



THE BRITISH  
CHAMBERS OF  
COMMERCE



CHAMBER AWARDS 2006  
Regional Winners Press Pack  
**Wales**

## The crème of the Welsh businesses recognised by British Chambers of Commerce

### ***BCC announces the regional winners of the Chamber Awards 2006 in Wales***

17th October 2006 – The British Chambers of Commerce (BCC) and Microsoft today announce the regional winners of the Chamber Awards 2006 in Wales. 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 for Wales 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	Newport and Gwent Chamber of Commerce	IT3.com	Search engine optimisation and content management
Business of the Year	Composite Legal Expenses	Newport and Gwent Chamber of Commerce	Dudleys	Building and interiors construction
Most Promising New Business	BT	Cardiff Chamber of Commerce	Communications Direct Ltd	Independent mobile phone retailer
Business Commitment to the Community	Westfield Heath	Newport and Gwent Chamber of Commerce	Budget Vets	Veterinary surgery
Award for Skills and Workforce Development	The Telegraph Business Club	Newport and Gwent Chamber of Commerce	Simone's Health Clubs	Small chain of health clubs
Entrepreneur of the Year	Yorkshire Bank	Cardiff Chamber of Commerce	James Norvill GD Environmental Services	Waste management and disposal organisation
Exporter of the Year	UK Trade & Investment	Newport and Gwent Chamber of Commerce	Industrial Automation and Control Ltd	Electrical Systems integrator

**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.

**ENDS**

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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 winner of the Microsoft Award for Innovation through Technology**

IT3.com, a member of the 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 2006. The business (specialising in search engine optimisation and content management) won the Microsoft-sponsored award because the judges were impressed with their home grown product called 'SEO site builder' and how this has been used to set the company apart from its competitors. The judges also liked their strategic alliances which have also increased the profitability of the company.

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."

IT3.com 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. IT3.com has made its technology investment work. They have looked closely at how their businesses could be made better, not just more efficient, with technology."

**ENDS**

## **MEDIA ALERT:**

### **BCC and Composite Legal Expenses announce the Welsh winner of the Business of the Year Award**

Dudleys, a member of the 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 2006. The company (a construction and interiors builder) won the Composite Legal Expenses-sponsored award because it has been a steadfast employer in the Newport area for over 85 years. The 3<sup>rd</sup> generation family business has contributed to the city by giving generously to local good causes and sponsorships. The business has been transformed from a small shop-fitting outfit to a multi-million pound provider of construction, shop-fitting and architectural solutions. The judges were also very impressed by the management of the company and how they continually look at the changes and needs of the market.

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

“This award is reserved for the very best businesses across the country. Congratulations to Dudleys 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.”

Dudleys 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;

“Dudleys 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.”

**ENDS**

## **MEDIA ALERT:**

### **BCC and BT announce the Welsh winner of the Most Promising New Business Award**

Communications Direct Ltd, a member of Cardiff Chamber of Commerce, has been announced as the regional winner of the Most Promising New Business Award in Wales for the Chamber Awards 2006. The company (an independent mobile phone retailer) won the BT-sponsored award because despite operating in a fiercely competitive market the company is one of the largest independent mobile phone retailers in Europe. The judges were also very impressed with their commitment to the environment, energy saving, customers and employees. They believed that the company had good potential to expand year on year.

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.”

Communications Direct 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. Red Eagle is an inspiration to all of us in business.”

**ENDS**

## **MEDIA ALERT:**

### **BCC and Westfield Health announce the Welsh winner of the Business Commitment to the Community Award**

Budget Vets, a member of the Newport and Gwent Chamber of Commerce, has been announced as the regional winner of the Business Commitment to the Community Award in the Wales for the Chamber Awards 2006. The company (veterinary surgery) won the Westfield Health-sponsored award because the organisation is committed to providing veterinary services to members of the public on low incomes. Their growth has been phenomenal across Wales and still has lots of potential for future growth. People often leave donations after paying their bill as they felt the service to be so essential and reasonably priced. The company has also secured several accounts from charities that enables them to help to care for more animals each year.

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.”

Budget Vets 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.”

**ENDS**

## **MEDIA ALERT:**

### **BCC and the Telegraph Business Club announce the Welsh winner of the Award for Skills and Workforce Development**

Simone's Health Clubs, a member of the Newport and Gwent Chamber of Commerce, has been announced as the regional winner of the Award for Skills and Workforce Development in Wales for the Chamber Awards 2006. The organisation (an independent chain of health clubs) won the Telegraph Business Club-sponsored award because Simone's Health Clubs have always valued the benefit of having a highly skilled workforce and have implemented 'Investors in People'. As the company's training manager Simone was awarded the Lifetime Achievement Award by R.E.P.S in 2004 for guiding not only her own team but for mentoring others, demonstrating best practice in the industry and raising the standard through continued professional development and abiding by a code of practice.

"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."

Simone's Health Clubs 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."

**ENDS**

## **MEDIA ALERT:**

### **BCC and Yorkshire Bank announce the Welsh regional winner of the Entrepreneur of the Year Award**

James Norville of GD Environmental Services (a waste management company), a member of the Cardiff Chamber of Commerce, has been announced as the regional winner of the Entrepreneur of the Year Award in Wales for the Chamber Awards 2006. James won the Yorkshire Bank sponsored award because over the last 3 years he has transformed the company from a small operation into a business capable of tendering contracts across the UK in a very competitive market. The judges also commented on James' excellent attitude, the good growth potential of the business and the quality of the service he provides in such an important sector.

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."

James 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."

**ENDS**

## **MEDIA ALERT:**

### **BCC and UK Trade & Investment announce the Welsh winner of the Exporter of the Year Award**

Industrial Automation and Control Ltd, a member of the Newport and Gwent Chamber of Commerce & Industry, has been announced as the regional winner of the Exporter of the Year Award in the Wales for the Chamber Awards 2006. The organisation (an electrical systems integrator) won the UK Trade & Investment sponsored because the business has shown excellent growth through both direct and indirect export sales. This has given them penetration into several markets including a strong presence in South Africa where they have a wholly owned subsidiary. The company's turnover has doubled in the last five years and the judges believed the company has the potential for strong future growth.

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

"I am delighted that UK Trade & Investment is sponsoring this award, and congratulate Industrial Automation and Control Ltd plc on becoming regional winner for Wales. Exporters like Industrial Automation and Control Ltd 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.

Industrial Automation and Control 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 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 Industrial Automation and Control Ltd. Export markets are all too often an untapped business opportunity. You have shown what can be achieved."

**ENDS**

#### **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.