

Roger Maggs - President of Celtic House Investment Partners

Opportunity 2000

What it takes to be an Entrepreneur

Our first speaker this year was CEO of a small company in the early 80's, and ran a Corporate Venture Fund in Boston, USA.

Roger Maggs thought he had the necessary background to spot potential success.

Five years later, after putting his experience into practice with Celtic House Investment Partners... what's his score sheet?

Biography

Roger Maggs was born in Newport, Gwent, and went to school at Ammanford, Carmarthenshire.

He took a Bachelors in Physics at the University of Wales, and later a Masters at Warwick University Business School.

He worked for many years for Alcan Aluminium Limited, the Canadian metals multinational. Starting in the UK subsidiary, over the years he lived and worked in Brazil, Uruguay, Columbia, the United States, and finally, for eight years, at Alcan's Head Office in Montreal, Canada, where he held three vice-presidencies: Personnel, Metal Marketing, and Mergers and Acquisitions.

He retired from Alcan in 1994 and returned to Britain to set up Celtic House Investment Partners, a venture capital fund sponsored by an old acquaintance, Terry Matthews. Since then Celtic House has made 45 investments in start-up communications enterprises in the UK, Canada, and the USA.

Roger replaces Terry Matthews who was scheduled to address the club on Thursday 27 January.

Newport Business Club's

this issue

- Vincent Kane
- Designs on the future
- Diary Dates
- New Members



Captain's column

Welcome to the new millennium - does it feel any different to you! Refreshed by an extended break I hope that you are settled back into the routine and looking forward to the year ahead. Whatever your line of business one thing is certain, and that is change.

Technology and evolution mean that we are likely to see more change in the next decade than was experienced in the whole of the last century.

To some this may seem daunting, but to people like you this is likely to be an opportunity and I am sure that you will rise to the challenge. Whilst technology may improve and the pace of change will increase, one thing will never change, and that is human relationships. As long as people are involved in the business process there will be a need to interact with other people in every sphere of activity.

The Business Club was started very much with this thought in mind and the need for networking is likely to be even more important in the future. I therefore hope that you will continue to enjoy membership of the club and support its activities and wish you every success in the years that lie ahead.

*Peter Ralph
Chairman, Newport Business Club*

New Member Profile

RDM Factors Wales

RDM Factors Wales is a privately owned factoring organisation uniquely established to service the small and medium sized business community.

RDM Factors Group was established in 1989 and has headquarters in London. The Welsh division, located between Cardiff and Newport was launched in April 1998. They offer an alternative to business banking through a range of financial solutions such as factoring, leasing, credit management, selective debtor insurance, payroll services as well as specialist finance to care home owners and trade finance.



A staff of ten employees currently service a client base of around sixty organisations with particular emphasis on owner manager businesses. Kelvin Thomas, Regional Manager states *"We take pride in the fact that we are the only factoring organisation to have a fully operational client management centre in Wales. As an owner-managed business ourselves, we understand and can empathise with the challenges facing our clients"*. We also asked him why he had decided to join Newport Business Club. He says *"I feel that Cardiff's growth has created a vacuum in other areas and it was high time for Newport and Gwent businesses to stand up and be counted"*. Clearly, we are not alone!

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Vincent Kane

In his presentation to club members in October last year, well-known broadcaster Vincent Kane reminisced about his days at Cardiff University, his part-time job working for a brewery and how he started out in the world of TV and radio by accident.

He spoke about the two politicians whom he had the most difficulty interviewing.

"The most difficult intellectual politician was Enoch Powell. We was a formidable mind. He had the great gift of intelligence, He had phenomenal memory."

He went on to tell of the time he interviewed Margaret Thatcher, saying she was like Miss Marple before the cameras rolled but during her interview she was like steel.

He spoke of his fears for broadcasting in the future. He said the BBC had been a great institution but that it had lost its way in the 1970's. *"It should have concentrated on excellence. It tried to be everything and the money dried up."*

Vincent said he had no doubt that the future belonged to small, independent producers who could make programmes on small budgets.

Broadcasting he added should be about *"stretching the imagination of people"*. He said he regretted the way broadcasting seemed to be going but as for his involvement in radio and TV over 37 years, he had no regrets.

New Look for a New Future

You may or may not have noticed - Networker has had a face-lift!



We are pleased to have launched the new look at this key time, giving us a launch platform for the club into the new millennium.

Andrew Summers, Chief executive of the

Design Council recently suggested that, *'British companies must innovate if they are to survive in the new millennium. Producing good products will no longer be enough. They must be clever, original, well-designed and creatively marketed.'*

Our hope is that members of the club can harness the true value of design into this new era and add real results to their bottom line.

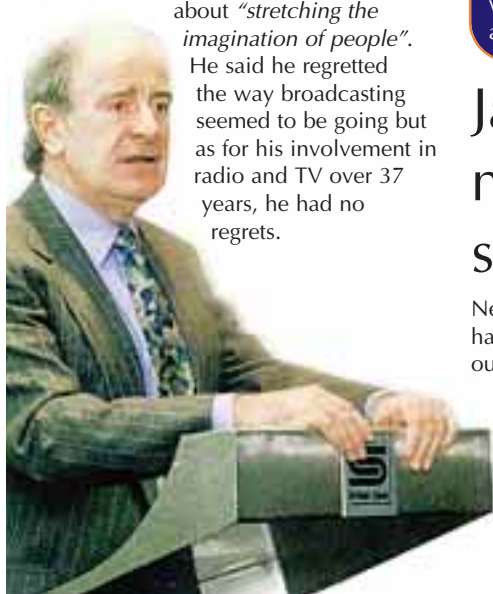
e-networker

an electronic version of this newsletter is available from www.basics.co.uk/networker as a .pdf. To view this file you will need the free Acrobat reader available from www.adobe.com.

January 2000 meeting sponsors

Newport Business Club are pleased to have Deloitte & Touche as sponsors of our first meeting of this new century!

Deloitte & Touche



New Member Profile

Abbey Nationwide Security Systems



In 1995 Abbey Nationwide Security Systems Ltd evolved from what was SR Security Systems.

The company is managed by Steve Roberts who joins the Club in time for this edition of Networker. They bring to the club expertise in intruder alarm systems, CCTV, access control, fire alarms, telecommunications and data systems. Steve says *"we are joining Newport Business Club to strengthen links between ourselves and companies in the local area"*

New Member Profile

Delta Printers & Office Supplies

Established for over ten years, Delta has moved from strength to strength. Since incorporation, the company has seen a rapid growth in turnover and services.

Following a decision to move deeper into the full colour printing market, Delta moved into larger premises in December 1998.

Through a major investment programme the company installed a computer controlled four colour Heidelberg printing press to serve the expanding customer base.

Ever changing technology means that Delta are constantly reviewing, upgrading and installing new equipment ensuring that the company can supply it's clients with the best value for money products to promote their businesses.

Despite the pace of growth, Delta prides itself on a friendly, personal approach with it's clients.

*Delta Colour Printers
- creating image awareness.*



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colour printers

for all Printing & Office Supplies

- Full Colour Printing •
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 - Letterheads •
- Business Forms •
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Delta Printers & Office Supplies Ltd
Unit 13 Kelvedon Street, Newport,
South Wales. NP19 0DW
Telephone: 01633 255400 ~ 222201
Facsimile: 01633 216660
e-mail: deltaprint@callnetuk.com

New Member Profile

basics design

"Standing still is no longer an option. Successful companies build design into their culture and hook this to their competitive drive. They will be the ones to prosper and develop in the new millennium"*

People sense both excitement and uncertainty as we leave the celebrations behind and get stuck into the realities of 21st century life. For many organisations it has been an opportunity to rethink goals and objectives and reconsider how customers and clients perceive their businesses, products and services.

As a team of dedicated professionals basics provide inspired answers to help clients meet the demands of the future. Over the last nine years we have grown to become a leading player in the field of design for marketing, supporting both public and private sector clients.

Recent projects include identities for LPS Consulting and Training, CDC Solutions and Software Paradise. We are involved in press advertising for Staedtler and new magazines for charities Care for the Family and Bees for Development. New media projects in development include a CD Rom for the Welsh Design Advisory Service and web site for Gwent Careers.

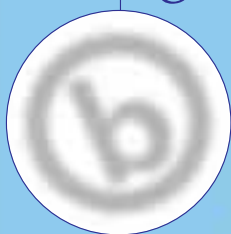
We look forward to getting to know all Newport Business Club's members and are delighted to sponsor the club with design of Networker.

Ian Smith - Creative Director

*Source John Battle MP, Industry Minister, speaking at the 'What's the big idea?' conference, 8th June 1999



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this advertisement is dedicated to Mrs Rachel Young



Join the club!

The Newport Business Club is now one of the most recognised clubs of its type in Gwent and is gaining recognition further afield. Membership is open to businesses of all kinds within the Newport and Gwent region.

Becoming a member of the club could not be more simple.

For membership details contact:
Kevin Dooley,
Newport Business Club,
PO Box 243, Newport NP20 4XL.
01633 43 2824
NBC@newport.ac.uk

Hospitality opportunities

One way of giving your company an added presence at the clubs events is through sponsorship. Hosting a table gives you the means of inviting clients and guests to an evening. Alternatively, you could sponsoring a meeting for only £300. Please contact Patricia Howard on 01633 777 135.

Benefits of sponsoring a meeting

- corporate awareness to SME's in South Wales
- captured business audience
- exhibition stand in main reception area
- feature in 'Networker' the club newsletter
- table with guest speaker
- editorial copy in Business Argus
- PR opportunity of prestigious venue

Dates for the Diary

All meetings will be held at 6:30pm at the Celtic Manor Golf Club, Coldra Woods, Newport NP18 1HQ

Thursday 27th Jan

Speaker: Roger Maggs - President Celtic House Investment Partners

Other events in 2000

(Speakers to be confirmed)

Thursday 27th April

Thursday 20th July

Thursday 26th October

Thursday 7th December

Christmas Party - surprise entertainer

New Recruits

The following companies have recently joined the Newport Business Club.

Steve Roberts

Abbey Nationwide Security Systems Ltd

Riverside Buildings, Tregare Street (near Clarence Place), Newport NP9 7AP
T 01633 214 215

William Fox

Cymru Kitchens

63 Caerleon Road, Newport NP19 7BX
T 01633 676 767
web site www.cymru-kitchens.co.uk
e-mail sales@cymru-kitchens.co.uk

Val Griffiths

Griffiths Signs & Equipment

Unit 43, Albany Street, Newport NP20 5NG
T 01633 855 422
e-mail sales@griffiths-signs.netlineuk.net

Bernard Sefton

Delta Printers & Office Supplies

Unit 13, Klevedon Street, Newport NP19 0DW
T 01633 255 400

Ian Smith

Basics Graphic Design Consultants

The Studio, 1 Caerau Road, Newport NP9 4HL
T 01633 214 418
web site www.basics.co.uk
e-mail enquiries@basics.co.uk

Kelvin Thomas

RDM Factors Wales

Rhymney House, Copse Walk, Cardiff Gate Business Park, Pontprennau Cardiff CF23 8RB
T 029 2054 9549
web site www.rdm.co.uk

Key Contacts



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Kevin Dooley - Membership

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Alan Cunningham - Financial

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Stephen Minns - Meetings

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Trisha Howard - Communications

T 01633 777 135
e-mail sales@gwent-wales.co.uk

Julian Harding - Networker Editorial

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