.uk/merseyside

23 DBH Serviced Business Centre

A new purpose built air conditioned office building arranged on ground and two upper floors, the centre is designed to cater for the widest range of office requirements, benefiting from extensive on site parking and providing its occupants with a modern and professional image coupled with a comfortable working environment. High specification, air conditioned office space is available to organisations requiring 1 - 100 workstations.

0151 550 4500

www.dbhservicedoffices.co.uk

25 Jobcentre Plus

Jobcentre Plus offers free Vacancy Advertising to all employers, and Recruitment Advisory Services to employers who would like us to work with them to help them access a wider pool of talent. Through this service, you can access a variety of practical and financial support to help you manage your recruitment.

0151 802 2173

www.jobcentreplus.gov.uk

27 Wirral BC - Corporate Procurement Unit

The Corporate Procurement Unit (CPU) provides specialist support to Wirral Borough Council Departments and in all tasks relating to the acquisition of a wide range of goods and services. Created in October 2003, the Unit's aim is to improve and modernise the Council's procurement function. The Council aims to deliver high quality services that will best meet the current needs of local people. The Unit seeks to act as the champion and co-ordinator for Council procurement as a single organisation and promote standards of Excellence in the procurement of supplies, services and works which help deliver the Council's key corporate objectives.

0151 666 3388

<http://www.wirral.gov.uk/ProcInternet/>

28 Protocol Skills Training

Protocol Skills deliver work based training in a way that makes sense for businesses and the people they employ, all over the UK. Our training provides a uniquely cost-effective way for companies to broaden their skills base and improve productivity, for both employees and apprentices, boosting their future career prospects.

07980 778 370

www.protocol-skills.co.uk

30 Wirral Direct

Wirral Direct will help your company locate or expand in Wirral by providing information and guidance which includes searching for business premises through a property database, links to partners for recruitment and training provision, and ongoing business support to help with future expansion.

0151 650 6915

www.investwirral.com

31 Taxassist Accountants

Accountants and tax service for small business sector. Complete accountancy service which includes business startups arranging finance, company formations, payroll, book-keeping, company and personal tax, accounts, and software installation and training.

0151 606 0660

www.taxassist.co.uk/upton

33 The Chartered Institute of Marketing

The world's largest professional marketing body, improving the skills of marketing practitioners so they can deliver exceptional results. CIM runs events and courses which are open to members and non members, and is committed to raising the bar for marketing with the help of its strong, dedicated membership.

07813 669 305

www.cim-nw.org.uk

35 Sheldrakes

Sheldrakes is Wirral's hidden gastronomic treasure, truly encapsulating the spirit of the Mediterranean with its mix of sumptuous Mediterranean and traditional cuisine, relaxed and friendly atmosphere and a spectacular location that simply guarantees 'Views to Dine For'.

0151 342 1556

www.sheldrakesrestaurant.co.uk

29 Custom House

Custom House are a leading independent specialist in international payments and foreign exchange services for businesses and individuals. Specialists in assisting SMEs, if you are importing/exporting or just sending currency abroad then Custom House have a solution that will save you time and money.

07507 787 824

www.customhouseuk.co.uk

30 Manufacturing Advisory Service (MAS)

The Manufacturing Advisory Service aims to address the practical needs of British manufacturers by delivering hands-on advice and assistance from experts in a wide range of manufacturing disciplines.

0845 658 9600

www.mas.dti.gov.uk

32 Retail Merchant Services

R.M.S. specialising in reducing business costs for independent retailers including debit and credit card processing costs. Members are provided with the latest R.M.S. Terminal combining ease of use with ultra fast processing. Increasing your profits by reducing the cost of your sales.

0845 241 9960

www.retailmerchantservices.co.uk

34 Train 2000 (North West Business Start Up)

The North West Business Start Up Service is delivered across Merseyside and Cheshire by Train 2000, Blue Orchid and Prince's Trust. It is a brand new programme, conceived by the Northwest Development Agency enabling new and developing enterprises to access:

- ~ Free & Impartial business advice whether you are looking to set-up, or have just started, a business
- ~ Tailored support - to your situation and needs
- ~ Access to a range of specialist, insightful Advisors
- ~ Access to training in finance and business skills
- ~ Aftercare and post start-up support

0151 236 6601

www.train2000.org.uk



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0151 227 1008
www.masonpartners.com
Jon Swain
jonswain@masonpartners.com

Ace Audio Visual Ltd commenced trading on 1st April 2007. With over 20 years experience in the conference industry we have a positive reputation and we pride ourselves in giving value for money, a reliable service and instilling confidence both before and during any type of event. We specialize in the day to day hire of audio visual equipment, together with the stage management of conference-type events and awards evenings. This would encompass a simple seminar, to a large conference with an excess of 300 delegates.

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The Priory Partnership

We specialise in helping businesses like yours to be more **Successful!**

We are chartered accountants, business and financial advisers based in Birkenhead and Chester.

We offer the full range of accountancy, taxation, business development, financial and mortgage advice to individuals and businesses of all types.

For more information on any of our services and free resources please contact us - we'd be happy to help.

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0151 649 3900

3 Hunter Street, Chester, Cheshire, CH1 2AR
01244 342181

mail@the-priory.co.uk
www.the-priory.co.uk

Priory pointing you in the right direction

WIRRAL Chamber of Commerce & Industry

Contact us: Tel: 0151 647 8899, www.wirralchamber.org.uk

"The Voice of Local Business"

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Business Fair

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become carbon - FREE!



The cost of raw materials and fuel is growing dramatically as they become scarce and demand for them grows. Lack of action now will increasingly affect both the productivity and profitability of inefficient businesses in the future.

Groundwork Merseyside's Business Environment Support Team can help you to **boost profitability** by increasing business efficiency in areas such as energy use, fuel consumption, water efficiency and the use of materials.

Visit us at the Wirral and Chester Business Fair at Leasowe Castle and Conference Centre, Moreton, Wirral on the **16th July**, and we'll sign you up for your FREE Waste/Energy Audit.

So put your best foot forward and take the first step to reducing your carbon footprint and join us on the day or visit www.groundwork.org.uk/merseyside for more information. **Can you afford not to?**



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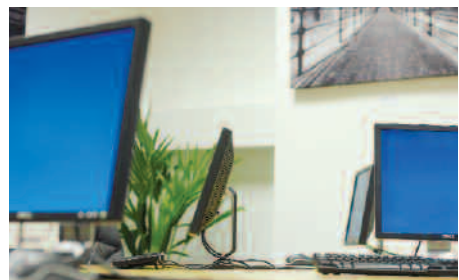
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Egerton House is a visually stunning and beautifully restored former trade warehouse situated on the south quay of Egerton Dock in Birkenhead.

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Come and see us today to find out more, or please call us to arrange to come and have a tour of our facilities, we'd be delighted to welcome you!

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Birkenhead, Wirral, CH41 1FN
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fax: 0151 650 0777
email: info@egertonhouse.co.uk
web site: www.egertonhouse.co.uk



EGERTONHOUSE
Supporting Enterprise in Wirral