

November Lunch **Springfield School**  
**Friday 13th November at 12.15pm for 12.45pm**

# Chambernews



## Car Parking

This subject can at times appear a little boring and can fail to energise the actions of people. We cannot allow this to happen in Calne.

It has to be recognised that compared with the difficulties that some of the other chambers have, we in Calne are not too badly off. We have a **Pay & Display** which, although not cheap for very short-term parking, is not too expensive over a longer period (say four hours). We also have the lower **'Sainsbury's Car park'** which for the time being is free. However, on a number of occasions it has been suggested that there should be a single charging regime to fit all car parks. It is fair to say that virtually all chambers are against such a proposal, and it would almost certainly disadvantage Calne. So the message here is: watch this space. The Chamber will continue to lobby the **Wiltshire Council** to seek to ensure that the system we have in place here remains unchanged.

## Area Board

In lobbying terms, the subject of the Area Board has run hot and cold over many months. We have been lobbying **Wiltshire Council** to agree to our request to be appointed as **Partner Members** of the Area Board. This would increase our ability to speak on behalf of our members and the wider business community of the Calne area. We are pleased to report that this has now been agreed and Mick Devonport, as president of the Chamber, will be attending the next area board in this capacity.

## Accreditation

Another important element of **Think Calne** is our Accreditation and Referral Scheme, by which a member obtains simplified 'references' from previous clients giving feedback on the service the member offers. The number of members applying for accreditation continues to rise, but frankly we could do better. Debbie is contacting all members who are currently not in the scheme to urge them to join. The time to complete and return the form is minimal, especially when compared to the benefits the scheme can potentially bring.

In recent newsletters we have commented that in excess of **£25,000 worth of business** has been generated through this scheme, and the amount continues to rise. An excellent example of this is a recent conversation that took place where a potential customer was looking for a service and a couple of accredited members were suggested as being able possibly to deliver the products and services required. Although the deal is not yet done it may result in up to £20,000 worth of business, with the potential for follow-on work over time.

While we will always put forward the names of all members who may suit a particular enquiry, it is becoming increasingly obvious that the fact that some are accredited has a real influence.

# Buy One Get One FREE!

We've all seen this expression and been tempted by the prospect of a bargain. What has emerged at the **Calne Chamber of Commerce** is the fact that, for the price of just one (£10) lunch, members are finding that they really do get more than just the lunch!

We are regularly hearing about members attending our **Networking Lunches** whose initial, possibly quite casual chat develops into more focussed discussion, out of which real contracts subsequently materialise. These have ranged from printing, plumbing and electrical work, employment and a whole range of other opportunities.

We try to run our networking sessions as a low-key social event and many members have commented that it is important to them that the relaxed atmosphere is maintained. This atmosphere seems to be particularly conducive to productive and beneficial conversations over lunch.

So, **BOGOF** – buy a networking lunch and get your business contacts for free!

## Lobbying

The commitment to set up effective lobbying on behalf of our members is enshrined in our **Think Calne** initiative and is taken very seriously by the committee.

Lobbying is the practice of attempting to influence decision-makers in local and national government as well as others who have an impact on our personal and business lives. At times it can be a thankless and demoralising task that would make **'banging one's head against a brick wall'** a very tempting alternative!

Nevertheless, we do work hard on your behalf to ensure that issues that you raise, or that we hear from a wider circle of contacts, are followed up, particularly if it is felt that the issue is having an impact or may at some point have an impact on

you or your business. Our involvement with the **Wessex Association of Chambers of Commerce** is very helpful in this respect, since they can sometimes take up a matter on our behalf and use their very useful network of contacts.

## North Wilts Economic Partnership

Currently, the Chamber is taking part in a consultation exercise organised by the **North Wilts Economic Partnership**. Businesses in the town have been invited to take part in this consultation. The output will form the basis of a document to be presented by the Partnership to the Council that will outline what is wanted for the town of Calne from a strategic perspective.

## Planning Permission for Listed Buildings

We are also gathering support from other Chambers to enable us to open a dialogue with Wiltshire Council about the difficulties that some members have had regarding changes in the rules relating to Planning Permission for Listed Buildings.

## Highlights in this issue

- NOVEMBER LUNCH **13th November**
- CHRISTMAS LUNCH **15th December**
- MEMBER FEATURE **Kevin at Goldmans**
- 2010 **Spring/Summer Ball**
- CALNE CHAMBER **Golf Society**

Contact the editor with your story email: [mick@cmttd.co.uk](mailto:mick@cmttd.co.uk)



November Lunch **Springfield School**  
**Friday 13th November at 12.15pm for 12.45pm**

## Chambernews

### Christmas is Coming!

You may recall that we sent advance information to members about a **Christmas Lunch at Bowood**. The idea is that we pal up with our friends in the Corsham and Chippenham branches and enjoy a bit of festive spirit and perhaps benefit from a little networking. The details are a little sketchy at the moment, save that the event will be held on **15th December**. The price for a Bowood-style Christmas meal is £20.00.

When we first broadcast the idea, around 12 people said that they were interested. Debbie from Calne and Nynke from Chippenham are pulling the details together and will be sending a 'flyer' out shortly.

### Chamber Ball 2010

Everyone who attended the **Spring Ball** will know what a fantastic night was had by all. Before the Ball was over we were being asked whether we would be holding another ball in 2010. Well it looks like we are on again. Always wishing to experiment with new ideas we are looking to see whether an **early Summer Ball** would be a better idea. This would give people the opportunity to stretch their legs and stroll around the lawn area as well as burning up the calories on the dance floor.

The new committee after the AGM will be pulling the plans together so make sure you have given some thought to table numbers because tickets fly very quickly.

### GOLF SOCIETY

Thanks to the good work of **Peter Monk of Britannia Quickmove**, a small group of members (hackers to handicap players) had a great time recently making their way up the hills and down the vales of the North Wiltshire Golf Club. The weather was fantastic, the company was excellent and the standard of golf played was... well, two out of three is not so bad! But seriously, everyone had a really enjoyable time and a number of people have voiced the view that maybe we should do it more often.

If you would like to register an interest then please email Mick (Mick@cmttd.co.uk) and perhaps we could establish an occasional (fair-weather) golf society for the Chamber.

### 50 Words of Fame



#### Sweet Things

If you are a sweet-a-holic or just like to remind yourself of what sweets used to taste like then visit us at 5B Wood Street. We have a huge range of sweets for you to choose from using our pick and mix or just buy a bag of your favourite variety. We have a single price for nearly all of our range so you can freely choose the variety you want within your price range.



#### M&L Clothing

At M&L Clothing we offer a wide range of men's, children's and ladies' clothing, with smart and casual wear, hosiery and fashion accessories for all ages. For the benefit of our customers we are able to order specific goods upon request for their approval. At present our Christmas Club is proving to be very successful in helping to spread the cost of Christmas at no extra charge.



#### Upper Crust Sandwich Bar

Since opening earlier in the year our reputation for great food and drinks to eat in or take away is spreading. Our aim is to provide quality food at attractive prices served by our friendly team. We offer a range of sandwiches, baguettes, paninis, oven baked jacket potatoes, cakes, tea, coffee and a refreshing range of cold drinks.

### Member Feature

#### Goldmans Interiors Ltd. 3 Wood Street, Calne.

Life, whether at home or in business, can lead us to unexpected places.

**Kevin Wells** worked for the Post Office for twenty years, finishing as subpostmaster at Calne's main office, where he had expected to remain for many more years. However, due to a change in circumstances, he and his wife Jane were given the chance to try something different!

So it was that Kevin took ownership of **Goldmans** nine years ago and they could not have imagined the journey they had embarked on would be so exciting.

Since then the business has expanded, changed names, moved premises and now reverted to the **Goldmans** name, so familiar with many residents of Calne.

The **Goldmans** name has always been synonymous with quality, offering a wide range of services and products, with customers often surprised at the range available.

The business, based at 3 Wood Street, Calne has a dedicated team whose aim is to provide excellent service at an affordable price. The shop staff can help with selection of products and give advice on their suitability, helping customers to feel confident about their choices.

The core business, however, is providing and fitting carpets, flooring, Express curtains and blinds of all types to both the domestic and commercial markets, and **Goldmans'** fitters are professionals who take pride in their workmanship.



Above: Kevin outside his shop in Wood Street.

Kevin and Jane are now looking forward to consolidating and growing the business and will, of course, embrace any future changes!

**For more information please contact**

**Kevin on 01249 814423.**

E-mail: [info@calneblindsandflooring.co.uk](mailto:info@calneblindsandflooring.co.uk)

Web: [www.calneblindsandflooring.co.uk](http://www.calneblindsandflooring.co.uk)