



THE BRITISH  
CHAMBERS OF  
COMMERCE



CHAMBER AWARDS 2005  
Regional Winners Press Pack  
**Wales**

## The crème of Welsh businesses recognised by BCC

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

3rd October 2005 – The British Chambers of Commerce (BCC) and Microsoft today announce the regional winners of the Chamber Awards 2005 in the Wales. 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 Wales 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                   | ngb2b - Newport and Gwent Chamber of Commerce | Ontracks.co.uk                              | Internet model and hobby retailer   |
| Business of the Year                              | Barclays                    | ngb2b - Newport and Gwent Chamber of Commerce | Ontracks.co.uk                              | Internet model and hobby retailer   |
| Most Promising New Business                       | BT                          | ngb2b - Newport and Gwent Chamber of Commerce | IT3.com Internet Applications Solutions Ltd | Internet technology provider  |
| Business Commitment to the Community              | BUPA                        | ngb2b - Newport and Gwent Chamber of Commerce | British Waterways                           | Responsible for management and care of rivers and canals in Great Britain |
| Entrepreneur of the Year                          | The Telegraph Business Club | ngb2b - Newport and Gwent Chamber of Commerce | Simone Price<br>Simone's Health Clubs Ltd   | Health, leisure and personal training                                     |
| Export Business of the Year                       | Travelex                    | ngb2b - Newport and Gwent Chamber of Commerce | Industrial Automation & Control Ltd         | Electrical system engineer  |

**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 the Welsh regional winner of the Microsoft Award for Innovation through Technology**

Ontracks.co.uk, a member of ngb2b - Newport and Gwent Chamber of Commerce, has been announced as the regional winner of the Microsoft Award for Innovation through Technology in Wales for the Chamber Awards 2005. The business (an internet model and hobby retailer) won the Microsoft-sponsored award for its excellent use of technology in developing and driving the business, and in particular for its web interface. Much of the company's success is down to the bespoke software it uses to reduce administration in the back office order processing area and its use of modern 'shopping basket' internet technology.

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."

Ontracks.co.uk 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 the Welsh regional winner of the Business of the Year Award**

Ontracks.co.uk, a member of ngb2b - Newport and Gwent Chamber of Commerce, has been announced as the regional winner of the Business of the Year Award in Wales for the Chamber Awards 2005. The company (an internet model and hobby retailer) won the Barclays-sponsored award for its knowledge of the market and competition and its clear strategy on how to go to market. The company has grown 35% in the last 2 years and has very clear future strategies to remain successful.

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."

Ontracks.co.uk 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 the Welsh regional winner of the Most Promising New Business Award**

IT3.com Internet Applications Solutions Ltd, a member of ngb2b - Newport and Gwent Chamber of Commerce, has been announced as the regional winner of the Most Promising New Business Award in Wales for the Chamber Awards 2005. The company (an internet technology provider) won the BT-sponsored award for because it was deemed to be an extremely well focused and motivated start-up business. The judges thought that the company had a promising future and particularly commented on the innovative attitudes displayed by the company.

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."

IT3.com Internet Application Solutions 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 the Welsh regional winner of the Business Commitment to the Community Award**

British Waterways, a member of ngb2b - Newport and Gwent Chamber of Commerce, has been announced as the regional winner of the Business Commitment to the Community Award in Wales for the Chamber Awards 2005. The organisation (responsible for management and care of rivers and canals in Great Britain) won the BUPA-sponsored award for the work that it has done on creating a sense of ownership of the waterway amongst families, school children, and the general public.

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."

British Waterways 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 The Telegraph Business Club announce the Welsh regional winner of the Entrepreneur of the Year Award**

Simone Price of Simone's Health Clubs Ltd, a member of ngb2b - Newport and Gwent Chamber of Commerce, Enterprise and Industry, has been announced as the regional winner of the Entrepreneur of the Year Award in Wales for the Chamber Awards 2005. Simone won the Telegraph Business Club-sponsored award for due to her determination and drive and for the entrepreneurial ethos that she displayed. In a year Simone has grown her business turnover from £138,429 in 2003 to £262,243 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."

Simone 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 Welsh regional winner of the Export Business of the Year Award**

Industrial Automation & Control Ltd, a member of ngb2b - Newport and Gwent Chamber of Commerce, has been announced as the regional winner of the Export Business of the Year Award in Wales for the Chamber Awards 2005. The company (an electrical system integrator) won the Travelex-sponsored award for having a solid record of achievement and for being well structured to succeed in the future.

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.”

Industrial Automation & Control 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 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;

“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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