



THE BRITISH
CHAMBERS OF
COMMERCE



CHAMBER AWARDS 2005
Regional Winners Press Pack
North West

The crème of North West's businesses recognised by BCC

BCC announce the regional winners of the Chamber Awards 2005 in the North West

3rd October 2005 – The British Chambers of Commerce (BCC) and Microsoft today announce the regional winners of the Chamber Awards 2005 in the North West area. Now in its second year the Chamber Awards was developed to recognise outstanding business achievement within the UK business community.

There are eight different categories of awards Nationally and Accredited Chamber Members were permitted to enter as many as they wished. The award categories and winners for the North West region are detailed below.

Award	Sponsor	Chamber	Winner	Nature of Business
Microsoft Award for Innovation through Technology	Microsoft	St Helens Chamber Ltd	Cybertill Ltd	IT Services (Retail)
Business of the Year	Barclays	Chamber of Commerce East Lancashire	MDA Ltd	Fulfilment and procurement
Most Promising New Business	BT	Liverpool Chamber of Commerce and Industry	Aerogistics Holdings Ltd	Aerospace process integrator
Business Commitment to the Community	BUPA	Greater Manchester Chamber of Commerce	Impact Development Training Group	Training and experimental learning
Award for Skills and Workforce Development	Learning and Skills Council	Liverpool Chamber of Commerce and Industry	Merseytravel	Public Transport Authority executive
Entrepreneur of the Year	The Telegraph Business Club	Liverpool Chamber of Commerce and Industry	Elaine Clarke Baa Bar Ltd	Retail style bar
Export Business of the Year	Travelex	Northern and Western Lancashire Chamber of Commerce	Healthy and Essential Ltd	Health supplement retailer

NB: For more information on each of the different categories and winners please refer to relevant media alert below.

David Frost, Director General of BCC said:

“I am delighted the Chamber Awards provide an opportunity to recognise and celebrate the success of businesses across the country. Those who have got this far are already recognised as outstanding within their own regions and I congratulate them. It will be tough to pick the national winners from such a high calibre of regional winners.”

Each of the regional winners received a certificate and they will all now go through to the national round of judging and the chance to win the top prize of **£25,000**. This prize will be awarded to the company that the judges agree should win the overall title of **Microsoft Award for Outstanding Business Achievement**. Last year this was won by DB Shoes LTD from Rushden, Northamptonshire. The company used database technology to pull itself back from the brink of receivership and enter itself into new and profitable niche markets - even whilst fighting off competition from cheaper overseas competitors!

Natalie Ayres, Microsoft's Senior Director Small and Medium Solutions and Partners Group added;

"The standard of entries received for this year's Chamber Awards has been incredibly high. We have been more than impressed by the commitment, enthusiasm and success of so many British companies. They all deserve recognition and reward for the contributions they make to their industries, to their customers and to the country. We wish all the winners the best of luck in the national judging."

The National Winners of the Chamber Awards 2005 will be announced at a Gala Dinner at the Royal Courts of Justice in London on the 24th November 2005.

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Notes to the editors:

- The British Chambers of Commerce (BCC) is the authentic voice of British businesses.
- The BCC sits at the heart of a powerful nationwide network of Accredited Chambers of Commerce serving business across the UK, which employ over five million people.

About Microsoft

- Founded in 1975, Microsoft (Nasdaq "MSFT") is the worldwide leader in software, services and solutions that help people and businesses realise their full potential.

MEDIA ALERT:

BCC and Microsoft announce the North West regional winner of the Microsoft Award for Innovation through Technology

Cybertill Ltd, a member of St Helens Chamber Ltd, has been announced as the regional winner of the Microsoft Award for Innovation through Technology in the North West for the Chamber Awards 2005. The business (an IT services company operating in the retail sector) won the Microsoft-sponsored award for its innovative ASP based retail service designed for small and medium sized retailers. The product has been so successful that the growth rate for the company stands at 1280% in the first 4 years of business.

Natalie Ayres, Microsoft's Senior Director Small and Medium Solutions and Partners Group said; "We looked for companies that clearly exploited every opportunity that technology could bring to their businesses either to achieve specific goals or to enhance overall business performance. The regional winners are not just a great advertisement for the use of technology but great examples for their industries too. We look forward to announcing the national winner in November."

Cybertill will now go through to the national judging and the chance to win the top prize of £25,000. The National Winners of the Chamber Awards 2005 will be announced at a Gala Dinner at the Royal Courts of Justice in London on the 24th November 2005.

David Frost, Director General of BCC said;

"Businesses can often be intimidated by technology. Learning from those who have benefited from implementing new systems can break down some of the barriers to accessing technology. Companies who have invested and innovated in technology are leading the way for businesses, not only in the UK but across the globe."

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MEDIA ALERT:

BCC and Barclays announce the North West regional winner of the Business of the Year Award

MDA Ltd, a member of the Chamber of Commerce East Lancashire, has been announced as the regional winner of the Business of the Year Award in the North West region for the Chamber Awards 2005. The company (a fulfilment and procurement company) won the Barclays-sponsored award for being so successful and securing such an impressive client list. Since 2001 the company has grown its turnover from £4.7 million to £11.6 million in 2005.

Angela Potter, Head of International Trade & Cash Solutions at Barclays, commented:

"Year in, year out, businesses across the UK achieve phenomenal success and growth. To therefore be selected as a regional winner of the Business of the Year award takes something extra special. Each has demonstrated not only all-round excellence in their field but convinced the judges that they have strategies in place to drive future growth."

MDA will now go through to the national judging and the chance to win the top prize of £25,000, courtesy of Microsoft. The National Winners of the Chamber Awards 2005 will be announced at a Gala Dinner at the Royal Courts of Justice in London on the 24th November 2005.

David Frost, Director General of BCC said:

"The winners of this award are being recognised not just for the success they have achieved but also for their potential. They have impressed the judges with their business excellence."

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MEDIA ALERT:

BCC and BT announce the North West regional winner of the Most Promising New Business Award

Aerogistics Holdings Ltd, a member of Liverpool Chamber of Commerce and Industry, has been announced as the regional winner of the Most Promising New Business Award in the North West for the Chamber Awards 2005. The company (an aerospace process integrator) won the BT-sponsored award for the incredible success the company has had in just 2 years. The company has grown from a one-man consultancy to a group of aerospace companies employing 75 people. Aerogistics is a large contributor to UK manufacturing with a turnover of £3.3 million.

Andrew McGregor, Head of Marketing & Strategy at BT Business, commented;

"We were looking for new companies that clearly have potential for growth and a finely tuned 'nose for success'. In particular, the judges were searching for businesses that demonstrated the greatest vision and commitment in their quest to succeed. The competition was stiff as there were so many exciting new businesses that entered. We wish the regional winners every success in the next round of judging."

Aerogistics will now go through to the national judging and the chance to win the top prize of £25,000, courtesy of Microsoft. The National Winners of the Chamber Awards 2005 will be announced at a Gala Dinner at the Royal Courts of Justice in London on the 24th November 2005.

David Frost, Director General of BCC said;

"Small businesses are the backbone of the UK economy. We need to identify and support businesses which we believe have the capability to go from strength to strength in the years to come. We hope this award will encourage them to continue the progress they have already made."

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MEDIA ALERT:

BCC and BUPA announce the North West regional winner of the Business Commitment to the Community Award

Impact Development Training Group, a member of Greater Manchester Chamber of Commerce, has been announced as the regional winner of the Business Commitment to the Community Award in the North West for the Chamber Awards 2005. The company (a training and experiential learning business) won the BUPA-sponsored award as the company demonstrated that CSR (corporate social responsibility) was a core part of its business. Judges were particularly impressed with its environmental policy, fundraising and recycling projects. The company also sponsors holidays for disadvantaged children.

Steve Flanagan, Commercial Director of BUPA, said:

“We were looking for companies that have developed creative and innovative projects or programmes that have had a positive impact on their local community or environment. Responsible businesses like these tend to have happier staff and customers and, as a result, a healthier bottom-line. We wish the regional winners every success in the next round of judging.”

Impact Development Training Group will now go through to the national judging and the chance to win the top prize of £25,000, courtesy of Microsoft. The National Winners of the Chamber Awards 2005 will be announced at a Gala Dinner at the Royal Courts of Justice in London on the 24th November 2005.

David Frost, Director General of BCC said;

“Small businesses are integral parts of their local communities. Running a business is a demanding profession but many firms still commit to giving something back to the areas in which they are based. This award recognises those who have tried to make a real difference to their local community.”

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MEDIA ALERT:

BCC and LSC announce the North West regional winner of the Award for Skills and Workforce Development

Merseytravel, a member of Liverpool Chamber of Commerce and Industry, has been announced as the regional winner of the Award for Skills and Workforce Development in the North West for the Chamber Awards 2005. The organisation (public transport authority executive) won the LSC-sponsored award for its impressive commitment to workforce development. The organisation goes to great lengths to support staff with learning difficulties (often literacy and numeracy) with a range of different training techniques.

Jaine Clarke, Director for Skills Strategy and Planning at LSC said;

"Having trained, motivated and hard working staff is the best financial investment that a business can make. The judges were looking for companies that have put workforce and skills development at the top of their agenda and are able to demonstrate how both individuals and businesses benefit from this investment. We wish the regional winners the best of luck in the next round of judging."

Merseytravel will now go through to the national judging and the chance to win the top prize of £25,000, courtesy of Microsoft. The National Winners of the Chamber Awards 2005 will be announced at a Gala Dinner at the Royal Courts of Justice in London on the 24th November 2005.

David Frost, Director General of BCC said;

"Access to staff with the right skills remains an ongoing challenge for many businesses. It is encouraging to see companies, such as these regional winners, who have taken responsibility for the development and training of their staff. They have shown the importance of investing in their workforce, and I hope other businesses will follow."

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MEDIA ALERT:

BCC and The Telegraph Business Club announce the North West regional winner of the Entrepreneur of the Year Award

Elaine Clarke of Baa Bar Ltd, a member of Liverpool Chamber of Commerce and Industry, has been announced as the regional winner of the Entrepreneur of the Year Award in the North West for the Chamber Awards 2005. Elaine won the Telegraph Business Club-sponsored award for creating and building her contribution to Northern bar culture. Elaine has opened several successful businesses and since 1992 has grown the Baa Bar business turnover to reach £6.9 million in 2004.

Richard Collins, Head of the Daily Telegraph Business Club said:

“It was so encouraging to see so many ‘new breed’ entrepreneurs rising through the ranks and doing so well, despite challenging economic times. However, we were looking for individuals that really stood out from the crowd and had the vision and determination to take their business to extraordinary heights. We wish the regional winners every success in the national judging.”

Elaine will now go through to the national judging and the chance to win the top prize of £25,000, courtesy of Microsoft. The National Winners of the Chamber Awards 2005 will be announced at a Gala Dinner at the Royal Courts of Justice in London on the 24th November 2005.

David Frost, Director General of BCC said;

“Entrepreneurs lead their businesses with vision and determination - never afraid to seize opportunities for growth and success. This award recognises those inspirational figures that have made an invaluable contribution to their companies over a sustained period of time.”

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MEDIA ALERT:

BCC and Travelex announce the North West regional winner of the Export Business of the Year Award

Healthy and Essential Ltd, a member of Northern and Western Lancashire Chamber of Commerce, has been announced as the regional winner of the Export Business of the Year Award in the North West for the Chamber Awards 2005. The company (a health supplement retailer) won the Travelex-sponsored award for being successful in breaking into the Thai market, when only a handful of companies have been able to gain approval from the Thai Medicines Control Agency.

Tony Wilson Director, Commercial Foreign Exchange EMEA at Travelex, said:

“It takes guts to enter foreign markets but it takes greater skill and determination to make a success of it. We were looking for businesses that had not only gone the extra mile to tailor their products and services to suit overseas buyers, but that had structured their businesses in order to deal with the demand and risks inherent in trading overseas. The regional winners are ‘exemplars’ of this and we wish them every success in the national judging.”

Healthy and Essential will now go through to the national judging and the chance to win the top prize of £25,000, courtesy of Microsoft. The National Winners of Chamber Awards 2005 will be announced at a Gala Dinner at the Royal Courts of Justice in London on the 24th November 2005.

David Frost, Director General of BCC said;

“Doing business abroad not only presents a great opportunity for growth – it also creates a number of challenges for business. The companies who have entered this award show how it can be done and will reap the rewards of expanding their markets and customer base in other countries.”

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