



THE BRITISH
CHAMBERS OF
COMMERCE



CHAMBER AWARDS 2006
Regional Winners Press Pack
Scotland

The crème of Scotland businesses recognised by British Chambers of Commerce

BCC announce the regional winners of the Chamber Awards 2006 in Scotland

17th October 2006 – The British Chambers of Commerce (BCC) and Microsoft today announce the regional winners of the Chamber Awards 2006 in Scotland. Now in its third year the Chamber Awards was developed to recognise outstanding business achievement within the UK business community.

There are seven different categories of awards nationally and Accredited Chamber members were permitted to enter as many as they wished. The award categories and winners in Scotland are detailed below.

Award	Sponsor	Chamber	Winner	Nature of Business
Microsoft Award for Innovation Through Technology	Microsoft	Lanarkshire Chamber of Commerce	Clyde Valley Drilling Ltd	Drilling company
Business of the Year	Composite Legal Expenses	Glasgow Chamber	The Comedy Unit Ltd	Production Company
Most Promising New Business	BT	Ayrshire Chamber of Commerce	EDpaX Ltd	Education Software company
Business Commitment to the Community	Westfield Heath	Aberdeen & Grampian Chamber of Commerce	Macphie of Glenbervie	Food ingredients manufacturer
Award for Skills and Workforce Development	The Telegraph Business Club	Aberdeen & Grampian Chamber of Commerce	Macphie of Glenbervie	Food ingredients manufacturer
Entrepreneur of the Year	Yorkshire Bank	Aberdeen and Grampian Chamber of Commerce	Alison Smith Active Payroll	Payroll management and workforce accounting
Exporter of the Year	UK Trade & Investment	Aberdeen and Grampian Chamber of Commerce	The Craig Group	A global shipping and energy firm

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

Peter Mileham, President of the 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 Award for Outstanding Business Achievement courtesy of Microsoft. Last year this was won by Anthony Alan Foods Ltd from Barnsley Chamber of Commerce, South Yorkshire, which has the UK licence to manufacture cakes under the Weightwatchers brand. Using innovative and ground breaking technology, the company was able to produce a range of products that became instant market leaders and have remained so ever since. This is despite fierce competition from existing incumbents in the market, all of whom are household names.

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 2006 will be announced at a Gala Dinner at the Old Royal Naval College in Greenwich, London on the 23rd November 2006.

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For further information or requests for interviews please contact;

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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 Scottish winner of the Microsoft Award for Innovation through Technology

Clyde Valley Drilling Ltd, a member of Lanarkshire Chamber of Commerce, has been announced as the regional winner of the Microsoft Award for Innovation through Technology in Scotland in the Chamber Awards 2006. The business (drilling company) won the Microsoft-sponsored award for developing an entirely new IT system that has revolutionised their business. As well as stream-lining its business processes the company has seen a big increase in its sales too. This has been due to its ability to produce more accurate quotes and transparent cost information all made possible by its improved IT system. In addition the company implemented a web based customer satisfaction tool. The judges were particularly impressed by the company's impressive increase in turnover and net profit.

Natalie Ayres, Microsoft's Senior Director Small and Medium Solutions and Partners Group said;
"In an ever more competitive market, businesses are on the hunt for anything that can give that all important competitive edge. The most innovative are looking closely at their technology investment to identify not just where they can streamline their business processes but how they might enhance or create products and services. We are proud to celebrate the best of these ideas."

Clyde Valley Drilling Ltd will now go through to national judging and the chance to win the top prize of £25,000. The National Winners of the Chamber Awards 2006 will be announced at a Gala Dinner at the Old Royal Naval College in Greenwich, London on the 23rd November 2006.

Peter Mileham, President of the BCC, said;

"Technology now touches all businesses. It is often the difference between success and failure. Clyde Valley Drilling Ltd has made its technology investment work. They have looked closely at how their businesses could be made better, not just more efficient, with technology."

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MEDIA ALERT:

BCC and Composite Legal Expenses announce the Scottish winner of the Business of the Year Award

The Comedy Unit Ltd, a member of the Glasgow Chamber of Commerce, has been announced as the regional winner of the Business of the Year Award in Scotland in the Chamber Awards 2006. The company (a production company) won the Composite Legal Expenses-sponsored award for making such a great success of their business with plenty more scope for growth, including major opportunities with Channel 4. The judges felt that the company is making a real difference to the comedy sector.

John Mullin, Managing Director, Composite Legal Expenses, commented;

“This award is reserved for the very best businesses across the country. Congratulations to The Comedy Unit Ltd you join a very small and elite band of businesses that exemplify this pinnacle of achievement. In all areas of your business you illustrate a level of skill for all business people to learn from.”

The Comedy Unit Ltd will now go through to national judging and the chance to win the top prize of £25,000, courtesy of Microsoft. The National Winners of the Chamber Awards 2006 will be announced at a Gala Dinner at the Old Royal Naval College in Greenwich, London on the 23rd November 2006.

Peter Mileham, President of the BCC, said;

“The Comedy Unit Ltd is a business that really stands out from the crowd. The competition was fierce. Making it to the short list is tough and winning is reserved for only the very best. Congratulations.”

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MEDIA ALERT:

BCC and BT announce the Scottish winner of the Most Promising New Business Award

EDpaX Ltd, a member of Ayrshire Chamber of Commerce, has been announced as the regional winner of the Most Promising New Business Award in Scotland in the Chamber Awards 2006. The company (an education software business) won the BT-sponsored award for its groundbreaking software that has enabled teachers in primary and special education sectors to deliver the curriculum using the interactive whiteboard.

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

"Starting a new business is daunting enough, but to take it successfully through its first few years needs courage, talent and tenacity. BT is delighted to recognise this success and applauds those entrepreneurs for their determination and achievement."

EDpaX Ltd will now go through to national judging and the chance to win the top prize of £25,000, courtesy of Microsoft. The National Winners of the Chamber Awards 2006 will be announced at a Gala Dinner at the Old Royal Naval College in Greenwich, London on the 23rd November 2006.

Peter Mileham, President of the BCC, said;

"Success in business is always the result of very hard work on the part of the founders. So many businesses fail to make it past their first let alone their third year. EDpaX Ltd is an inspiration to all of us in business. "

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MEDIA ALERT:

BCC and Westfield Health announce the Scottish winner of the Business Commitment to the Community Award

Macphie of Glenbervie, a member of Aberdeen & Grampian Chamber of Commerce, has been announced as the regional winner of the Business Commitment to the Community Award in Scotland in the Chamber Awards 2006. The company (a food ingredients manufacturer) won the Westfield Health-sponsored award for dedicated and measured CSR plan. This year the company embarked on the support, security and safety community programme which has meant involvement in many local community projects. Employees have been willing to participate even when resources have been stretched. The judges were very impressed with their level of commitment and felt that the company was a good exemplar to other businesses.

Jill Davies, Executive Director, Sales and Marketing, Westfield Health said;

“For many businesses the contribution they make to their community stops at the payment of taxes or salaries to employees. The winner of this award sees its role in much broader terms. It shows us that seeking to improve the communities in which you operate is not just a moral obligation but a business opportunity too.”

Macphie of Glenbervie will now go through to national judging and the chance to win the top prize of £25,000, courtesy of Microsoft. The National Winners of the Chamber Awards 2006 will be announced at a Gala Dinner at the Old Royal Naval College in Greenwich, London on the 23rd November 2006.

Peter Mileham, President of the BCC said;

“Business has always been the economic backbone of our society but now many of us want to go much further than this. The winner of this award shows us how you can combine your business objectives with a desire to positively impact your local community.”

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MEDIA ALERT:

BCC and the Telegraph Business Club announce the Scottish winner of the Award for Skills and Workforce Development

Macphie of Glenbervie, a member of the Aberdeen & Grampian Chamber of Commerce, has been announced as the regional winner of the Award for Skills and Workforce Development in Scotland in the Chamber Awards 2006. The organisation (a food ingredients manufacturer) won the Telegraph Business Club-sponsored award for placing workforce development at the heart of its strategic objectives and for promoting learning in the widest possible sense. The judges felt that their staff have given the company a competitive edge and that this has been one of the main reasons why Macphie, a smaller family firm, has been able to compete against multinational conglomerates.

"Every week the Business Club page in the Daily Telegraph reveals the 'Secrets of Success' of an exceptionally talented entrepreneur," says David Sumner Smith, programme director of the Telegraph Business Club. "And in the vast majority of cases that 'secret' relates directly to the performance of their staff team. The winner of this award provides another strong reminder of the positive impact on business performance resulting from investment in the development of your workforce's skills."

Macphie of Glenbervie will now go through to national judging and the chance to win the top prize of £25,000, courtesy of Microsoft. The National Winners of the Chamber Awards 2006 will be announced at a Gala Dinner at the Old Royal Naval College in Greenwich, London on the 23rd November 2006.

Peter Mileham, President of the BCC said,

"The BCC has long been an advocate of the importance of investing in the skills development of your workforce. A strategic skills and workforce development programme will be one of the most effective investments any business can make. The winner of this award sets a standard we should aspire to."

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MEDIA ALERT:

BCC and Yorkshire Bank announce the Scottish winner of the Entrepreneur of the Year Award

Alison Smith (Activepayroll) a member of Aberdeen and Grampian Chamber of Commerce has been announced as the regional winner of the Entrepreneur of the Year Award in Scotland in the Chamber Awards 2006. Alison (owner of the payroll management and workforce accounting company) won the Yorkshire Bank sponsored award for her dedication to her very successful payroll management and workforce accounting services company. The business provides their services to over 700 organisations throughout the UK and beyond. Developed from small beginnings, it is now an international player and a leader in its field in the UK. As a mother with two small children, Alison successfully juggles her family life with business, to be at the heart of her home and of her company; a role model for her staff and other women in the business community.

Brian Colquhoun, Head of Integrated Financial Solutions, Yorkshire Bank said

“Just as they say there is a novel in us all, everyone thinks they can spot a business opportunity and create a successful company. This is not true. Entrepreneurs are rare. This award recognises the achievements of the best.”

Alison will now go through to national judging and the chance to win the top prize of £25,000, courtesy of Microsoft. The National Winners of the Chamber Awards 2006 will be announced at a Gala Dinner at the Old Royal Naval College in Greenwich, London on the 23rd November 2006.

Peter Mileham, President of the BCC said,

“Entrepreneurs are the pioneers of the modern age. They take risks. They spot opportunities when most of us see barriers. The finalists of this award are members of an all too small elite club in this country.”

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MEDIA ALERT:

BCC and UK Trade & Investment announce the Scottish winner of the Exporter of the Year Award

The Craig Group, a member of Aberdeen & Grampian Chamber of Commerce, has been announced as the regional winner of the Exporter of the Year Award in Scotland in the Chamber Awards 2006. The organisation (a global shipping and energy services firm) won the UK Trade & Investment sponsored award for making the most of its' niche experience gained in the North Sea to over 15 overseas locations providing a range of services to the oil and gas industry world-wide. Their export sales currently sit at 40% but are expected to reach 58% by 2007. The judges felt that the company is very likely to realise its vision of becoming a global leader in all of its core activities.

Andrew Cahn, Chief Executive of UK Trade & Investment commented:

"I am delighted that UK Trade & Investment is sponsoring this award, and congratulate The Craig Group on becoming regional winner for the Yorkshire and Humber region. Exporters like the Craig Group make a crucial contribution to the economy and it is good to see them receiving recognition for this. I wish them all the best in the national competition.

The Craig Group will now go through to national judging and the chance to win the top prize of £25,000, courtesy of Microsoft. The National Winners of Chamber Awards 2006 will be announced at a Gala Dinner at the Old Royal Naval College in Greenwich, London on the 23rd November 2006.

Peter Mileham, President of the BCC said,

"Making a success of your business in your local community or the UK is tough enough – extending that into international markets takes courage and skill. Congratulations to The Craig Group. Export markets are all too often an untapped business opportunity. You have shown what can be achieved."

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Note to the editor:

UK Trade & Investment is the lead government organisation that provides support for UK companies looking to develop international business. It also provides support for overseas companies wishing to invest in the UK. UK Trade & Investment has a wide range of services, backed-up by a network of trade advisors around the UK and worldwide who can provide market intelligence, advice on regulations, sales leads, and financial and practical support.

