



Exeter FSB News

NOVEMBER 2009

Issue 6

WE CELEBRATED SMALL BUSINESSES IN EXETER!



Colin Fribbens (right) of Alpha Express receives his award from the Lord Mayor of Exeter Councillor John Winterbottom.

The Lord Mayor of Exeter Councillor John Winterbottom presented the awards at the **Best Small Business in Exeter Celebration** at the Devon Hotel, Matford on 23rd October. Five businesses were shortlisted for **Best Employer Award** and six



Jennifer Riach of Meca Services receives her award from the Lord Mayor

Our next meeting

23rd November 2009:
"BRANCH COMMITTEE
OPEN MEETING"

Venue – The Paragon Gallery,
24 Gandy Street, Exeter, EX4 31S
Times: 6-30pm for 7-00pm

For more information call:
Nigel Hillier on 01392 669497



David Dexter, honorary national secretary of the FSB

shortlisted for **Best Business**. Organised by Exeter branch FSB in partnership with the Exeter Express and Echo, the competition is aimed at raising the profile of small businesses and demonstrated the important role that we play in the social and economic well-being of Exeter.

Before the presentations, David Dexter, honorary national secretary of the FSB, spoke of the importance of small businesses to the national economy and said it was right to praise their excellence. He said that 58% of people employed in the private-sector worked for small businesses and their success would be vital in getting the country out of the terrible situation it was in today.

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SEE PAGE 2 COME AND HELP PLAN THE YEAR AHEAD + MORE AWARDS PICTURES!!

EXETER AWARDS EVENING

CERTIFICATES WERE PRESENTED TO THE FINALISTS



Exeter Sewing Machine Company



Den's Delights

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Nigel Hillier the Exeter FSB Chairman then invited the Lord Mayor to speak and then make the presentations.

Delivery firm **Alpha Express** won the **Best Small Business Award** which was collected by owner **Colin Fribbens**.

Best Small Business Employer Award went to the Sowton Industrial Estate based garage **Meca Services** and was collected by owner **Jennifer Riach**. She said the great thing was her staff cared about the place as much as she did.

Certificates were presented to the runners-up for **Best Business** – hair salon **Headquarters** and shortlisted businesses: **Exeter Sewing Machine Company**, **Den's Delights** & **Orange Blossom Spa**. In the **Best Employer** category **Jim Franklin** of **Mackenzie Glass** was runner-up and shortlisted businesses were **Leforoy Beauty Therapy**, **HQ Hair and Beauty** and the **Exeter Sewing Machine Company**.

Exeter FSB chairman **Nigel Hillier** said that he thought the evening at the new venue had been a great success and how good it was to see so many small businesses get together to celebrate what they do best.

COME TO OUR OPEN COMMITTEE MEETING

At the Paragon Gallery, 24 Gandy Street on 23rd November

All members are welcome to come along and help plan next year's programme of events, new ideas welcome. The meeting starts at 7pm but the Gallery will be open from 6.30pm and if any members wishes to buy a picture a discount will be available.

THE LORD MAYOR SPEAKS OF BUSINESS ATTRIBUTES

During his speech the **Lord Mayor John Winterbottom** referred to the Bishop of Exeter's Sermon at the Trafalgar Day Service at the Cathedral. He of course was talking about Nelson and what made him a great leader. From a business point of view **Success=Winning=Victory** and so he made up my own version of **VICTORY**(with a few additional thoughts) with attributes for business people.

V=Vision. A succesful business needs to know how to take the business forward in the future.

I=Ideas. A business cannot stand still and must always adapt to changing trends.

C=Commitment. Running a succesful business means putting a great deal of time and effort into it, but not at the cost of personal relationships.

=Charisma. We all need to have a certain amount of this to succeed.

T=Trust. A business cannot succeed without earning the trust of its customers.

O=Organised. There is the old saying "Businesses do not plan to fail, they fail to plan"

R=Reserves. We all know that when running your own business money does not come in on a regular basis and therefore it is necessary to have something set aside for those rainy days.

Y=Yourself. Don't try to be someone you are not. Everyone has their own strengths.

V I C T O R Y

The new Exeter branch committee

Exeter branch of the **Federation of Small Businesses** held its AGM before the Awards evening and elected a new committee.



PROMOTE YOUR BUSINESS TO PUBLIC SECTOR BUYERS

Public sector organisations do have a lot of spending power. It makes sense that they place small contracts (under the value of £25,000) locally. A new website which Exeter FSB and the City Council have been working on will be launched to the public on 7th Dec. Businesses can register their details in advance at the address below – it is *simple* and will be a great opportunity to promote your services directly to procurement officers and buyers with the minimum of red tape.

Register your business now on: www.exeterbuysellprosper.co.uk