

16 May 2011

Beardow Adams encourages local small businesses with sponsorship of MK Chamber of Commerce Award

Local adhesive manufacturer Beardow Adams is once again sponsoring one of the 2011 Milton Keynes and North Bucks Chamber of Commerce Business Excellence Awards.

The Bradville based company is sponsoring the Business of the Year Award for companies with sales under £1m.

Bob Adams, Chairman and Managing Director of Beardow Adams, says “As a successful business which started in Milton Keynes over 30 years ago, we know how much encouragement winning an award gives to the owners of a company, their staff, customers and suppliers, when an independent panel recognises the effort they have put in to making their business better and more successful.

“Every business needs encouragement and a pat on the back for doing well – and for a small business, winning the Business of the Year Award gives them the opportunity to show publicly how well they are doing.

“And for those business owners who think ‘I don’t stand a chance’ or ‘it’s not worth it’ let me say that, firstly, you should never assume other companies are automatically better than you and, secondly, it’s amazing what you can learn from entering.

... more/2 ...



Ref Bob Adams - BUZ6754 - CMYK.jpg

Bob Adams, Chairman
and Managing Director,
Beardow Adams

For a high-res copy, please
contact Peter Mann at Buzz
Associates –
T 01767 651115
E peter@buzzassociates.co.uk

Beardow Adams encourages local small businesses with Award sponsorship – 2

“Three of the four questions you are required to answer will make you think about your business in some detail – just the very thing that is too easily put to one side under the of day-to-day pressure of running a business.

“I have always found it very worthwhile to spend time thinking about the fundamentals of growing our business and discussing them with colleagues – not always the obvious things, such as investment in new plant and equipment, but our approach to staff development and customer service, the way our business has developed and our strategy for continued future success.

“It’s by *having* to think about these issues – of course in running a business there are many others – that we have grown, largely organically.

“Our strategy for success is based on looking for and perusing opportunities in existing and new markets, both in different product sectors and geographically. Because of the wide variety of materials hot melt adhesives have the potential to bond – including paper, board, wood, plastics, rubber and metal – and the equally wide variety of manufacturing conditions they have to perform under – for example, labelling bottles and cans at 70,000 containers an hour – we have to develop hot melts that meet customers’ very specific requirements as well as ensuring that we have the manufacturing capacity and, vitally, continuity of raw material supply to fulfil the business we win,” he says.

In addition to increasing its sales by £15m over the last three years, Beardow Adams has the enviable record of winning six Milton Keynes Chamber of Commerce awards to date, including awards for innovation, international trade and business of the year. The company has also won four Queen’s Awards for Enterprise.

... more/3 ...

Beardow Adams encourages local small businesses with Award sponsorship – 3

The Chamber's Business Excellence Awards shine a spotlight on local businesses. Each award represents the excellence of individual companies as they rise to the opportunities, risks and challenges of running a successful business and signal confidence to all in the community.

"I wish all entrants success in both this award and in their future business growth," says Mr Adams.

The announcement of the winners will take place at the Chamber's Business Excellence Awards Dinner on Thursday, 20th October at Doubletree by Hilton, Stadium Way, Milton Keynes.

Beardow Adams is among the top five hot melt manufacturers in Europe – its plant in Blundells Road is the largest such factory in Europe. It employs 90 people, has 12 production lines and a capacity to make 45,000 tonnes of hot melt adhesive per year. In the last year alone, the company has invested £450,000 in new production facilities.

Throughout its history, Beardow Adams has regularly invested in Milton Keynes in people, factory space and new plant and equipment to build a highly successful business, which includes a subsidiary in Spain. Much of the investment in research and development resources and manufacturing capacity has been three to four years in advance of results.

The company sells its adhesives to some 2,000 companies in over 50 major industrialised countries, where its hot melts have widespread use in packaging and in the automotive, electronics, print finishing, furniture manufacture and domestic appliance industries.

— Ends/552 words + background information:: Buzz ref 224/1 —

EDITOR – Further information from

Nick Beardow

Sales and Marketing Director, Beardow Adams at the address below.

Phone 01908 574000. **E-mail** n.beardow@beardowadams.com

Release issued by

Peter Mann at Buzz Associates on **01767 651115** or e-mail **peter@buzzassociates.co.uk**