

Danwood's confidence impresses First Minister at new HQ opening



OPEN FOR BUSINESS: The First Minister congratulates Danwood MD, Dan Cameron as they open new Livingston HQ

Company is bucking the trend across the industry

THE FIRST MINISTER of Scotland, Rt Hon Alex Salmond MP MSP officially opened Danwood Scotland's new headquarters operation in Livingston's Shairps Business Park.

The company, Scotland's largest independent supplier of document management solutions and office printing equipment, has taken a 5,000 sq ft head office suite and 5,000 sq ft distribution centre from which it expects to increase its headcount in Scotland by up to 50 by 2012.

First Minister Alex Salmond said: "This impressive new development demonstrates Danwood's confidence in the Scottish economy and the area's highly skilled workforce. The company plan to double their business in

the next three years which will see a very significant increase in the numbers employed not only in Livingston but in Edinburgh, East Kilbride, Inverness and Aberdeen."

Despite current economic conditions, Danwood Scotland is bucking the trend across the office equipment industry with turnover up considerably on 2008 figures. Danwood Scotland's managing director, Dan Cameron said that even through the recession, additional investment in customer support locally is money well spent. "Over the last 12 months we have increased our spend in support functions in Scotland by 20% and in return we have achieved an increase in sales revenue of 26%, a total revenue growth of 25% and critically, an increase in our bottom line. While our competitors are cutting costs by centralising their core support functions out-with Scotland, next year we have budgeted a further 27% spend on support locally in Scotland."

Danwood Scotland's new HQ includes a large equipment demonstration suite, call centre, sales and administration support and a distribution centre which includes service, delivery, storage and recycling facilities – all supported by a team of dedicated account managers.

Helping firms in tackling the final hidden costs

RESEARCH shows that the majority of Scottish firms do not have an accurate view of their cost to print. In fact, printer expenditure is largely reviewed on an individual or functional basis, usage is uncontrolled, and costs consequently escalate, unchecked.

According to Nick Harris, manager of independent print consultancy, Insatsu Chosa®, "Companies often spend up to 3% of revenues on document production annually. This can amount to a considerable hidden cost."

Insatsu Chosa® which, through the combination of on-site audit, one-to-one interviews and analysis investigates the most cost-effective means to manage documents within a business. It provides total 'cost visibility' and a process to realise genuine savings. To find out more visit www.insatsuchosa.com

**Source: Gartner*

Supporting kids this Christmas

DANWOOD Scotland is supporting the West Lothian Voluntary Action Christmas Toy Appeal which is being run in conjunction with Livingston-based charity, River Kids.

River Kids is appealing for toys, books and games to suit children from birth to the age of 16, in West Lothian who, for one reason or another, may not otherwise get a gift this Christmas.

Danwood's Helen Brown said: "The staff were so touched by the appeal, they were keen to help. We've collected loads of toys and have offered to wrap and deliver them too."

The charity needs to find some 5,000 gifts – new or used – between now and 18th December to fulfill local needs. Call River Kids on 01506 602520 to find out more.

Danwood joins Top Track

AS THE fifth annual HSBC Top Track 250 league table is published in The Sunday Times, Danwood has been celebrating its first time ranking at 241st. The league table, written by Fast Track, looks at the UK's biggest mid-market privately owned companies, and ranks them based on latest sales figures.

Dan Cameron, managing director of Danwood in Scotland said: "This position puts Danwood and the strength of our business into context within the business community as a whole, not just compared against those companies that operate within their market. With another set of strong results for the financial year ending 2009 expected soon, we hope to be moving further up the rankings in 2010."

Together the 250 companies listed generate a turnover of £68 billion (approx 5% of UK GDP) and employ over 520,000 people.

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WARM WELCOME: From left, Colin Daniels, chairman of Danwood; Ursula Burns, worldwide CEO of Xerox; Alan Chamley, MD, Xerox UK & Ireland; Graham Reeve, MD of business development & strategy, Danwood.

Danwood gets the "X Factor"

FOLLOWING the signing of a unique agreement with Xerox, Danwood was pleased to welcome its Worldwide CEO, Ursula Burns to see its operations.

Ms Burns, recently named the 14th most powerful female in the business world by Forbes, flew in from the States to meet with Danwood's senior management team.

Xerox has agreed that Danwood becomes its first partner anywhere in the world to sell and service the entire Xerox product range, testament to the technical and service capabilities offered by Danwood.

Colin Daniels, founder and Chairman

of Danwood stated: "We are delighted to have not only her support but that of her European and UK board. We believe the combination of Danwood's consultative approach, 38 year history and knowledge, combined with Xerox's unique technology, will offer both organisations and our mutual customers' outstanding opportunities in the months and years to come."

Danwood is the UK's number one provider of leading brands such as Hewlett Packard, Sharp, Samsung, Konica Minolta and Panasonic and with the addition of the Xerox portfolio it has stated its aim to double the size of its business to some £400m by 2013.