



THE BRITISH  
CHAMBERS OF  
COMMERCE



CHAMBER AWARDS 2005

Regional Winners Press Pack  
**Scotland**

## The crème of Scotland's businesses recognised by BCC

### ***BCC announce the regional winners of the Chamber Awards 2005 in Scotland***

3<sup>rd</sup> October 2005 – The British Chambers of Commerce (BCC) and Microsoft today announce the regional winners of the Chamber Awards 2005 in Scotland. 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 Scotland region are detailed below.

<b>Award</b>	<b>Sponsor</b>	<b>Chamber</b>	<b>Winner</b>	<b>Nature of Business</b>
Microsoft Award for Innovation through Technology	Microsoft	Edinburgh Chamber of Commerce	Heritage Portfolio Ltd	Catering company
Business of the Year	Barclays	Aberdeen and Grampian Chamber of Commerce	Mackie's Ltd	Producer of luxury ice cream
Most Promising New Business	BT	Edinburgh Chamber of Commerce	NAC Comms Ltd	Telecoms and IT company
Business Commitment to the Community	BUPA	Edinburgh Chamber of Commerce	Redeem PLC	Mobile phone and printer cartridge collection and recycling company
Award for Skills and Workforce Development	Learning and Skills Council	Aberdeen and Grampian Chamber of Commerce	Macphie of Glenbervie Ltd	Food manufacturer
Entrepreneur of the Year	The Telegraph Business Club	Aberdeen and Grampian Chamber of Commerce	Mike Bain and Robin Parkinson Escape Business Technologies	IT, telecoms, networking and cabling company

**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 24<sup>th</sup> 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 Scotland's winner of the Microsoft Award for Innovation through Technology**

Heritage Portfolio Ltd, a member of Edinburgh Chamber of Commerce, has been announced as the regional winner of the Microsoft Award for Innovation through Technology in Scotland for the Chamber Awards 2005. The business (a catering company) won the Microsoft-sponsored award for developing a successful secondary business over the internet. Beetroot Blue is a website based sandwich and finger buffet 'drop off' service for the office and boardroom market. The customer friendly site enables users to view products, order and pay online. Overall revenue for the company has increased from £2.6 million in 2002 to £4 million in 2004 and much of this growth has come from Beetroot Blue.

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."

Heritage Portfolio Ltd 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 24<sup>th</sup> 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 Scotland's winner of the Business of the Year Award**

Mackie's Ltd, a member of Aberdeen and Grampian Chamber of Commerce, has been announced as the regional winner of the Business of the Year Award in Scotland for the Chamber Awards 2005. The company (a producer of luxury ice cream) won the Barclays-sponsored award for the success that the company has achieved in a highly competitive market. The company consistently performs as the UK's 'number 1' branded luxury ice cream. The company has increased turnover from £5.9 million in 2002 to £7 million in 2004.

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."

Mackie's Ltd 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 24<sup>th</sup> 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 Scotland's winner of the Most Promising New Business Award**

NAC Comms Ltd, a member of Edinburgh Chamber of Commerce, has been announced as the regional winner of the Most Promising New Business Award in Scotland for the Chamber Awards 2005. The company (a telecoms and IT company) won the BT-sponsored award for the success it has achieved over such a short time period. Turnover in the first year reached £600,000 with a profit margin of 28%. The company has made excellent progress in the private healthcare market and has recently been approached by the NHS as a result of this success. Judges agreed that the company has a very promising future.

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."

NAC Comms Ltd 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 24<sup>th</sup> 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 Scotland's winner of the Business Commitment to the Community Award**

Redeem PLC, a member of Edinburgh Chamber of Commerce has been announced as the regional winner of the Business Commitment to the Community Award in Scotland for the Chamber Awards 2005. The company (a mobile phone and printer cartridge collection and recycling company) won the BUPA-sponsored award for combining a profitable business model with social and environmental responsibility. The company has over 80,000 donors across the UK including over 900 businesses in the local area. After costs 70% of profits go to charity. In 6 years the company has generated £1.5 million for good causes, diverted 5,000 tonnes of waste from landfill, and helped to improve awareness and understanding of environmental best practice and the benefits of recycling.

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."

Redeem PLC, 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 24<sup>th</sup> 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 Scotland's winner of the Award for Skills and Workforce Development**

Macphie of Glenbervie Ltd, a member of Aberdeen and Grampian Chamber of Commerce, has been announced as the regional winner of the Award for Skills and Workforce Development in Scotland for the Chamber Awards 2005. The company (a food manufacturer) won the LSC-sponsored award for its work encouraging young people into the food industry – an industry that is suffering from a lack of skilled and qualified staff. The company has worked with local primary and secondary schools to encourage their interest in the food business. In addition to this the business is 'Investors in People' accredited as well as Scottish Vocational Qualification accredited and as a result has one of the lowest staff turnover rates in the industry.

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."

Macphie of Glenbervie Ltd, 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 24<sup>th</sup> 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 Scotland's regional winner of the Entrepreneur of the Year Award**

Mike Bain and Robin Parkinson of Escape Business Technologies, a member of Aberdeen and Grampian Chamber of Commerce, have been announced as the regional winners of the Entrepreneur of the Year Award in Scotland for the Chamber Awards 2005. Mike and Robin won the Telegraph Business Club-sponsored award for developing a successful IT company which was originally run from their homes when it was founded in 1999. They have grown the business 400% in the last 3 years and they now have 25 staff and over 200 clients. They have also just bought a major competitor without the need for any financial assistance.

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."

Mike and Robin 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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