

You Never Can Tell – the Wolverhampton presentation and communication company and Black Country Chamber member – has just been contracted to work with Interserve Project Services.

The international company – also a chamber member – wanted to invigorate its bidding techniques. YNCT will be helping managers across the country to bring a new dimension to their tendering skills.

John Chubb, managing director at YNCT, said: "Interserve is a large international company and we are pleased that it believes that we can add value for them. We work in a tight niche market but it shows that just because you are small, does mean you cannot be a heavy hitter."

YNCT currently works with a range of business, political and media clients.

Since John Hall Tyres in Oldbury joined the Black Country Chamber Of Commerce the company has met a series of people who have able to help within its industry.

Carl Falconer of John Hall Tyres says one example was when the business was looking into producing a logo and was introduced to th3 unknown, a graphic design studio based in Birmingham.

"We were put in touch with Pretish from th3 unknown and he came up with a few designs," said Mr Falconer. "We were also looking for a website to be developed and were put in touch with Richard Parkes from Ontanet who is now developing our new internet site where we can advertise our company.

"Joining the Black Country Chamber has helped with promoting and getting new business and we are now looking forward to doing even more business."

New partner Auditel has delivered significant savings in a Chamber trial

Cutting cost of energy and calls

The Black Country Chamber of Commerce has been striving over the past few months to identify partners that can add real value to our members and enhance your membership with us.

One such company we are now working with is Auditel, a national independent cost management company.

We have partnered with them so members can take advantage of the free business audit they offer across a company's overhead costs. The areas they specialise in are energy, telecoms, water, waste and business consumables projects.

Before embarking on the partnership we thought it important to put them to the test and asked them to work on projects with two of our members. It's fair to say they delivered excellent results and now their services are available to all our members.

The members who benefitted from the audit were Rubber Astic and Birmingham Plating.

Rubber Astic is based in Bilston and has been manufacturing rubber and foam products for more than 40 years, supplying industries such as automotive, aerospace, nautical, medical and consumer goods.

Birmingham Plating has been based in Smethwick since 1982 providing plating finishes such as chrome, nickel, zinc and electroplating.

The results obtained by Auditel based on the previous contracts in place were:

Rubber Astic

Gas reduced contract costs by 32%
Electricity reduced contract costs by 25%
Telephones reduced call charges by 53%

Managing director Mike Dell said: "Buying utilities is becoming a more and more complex area for businesses and represents the potential to generate large savings if done well.

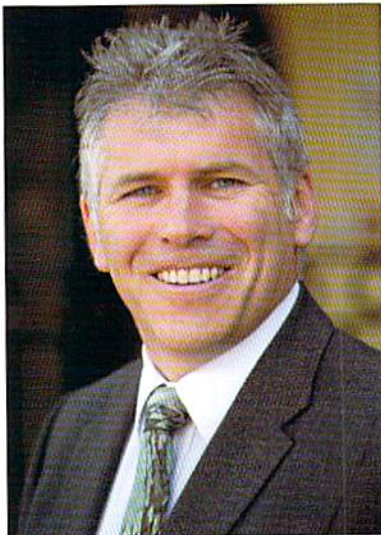
"It is an area where we have relied upon specialist consultants for some time.

"We used Auditel because of their connection with the Black Country Chamber of Commerce, of whom we are members. The service provided was excellent with Adrian quickly understanding the needs of both of manufacturing sites.

"We will continue to use Auditel and would recommend them to any businesses looking to save costs."

Birmingham Plating

Gas reduced contract costs by 14%
Electricity reduced contract costs by 20%
Telephones reduced call charges by 71%
A rebate from the current telecom provider of £945 obtained.



Adrian Burton of Auditel

What Auditel is now able to offer chamber members is an in depth analysis of your overhead costs to identify billing errors, and place the most competitive contracts to suit your business needs.

The audits it carries out are done on a contingency model meaning Auditel is only paid if it delivers savings to you. If not then the company does not charge for its services.

Adrian Burton of Auditel said: "The purchase of some business essentials such as energy and telecoms can be a complex matter where knowledge of the industry and time to get the right deal are essential.

Overpaying

"Unfortunately for many businesses this is not a luxury they can justify in the current climate and therefore many companies are overpaying for goods and services.

"Our role is to work with chamber members to be their outsourced procurement expert giving them sound and impartial advice and helping them deal with suppliers on some of the more complex purchases.

"We aim to improve the profitability of the members company and allow their staff to concentrate on the key areas they can make a difference in the business."

Auditel is a national company based in Winchester with over 3,000 clients across the UK.

If you would like to know more about Auditel's services then you can contact them on: Tel 01922 411000 or email adrian.burton@auditel.co.uk

Building Blocks

Barnardo's
Mottos: BE BERE IN CHILDREN

Barnardo's Dudley Community ROUTES

« Inspiring Dudley Children Young People To Achieve Their Potential »

Children and Young People's Educational Activities at Dudley Schools and Community based locations, includes:

| | |
|---|---|
| <ul style="list-style-type: none"> # Law and Order # Art and Craft # Personal Safety # Sport Activities # Crime Prevention and Reduction | <ul style="list-style-type: none"> # Social Education # Career Advice # Teenage Pregnancy # Personal Financial # I.C.T. Skills |
|---|---|

For over 10 years, in collaboration with Dudley Statutory and Voluntary Organisations, Local Businesses and various Funders, **Barnardo's Dudley Community ROUTES** have organised and delivered exciting youth **early intervention, recreation, diversionary and active citizenship themed activities** to Dudley children and young people, to raise their aspirations, life and career opportunities and wellbeing.

For further information, please contact
Paul Powell on 01384 411722 or
email: paul.powell@barnardos.org.uk or
dudleycommunityroutes@barnardos.org.uk

Prosper - a welcome:

Welcome to our new look edition of Prosper magazine. We are delighted to announce that Prosper is now published quarterly by the Express and Star and will be circulated to over 4,000 businesses in the Black Country.

Prior to publication a preview of the magazine is also included in the Business Pages of the Express & Star, so please continue to send us your good news stories for inclusion.

I hope that all of you who attended our Annual Awards and exhibition had a great day and enjoyed celebrating the success of the businesses we have here in the Black Country.

I would like to congratulate all of the winners; we received an overwhelming number of nominations this year, which made the judging process very difficult – the standard of nomination was excellent.

The awards also acted as the launch of our new Chamber brand. We have adopted the British Chamber of Commerce branding; symbolising growth. Our new strap line is 'The Ultimate Business Network' and that is what we strive to be. We want to help business grow and prosper and this sentiment is truly what our new brand represents – we hope you like it.

Margaret Corneby, Chief Executive, Black Country Chamber of Commerce.



Margaret Corneby

The best of the Black Country

Roadlink International, a Willenhall-based supplier of truck, bus and trailer components, has been unveiled as the top Black Country business of the year.

It picked up the blue riband prize as Business of the Year at the Black Country Chamber of Commerce Awards and Exhibition event at Wolverhampton Racecourse.

The award was handed over by Business Minister Mark Prisk, who was guest speaker at the event which attracted several hundred of the area's leading business figures.

Mr Prisk said: "The award winners here today show just how much can be achieved by a bright business idea, passion and determination."

In a wide-ranging speech Mr Prisk said the Government wanted to see 50,000 new apprenticeships across the UK and was determined to cut back on the burden on red tape on business.

Mr Prisk, who has already revealed plans to replace the regional Business Link organisation with a more centralised body, said the Government believed there was an important role for



Business Minister Mark Prisk addressing Chamber members

strong chambers of commerce – "like the one here in the Black Country" – to provide vital advice and support to fledgling businesses in the area.

In particular he wanted to see successful business figures acting as mentors to new and less experienced companies, helping them thrive and grow.

"The essential thing today is to come together to celebrate the success of many Black Country businesses," he said.

You couldn't be in better hands.

Last year we treated over 200,000 mums, dads, daughters, sons, grans and grandads.

Nuffield Health Wolverhampton Hospital, Wood Road, Tettenhall, Wolverhampton WV6 8LE

For more information call **01902 754177** or visit **nuffieldhealth.com**



 **Nuffield Health**
hospitals