

Welcome to our February Enewsletter! READ ON.....

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1. GO FORT WILLIAM!

Fort William is braced for a fabulous music weekend on the 18th & 19th February. Based at the West End of the town a number of venues will be hosting music showcases and industry professionals will be available to give personal and group advice about taking a career in the music industry. [The website](#) holding information on the event will provide full details in the next few days.

2. AN INVITATION TO 'MIND YOUR OWN BUSINESS'

The Prince's Scottish Youth Business Trust, Highlands & Islands Enterprise and Careers Scotland are holding the second of their local business start-up events.

Hosted locally by Lochaber Enterprise, PSYBT clients and other businesses will be displaying their work and talking to potential entrepreneurs. There will also be short training seminars on business skills and business development and one-to-one advice will be available from representatives of local support agencies. The event will also coincide with workshops for the Music Industry from HI-Arts, and New Media from AIMhi and Musicians' Union (Go Fort William!).

Date: 19th February 2005
Venue: McTavish's Kitchen, High Street, Fort William
Time: 10.00am to 4.00pm

The event and seminars are open to everyone and will provide an opportunity for businesses, potential entrepreneurs and support agencies to meet and learn from each other.

For further information, please contact [Elaine Jones](#).

**3. DO YOU WANT TO EXPAND INTO INTERNATIONAL MARKETS?
International trade surgery, Fort William, Monday 28th February 2005**

The trade surgery is a flexible form of one-to-one advice and support. During an initial one hour meeting, our expert Jeff Widdison will discuss the issues that affect your organisation, offer specialist advice and help you to identify potential development needs – whether this is gathering reliable data, professional research, identifying global opportunities, making it happen, training, raising finance or any other aspect of making your work or business more successful. If appropriate, the expert may then arrange further meetings with you over an agreed period of time to work with you on particular issues or signpost you to other sources of advice.

The meeting can be held at your premises or hosted at Lochaber Enterprise. If you would like to book an appointment please [email](#) us or telephone 01397 704326.

4. ACCESS EUROPE 2005 - Tuesday 22 February 2005, Dynamic Earth, Edinburgh

Lochaber Enterprise is supporting firms to attend **Access Europe** - the first exhibition which focuses entirely on trading in Europe. The exhibition gives you the opportunity to meet an unprecedented number of business support organisations including trade information sources. Access Europe 2005 is free to attend, and travelling expenses will be reimbursed by Lochaber Enterprise. The event is on 22 February 2005 from 10.30hrs-1500hrs. The venue is Dynamic Earth, Edinburgh. To register contact Lochaber@hient.co.uk

5. NEW FACES ON LOCHABER ENTERPRISE BOARD

We are delighted to announce the appointment of 3 new Directors to the Lochaber Enterprise Board - Paul Brennan of Fujitsu, John Jennett of Freedom of the Glen and Hans Petter Lange of Alcan. We have also, for the very first time appointed a youth observer - Christine Hall a 6th year student at Lochaber High School.

6. EMPLOYER? NEED TO RECRUIT FOR THE SUMMER SEASON?

A Jobsfair is being held in the Nevis Centre, Fort William on Friday 11th March 2005 from 11am to 1pm.

Employer stands are available - contact Carol or Lorraine at the Jobcentre on 01397 902096 for more details.

Remember to visit www.lochaberjobs.co.uk – a free and easy way to advertise your vacancies.

7. RECYCLE YOUR TRADE WASTE

Lochaber Environmental Group (LEG) collects aluminium drinks cans from local businesses for recycling. This activity is well supported and continues to expand. LEG is examining opportunities for recycling other materials that currently go into the general waste stream, and thereby reducing the volume of commercial waste and its associated environmental impact. These materials are: 1 - paper/newsprint/card/cardboard; 2 - plastic fizzy drinks/water/milk bottles; 3 - aluminium and steel cans/food tins; 4 - used cooking oil; 5 - mobile phones/printer ink and toner cartridges.

Please e-mail [Mike Bootman at LEG](mailto:Mike.Bootman@leg.co.uk) with your details and saying which materials your business would be interested in having recycled if research proves a collection is viable. (NB - this is market research for a potential collection to start in 2005, subject to demand, volume and funding).

8. CONGRATULATIONS.....

Congratulations to Nevis Range and the Forestry Commission who have won the award for the best Downhill and 4 Cross Mountain Bike World Cup events of the 2004 UCI Mountain Bike World Cup series. It is the third successive year that Fort William has been presented with this prestigious annual award from The UCI (International Cycle Union).

The award is based on the votes of competitors, officials and media from all over the world who had attended events in Scotland, Spain, Belgium, Italy, Austria and Canada on the 2004 UCI Mountain Bike World Cup circuit.

This year Fort William is to host the UCI Mountain Bike World Cup Finals from Friday 9 to Sunday 11 September 2005, a first for the United Kingdom

9. HSE WARNS FIRMS TO IGNORE BOGUS MAILSHOT

The Health and Safety Executive (HSE) is warning businesses to be on their guard for bogus mailshots from a firm calling itself the 'Health and Safety Registration Enforcement Division'. The HSE has received complaints from a number of businesses that have received demands for payment from the rogue firm in order to ensure

compliance with the law. It urges any business with concerns over this type of correspondence to ignore the demands and to report the matter to the HSE or the police.

Find out more about the scam at the [HSE website](#)

10. LOCAL BUSINESS FOCUS

[Nevisport](#)

The new Nevisport store opened recently at the Eastgate Centre in Inverness. The Fort William based retailer began selling outdoor sports and climbing gear back in the 1970s, and today it has grown to 14 stores across the UK.

11. WEBSITE OF THE MONTH!

Businesses need protection from scam artists

The Office of Fair Trading (OFT) has identified the top ten scams currently affecting the UK. Although aimed at consumers, the information is of practical relevance for small businesses, which are often targeted by scammers. Swindles on the OFT's list include premium rate telephone scams; investment related scams; and business opportunity scams. The [Federation of Small Businesses \(FSB\)](#) has urged the Government to extend its protection of consumers against scams to include small firms.

[Complete list from the OFT.](#)

12. BUSINESS INFORMATION

The DTI have produced a range of publications from their Achieving best practice in your business series.

[Contact us](#) if you would like to receive a copy of any of the following booklets:

An Introduction to e-business

E-business planner

Information Security: Hard Facts

Information Security: A Business Managers Guide

Information Security: A Business Guide to using the Internet

Information Security: BS 7799 and the Data Protection Act

Information Security: Guide to the Electronic Communications Act 2000

E-marketing

Wireless Communications

Building an e-commerce website
Technology, customers and suppliers
Mobile working
Broadband

13. WHAT'S ON?

Business start up course – 21-23rd March, Fort William

The February start up course is now fully booked and due to popular demand another course has been arranged for March.

In conjunction with Alasdair Bruce Associates we are running a three day course for people in the Lochaber area who wish to start up their own business. The course covers all aspects of business start up, including market research, profit & cash flow forecasting, tax & legal obligations.

This workshop is FREE and will be held on the 21st, 22nd & 23rd March from 10.00am – 4.00pm at The Underwater Centre in Fort William. For further information or to book a place please contact [Rachel](#) on 01599 534 999.

Newstartscotland exhibition - 12/13 March 2005 at the SECC in Glasgow

Thinking about starting a business? Do you want to expand your current business into a success story?

Highlands and Islands Enterprise are pleased to be one of over 100 exhibitors at this event. Over the past number of years, our region has experienced many successful business start ups, and HIE have assisted many of these businesses by providing advisory services and financial assistance. We would like to encourage more successful businesses to start up in our area and are excited to be a part of the new business event.

All this can be achieved for free - so [register now](#) or call 0870 011 7575.

Scotland's Health at Work information event on Thursday 17th February

Nancy Campbell, Scotland's Health at Work Adviser for Lochaber, Skye and Lochalsh would like to take this opportunity to invite any local organisations or businesses that are interested in finding out about this workplace health promotion scheme to come along to the Ben Nevis Hotel, North Road, Fort William {formerly The Milton Hotel} from 12.00- 14.00 on Thursday 17th February 2005. Light refreshments will be available.

Please contact [Nancy](#) on 01397 700746 before Friday 11th February if you are interested in attending.

Nancy is also organising a workshop to support businesses to develop workplace drug and alcohol policies. The programme for this event is still to be finalised but it will probably take place at lunch time on Monday 28th February and will be lead by Elaine Featherstone who as part of Highland Drug and Alcohol Action Team is the Substance Misuse Development Officer for Lochaber. Again, please contact [Nancy](#) for further information on this workshop and please also note that you do not have to be registered for Scotland's Health at Work to come along.

14. About this eNewsletter

Please, please send us your comments about our eNewsletter. Our aim is to keep you up-to-date with the support and assistance that we provide, and to inform you about any forthcoming events. Is it interesting? Is it boring? Is it too long? Is it too short? How could it be better? Do you bin it immediately? Did you not receive it??? Or is it absolutely perfect? We don't think so, and are patiently waiting for your feedback.... Please e-mail [Donna](#).

Please feel free to forward our eNEWSLETTER to anyone else who may be interested. If you wish to be added to, or removed from this distribution list, please e-mail [Donna](#).

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DISCLAIMER

Our newsletters are produced to keep our customers and contacts informed on issues affecting the HIE Network and the Lochaber area. Whilst Lochaber Enterprise has taken all reasonable steps to ensure the accuracy of the information contained in this newsletter, the articles are of a general descriptive nature, and are not therefore intended to be exhaustive treatments of the relevant topics and should not be relied upon as such. Please contact Lochaber Enterprise if you require further assistance or information.