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*** **Welcome to the Thanet & East Kent Insider** ***

Your Weekly Business Bulletin from Thanet & East Kent Chamber

Thanet & East Kent Insider
24 June 2008

1. Free Paper or Free Envelopes

Chamber member, Eurostat Office Solutions, is offering readers of the Thanet & East Kent Insider a free box of copy paper or envelopes, DL, C5 or C4 size, with your first order. Manager, David Burgess, promises delivery on the next working day and specifies no minimum order value. Too good to be true? Ask Eurostat for a pleasant surprise. For details of the comprehensive catalogue of office supplies, workwear and business gifts, contact Eurostat, tel: 01843 580960, email: david@eurostat.co.uk, web: www.eurostat.co.uk

2. Tell it like it is

Do you enjoy telling people what you think of them? Would you like to give a government department a piece of your mind? Now you have the opportunity to do just that. Our partners at the Channel Chamber of Commerce inform us that the Department for Business Enterprise and Regulatory Reform (BERR) is asking for guidance on how to improve their advice on employment, see www.berr.gov.uk/employment. If, like Harry Enfield's character, "you don't want to do it like that, you want to do it like this", you know a better way, please let BERR know by email to elgp@berr.gsi.gov.uk. It is not necessary to wear a flat cap and a nylon shirt when you do so.

3. Kemps

Chamber members should have now received a copy of Kemps Directory showing your entry. This is yet another free service to promote your business and is taken from the register of valid Chamber members in February 2008. The text will show a SIC code otherwise known as the UK Standard Industrial Classification of Economic Activities. In the cult television series, The Prisoner, Patrick McGoohan famously cried out, "I am not a number, I am a free man", but then he did not feature in Kemps directory. To check if you have been classified correctly, please look at the website at http://www.statistics.gov.uk/methods_quality/sic/alpha_index.asp and email admin@tekc.co.uk with any amendment using the subject line "Kemps SIC Code".

4. Sota Solutions & 5 Star Successes

IT is a fast-growing sector in the Chamber membership, indicating the rude health of many computer and software companies in East Kent. Last week, we highlighted the website designing skills of Cariss. This week we celebrate the success of two Chamber members at the Kent Business Awards earlier this month. Sota Solutions of Sittingbourne won the Technology Award outright following their pioneering work in providing the first and only Ethernet point-of-presence (POP) in Kent and an accompanying high security data centre. 5 Star Computer Systems of St Nicolas at Wade was placed in the top three Small and Medium Enterprises in Kent; rapid sales growth in their accountancy and business software being contributory factors. Companies in Thanet & East Kent are now well placed to benefit from industry-leading IT support services. For details, contact Sota Solutions tel: 0870 161 5099 and 5 Star Computer Systems tel: 01843 844000.

6. Give Credit Where Credit is Due

... but not if you can help it. Norman Gray of Engee Accountancy & Credit Management reminds us that in an economic downturn, credit management is more important than ever. He tells us that all too often a company puts an overriding emphasis on its sales force in the mistaken belief that this is the source of its wealth. The fact is that the more brilliant the sales person, the bigger the debt incurred. It is the credit management department that secures prompt payment and the credit management department that collects the profit. With Kent providing just one accredited course recognised by the Institute of Credit Management, we have allowed this essential element in profitable trading to slip down the list of priorities. With Norman's assistance, this Chamber will be providing a Credit Management Report available to all Chamber members from 15th July 2008. Engee Accountancy & Credit Management can be reached by telephone to 01843 599179 or by email to norman@engee.wanadoo.co.uk. See also Norman's website at www.engeeacm.co.uk.

7. Simon is Floored

Following the item in last week's Thanet & East Kent Insider, "Unemployment in Kent", Simon Wallace of SW Flooring tells us that for the last six weeks, he has been looking for 1 or 2 trainee floor layers. Despite spending a four-figure sum on advertising, he has yet to find any enthusiasm from school leavers willing to learn the trade. Simon runs an established company with every prospect of offering interesting, long-term employment to the right candidates. If you can help, please email Simon at sw.flooring@hotmail.co.uk. His company can also arrange to have your home fitted with that beautiful floor you saw on "The Property Ladder" and the fancy bathroom tiles you envied in "Location, Location, Location". Prospective customers should telephone Simon on 01843 280780.

8. Sign of the Times

Chamber member, Lynda Carter, of All Sign Solutions in Margate, tells us of a man calling himself "Jordan" who is telephoning companies in Kent with the news that the 1200 page crime prevention book they sponsored last November is now available for release on payment of £155.00. Not having been born yesterday, although she looks so young, Lynda asked for a telephone contact and was given an 0870 number belonging to a totally innocent windscreen company in Shrewsbury. This looks like a new scam targeted at medium and large companies. Providing you make no mention of widows of retired Nigerian Generals, Lynda welcomes calls from bona fide customers interested in her range of signs and banners made to order. Details are available from All Sign Solutions, tel: 01843 232016, email: lynda@allsignsolutions.co.uk or web: www.allsignsolutions.co.uk.

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