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## **Black Country manufacturer seals international business award**

A specialist Black Country manufacturer is proving that 'Business is Good for Britain' by more than doubling its export levels in three years.

Concept Steels, which employs 20 people at its Wolverhampton factory, has been named as the West Midlands' Achievement in International Business (sponsored by DHL Express) winner by the Chamber Awards 2012 and is now setting its sights on winning the national title and a possible £25,000 cash prize.

The company impressed judges with the way it has diversified from supplying hard to find exotic materials to offering supply chain solutions and manufacturing precision components for customers in the oil, gas, petrochemical and subsea industries.

At the centre of its success has been a desire to target new markets with 52% of its sales now heading overseas to Scandinavia, the Eurozone and increasingly the Middle East.

The firm has invested significantly in its marketing material and the skills of its staff, with its dedicated sales team fluent in 16 languages.

President of the British Chambers of Commerce Martyn Pellew said: "There has never been a more important time for businesses to showcase the amazing work they are doing on a day-to-day basis.

"The Chamber Awards is a perfect platform for them to do just that and receive the recognition and profile they deserve for helping move the economy forward and create employment, often in local areas."

The British Chambers of Commerce (BCC) Chamber Awards 2012 is committed to finding the best businesses in Britain through a series of regional heats followed by a National Final, due to be held at London's Guildhall on November 29th.

Now in its 9th year, the competition is one of the showcase events for the 'Business is Good for Britain' campaign that highlights the role of business as a positive force for the UK recovery and the success of local communities and individuals.

Concept Steels, which is a member of Black Country Chamber of Commerce, is one of eight regional winners in the West Midlands, who will now go forward and

compete for the national titles in their respective categories. All will have a chance to win 'Outstanding Business Achievement' and a £25,000 cash prize courtesy of the RBS Group.

Other successful companies in the region include:

- Alumet Systems (Sustainability)
- Busy Bees Benefits (Marketing Campaign of the Year)
- Contact Group (Excellence in Innovation)
- Soul Tree Wines (Most Promising New Business)
- Jaguar Land Rover (Commitment to People Development)
- Smith and Morris (Excellence in Customer Service Award and Business of the Year)
- Viezu's Paul Busby (Entrepreneur of the Year)

Martyn concluded: "A record number of firms have taken part this year, all determined to prove that 'Business is Good for Britain!'"

The Chamber Awards 2012 is supported by the RBS Group, BT Business, Dell, DHL Express, Westfield Health and Acua Limited.

For further information or to book your place at the National Awards Final, visit **[www.chamberawards.co.uk](http://www.chamberawards.co.uk)**

**ENDS**

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#### **Notes to Editors**

The British Chambers of Commerce (BCC) is the national voice of local business.

The BCC sits at the heart of a powerful nationwide network of Accredited Chambers of Commerce, serving over **100,000 businesses** across the UK, which **employ over five million people**.

For more information visit: **[www.britishchambers.org.uk](http://www.britishchambers.org.uk)**