

Date confirmed for the 2006 Chamber Awards

The Chamber of Commerce Herefordshire and Worcestershire is pleased to announce the fifth annual Chamber Awards ceremony has been set for **Thursday, June 8 2006**. The categories for this year's Chamber Awards are as follows:

Award for Skills Development
Business Commitment in the Community

Business of the Year
Sponsored by Business Link West Mercia

Employee of the Year – New Award
Entrepreneur of the Year

Best New Exporter of the Year
Sponsored by UK Trade and Investment

Innovation Through Technology
Sponsored by Central Technology Belt

Most Promising New Business

Be a sponsor and reap the benefits

If you are looking to enhance your business's brand/corporate image, build a better relationship with your local community or just looking to differentiate your business from its competitors then sponsorship of the Chamber Awards 2006 will meet these objectives.

This year there are many different sponsorship packages available, from sponsoring the pre-dinner drinks, to an award category or being a main sponsor of this prestigious event.

The cost for sponsorship packages start from just £350+VAT, so if your business is interested please call Val Talbot on 01562 822877 for more information.

Ticket sales set to soar

Tickets and table booking are now on sale. Single and multiple bookings are all welcome.

Chamber Member prices
Tickets £85.00+VAT Tables £800.00+VAT

Non Member prices
Tickets £90.00+VAT Tables £850.00+VAT

All businesses entering the awards will receive a 10 percent discount on ticket and table prices.

Cancellations must be received in writing before the 28 April 2006. After this date no refunds will be made.



Mike Morgan, managing director of MilSys (UK) Ltd

We were delighted when we found out we had won the award for Skills and Workforce Development at the 2005 Chamber Awards. The award has been an incredible boost to the moral of the workforce.

We already had buy-in from our staff with regards to our Workforce Development Programme before the award, however since winning the staff are really motivated and are striving to excel even further. The award has also helped us to put in place a number of new development initiatives that will help to deliver a healthier bottom line. We are now even more firmly development driven and we recognize that in order to develop and grow the business we also have to develop and grow the workforce.



Michael Whitefoot, managing director of Whitefoot-Forward

Winning the Entrepreneur of the Year award was a complete honour and surprise. It's wonderful to be recognised in such a positive way, and a tribute to my excellent staff. To receive this award from such a prestigious organisation is a milestone achievement.

Discover Mercedes-Benz.



We would like to invite you to Mercedes-Benz of Worcester. We have just received the prestigious Retailer of the Year award from Mercedes-Benz, and are your local authorised retailer for sales, service, parts and accessories.

We have a range of competitive finance packages that will help make your dream Mercedes-Benz become an affordable reality. Our corporate team are always happy to provide various options to assist you in finding the best way for you to drive a new Mercedes-Benz. We can also advise you on the vast range of optional extras available, allowing you to design your own unique specification. All this comes with the complete peace of mind of being a Mercedes-Benz customer, with full service, parts, accessories and after sales support, as well as 35 years free roadside assistance.

We've shown you just 3 models here. Visit Mercedes-Benz of Worcester or call Roger Hunt on 0870 442 8258 to discover over 100 further models in our current range and arrange a test drive in a new Mercedes-Benz. We look forward to welcoming you.

Drayton Group

Mercedes-Benz of Worcester

Hindlip Lane, Blackpole, Worcester WR3 8SB

Call Roger Hunt on 0870 442 8258

www.mercedes-benzofworcester.co.uk

Mercedes-Benz



Corporate Sales



Mercedes-Benz

Whitefoot-Forward becomes Chamber Patron

Award-winning Whitefoot-Forward Ltd is delighted to join the Patron Scheme of the Chamber of Commerce Herefordshire and Worcestershire, marking its close involvement with dozens of regional firms as a pioneer and leader in the business storage sector.

Founded in 2001 by IT and records management specialist Michael Whitefoot, Whitefoot-Forward helps organisations of all kinds to save money, time and space by collecting, indexing, storing, retrieving and managing their important corporate documentation more effectively. Using a computerised indexing system to precision-store and manage clients' information at its secure storage facilities in Hartlebury and Shenstone, near Kidderminster Whitefoot-Forward provides the complete document storage solution.

In 2004, Whitefoot-Forward launched 'Pick n Pack' the complete storage, stock management and despatch service covering corporate literature, point of sale boards, product brochures and price lists for key businesses throughout the country, including the UK's largest manufacturer of timber products. Product despatch has recently been added to the service.

In 2005 large-scale crated storage was added to its existing records management and pick, pack & despatch operations. Ideal for household removals, business furniture and other bulky items these 250 cu. ft. timber crates bring removal companies, businesses and householders one step closer to winning the space race. Additional innovations pioneered by Whitefoot-Forward include ArchiveLive, a unique on-line records tracking and ordering system that is now being marketed to businesses nationwide and across the US.

On becoming a Chamber Patron, MD of Whitefoot-



From top left to top right, Taryn, Jill, Shane, Mark, Phil, Colin, James and Gil and in the foreground without a fleece is Michael Whitefoot, MD of Whitefoot-Forward

Forward, Michael Whitefoot said: "The Patron scheme gives us a great opportunity to be part of an exclusive business network. It will help us to develop our profile and gain access to the chamber network's influence and knowledge, and we will be proud to help promote the chamber to other companies."

With a refreshing approach to customer care and 'outside-the-box' ideas Whitefoot-Forward has

gone from strength to strength with the strongest possible service reputation across the two Counties. In 2003 the company won the Chamber of Commerce Herefordshire and Worcestershire 'Best Start-Up Business Award', whilst in 2004 the company was a Finalist in the chamber's 'Best Service Company' category. More recently Michael Whitefoot won the chamber's 'Entrepreneur of the Year' in 2005.

Midlands technology improving quality of life for children with cerebral palsy

The University of Worcester is undertaking 3D research into a revolutionary saddle-shaped wheelchair, which is benefiting children with physical disabilities such as cerebral palsy.

The University of Worcester's Motion Analysis Research and Rehabilitation Centre (MARRC) was invited to work with 17-year-old Saorla o'Fatharta, who has cerebral palsy and has benefited enormously from the new chair.

The prototype, was created by Kay Coombes, the director of Malvern based charity ARCOS, which helps children and adults with complex communication and/or swallowing problems who require specialist long-term treatment.

The chair, which is provided to children through a lending service, is designed to help prevent curvature of the spine and hip dislocation. It offers

support and posture to facilitate better movement, and allows easier breathing, feeding, drinking and communication. This contrasts to the more commonly used moulded seated wheelchair, which is used to 'fix' children in a static position, and in-turn restricts the user's movement.

The national charity has 200 wheelchairs, and is now hoping to greatly increase its production and refine its design with backing from the West Midlands Manufacturing Advisory Service and MARRC.

MARRC's motion analysis technology captured the physical data needed as evidence of the chair's benefits, in a bid to persuade manufacturers to back the design concept.

"Our motion capture cameras have created a precise 3D pressure map of the chair, with a fully rotational skeletal image, that physically highlights every aspect

of the chair's operation," said John Hall, Business and Project Development Manager at MARRC.

"The charity now has a full 3-dimensional CD report of evidence on every aspect of the chair. We've also measured the effect of spasms which will generate invaluable data for the manufacturing design phase." The information collated by this motion capture technology is the first stage in investigating why the chair is so effective. This data will be used to further improve the saddle seat position and create several versions of the chair, to cater for babies with disabilities who are unable to sit up unaided, through to a larger size for adults. For further information on ARCOS and its services, contact the charity on 0845 1228697. Further details on MARRC can be obtained at www.marrc.com

Malvern Instruments strengthens links with academia in China

Dr Ren Xu who is applications and technical support manager for Malvern Instruments in the Asian region, has been appointed concurrent professor at the East China University of Science and Technology in Shanghai. This is one of China's leading universities and has a renowned particle technology center.

The appointment ceremony, which took place in October, was attended by more than 200 people, including the vice president and senior officials from the university. As part of the ceremony Prof. Xu gave a seminar on 'Nanoparticle property and characterization, current status and future'.

Ren Xu, joined Malvern Instruments in 2004 and is a widely respected specialist in the field of particle technology. He is the author of numerous publications and patents, and a serving member of ISO and ASTM standards committees. Ren Xu's appointment as concurrent professor will allow researchers and students access to his extensive academic and commercial experience, and will further strengthen Malvern's links with world class academic research.

For more information about Malvern Instruments please visit www.malvern.co.uk

For details about The East China University of Science and Technology visit: www.eust.edu.cn

Integratech partner SAP to deliver 21st century business

Integratech, Worcester's fastest growing IT services company, are proud to have been selected by international software giant SAP to be one of just a handful of partners for the delivery of their market leading small business package, SAP Business One.

SAP are the world's leading provider of business software solutions, renowned for their enterprise solutions which power some of the world's biggest companies, such as BMW and Cadbury as well as prestigious local companies such as Bosch Worcester Heat Systems.

Now, through SAP Business One, Integratech can offer business owners a single system that automates their critical operations, including sales, finance, purchasing, inventory, and manufacturing and offers an accurate, up-to-the-minute picture of their business.

What's more, SAP Business One is priced to suit the budgets of even very small businesses.

Integratech's MD, Greg Catherwood explained "With SAP Business One added to our existing expertise in networks, phone systems and accounting software, we can deliver our clients a truly 21st century end-to-end business solution, whatever their size or industry."

For more information about how Integratech can help lead your business into the 21st century, please call 0870 366 1366.



From left, Sir John Harman, Chairman of the Environment Agency, presented Simon Smith, Health, Safety and Training Officer at Arrow Distributors and Mike Barnes, Managing Director at Arrow Distributors, with their Green Apple award. Arrow Distributors, in Worcester, attended the Green Apple Awards ceremony, at The House of Commons, hosted by Secretary of State for Health Patricia Hewett who commended some of the greenest companies, councils and communities in the UK. Arrow scooped the title of National Bronze Winner for Environmental Best Practice in the Building and Construction Waste Management category. Mike Barnes said: "Receiving an award that holds such reverence in the environmental arena is a proud moment for Arrow and is evidence of the extra steps we take to over deliver on environmental targets."

Ian Smith, pictured, and Doug Robshaw, recently represented Rabjohns Business and Tax Advisers at the Kreston International World Conference in Shanghai. More than 120 delegates attended the event which included fact finding tours around the city.



From left to right: Karl Burrows, UK Trade & Investment, Carmen Rocha, British Embassy Mexico City, Stuart Morgan, Genvolt and Faye Purser, UK Trade & Investment/Business Link West Mercia. Just some of the delegates who attended the recent trade mission to Mexico. Full story page 4.

Send your
people
pictures to
newdirection@
hwchamber.co.uk



From left to right Steve Trotman, operations director and Peter Dines, managing director of Surgicraft Ltd being presented with their Medilink West Midlands award by Helen Foxley, international business advisor of UK Trade & Investment. See the full story on page 4.



Growth in store for local firm. Left to right: Michael Whitefoot, managing director, Whitefoot-Forward with Christine Jones, chief executive, Chamber of Commerce Herefordshire and Worcestershire and Business Link West Mercia open Whitefoot-Forward's new warehouse facility on the Cursley Distribution Park.



At an evening with a difference 75 local professionals attended a "Pig Roast" in the Lloyds TSB office at The Cross in Worcester. Organised by the recently expanded Business banking team and a brief presentation by Richard King the Senior Business Manager gave details of the new structure which commits more business managers in the area, with direct contact, local support and a real desire to develop more business. Richard said, "I believe there is a very positive message LloydsTSB Business has to offer the business community and we are well equipped to deliver excellence of support, service and response" The only one disappointed to be there was the pig!!! Pictured from left to right, Nick Sandy, accountant, Richard King, senior business manager LloydsTSB, Martin Thomas, solicitor at Hallmarks, and Andy Cole, Lloyds TSB.