

# Exhibition round-up

Wrapping up what was on offer at the exhibition stands

## FSB Telecom

Representatives of FSB Telecom were providing members with details of a new deal that promises unlimited UK local and national landline calls – all for less than £15 a month.

In addition, the service provider was promoting a broadband-inclusive deal – exclusively for FSB members – at £29.99 a month.

Sales manager Kevin Ryan reported that – unsurprisingly – there was lots of interest from members in the new deal: 'Businesses are still at a point where they need to save every penny possible, so to know that every UK landline call is free, 24/7, while you are an FSB member, is a major draw.'

[www.fsbtelcom.com](http://www.fsbtelcom.com)



## FSB Finance for Business

Henry Ejdelbaum, managing director of FSB Finance for Business, pulled no punches in his explanation of the current state of affairs regarding business finance.

'You need to have the attributes of a heavyweight boxer,' he explained. 'You need the know-how, the speed, the punching power – and the stamina to get through 15 rounds of punishment!' To illustrate his case, Mr Ejdelbaum cited the case of one recent customer who opened a shop with the help of a £70,000 loan – some 18 months after spotting his business opportunity.

He added: 'ASC will always go the extra mile.'

With unrivalled statistics in the market of getting deals from the offer stage to completion, we want to make sure FSB members get the finance they require.'

[www.asc.co.uk](http://www.asc.co.uk)

## FSB Legal Protection

John Moore, from FSB Legal Protection, reported that the company has had a busy year – despite, or perhaps because of, the economic downturn.

He said: 'While we are not seeing as many

enquiries related to redundancies as last year, we are still seeing lots of interest in debt collection services – as you would expect in times of recession. There are probably as many companies folding as there were a year ago, so late payments (and non-payments) remain a big concern for FSB members.'

FSB Legal Protection offers the following services: criminal prosecution defence; jury service; employment disputes defence; tax protection defence; property disputes pursuit; data protection defence; personal injury pursuit; and statutory licence defence.

[www.fsblegalinfo.org.uk](http://www.fsblegalinfo.org.uk)

## British Gas Business

Conference delegates were being offered a £150 discount on their next electricity bill – if they switch their account to British Gas.

Shaun Quatan, brand manager for the company, was also keen to highlight a new deal specifically for FSB members – 10 per cent off all British Gas Business Care products, which are aimed at giving firms peace of mind over boiler maintenance. The company's HeatSafe product, which costs from £7.50 a month, includes a full annual boiler service, a detailed gas safety record, and a safety inspection for up to three additional appliances.

Brand manager Shaun Quatan explained that there is a legal requirement for firms to service their boilers on an annual basis – something that many business owners are unaware of.

[www.britishgas.co.uk/business](http://www.britishgas.co.uk/business)

## Department of Business

With Lord Mandelson one of the keynote speakers at National Conference, the Department of Business Innovation and Skills (BIS) was present to show its support – and to promote its wide range of services to delegates.

New services provided by the organisation, via Business Link, include the ability to apply for various trade licences and permits online – while its Solvit product is an online network aimed at allowing businesses to trade more easily with firms in other European countries.

[www.bis.gov.uk](http://www.bis.gov.uk)

