

Embargo: Not for publication before 12 noon, on Wednesday 25<sup>th</sup> November 2009

## DANWOOD SCOTLAND

### **Danwood Scotland opens its new headquarters in Livingston**

#### **with an official visit from The First Minister of Scotland**

*Wednesday 25<sup>th</sup> November 2009* - Danwood Scotland, Scotland's largest independent supplier of document management solutions and office printing equipment, has opened its new headquarters operation in Livingston's Shairps Business Park today.

The company was pleased to welcome the First Minister of Scotland, Rt Hon Alex Salmond MP MSP to officially open its 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, not only in Livingston but in Edinburgh, East Kilbride, Inverness and Aberdeen.

First Minister Alex Salmond said:

"Danwood's decision to open its new headquarters in Livingston secures more than 100 jobs in West Lothian and is a welcome investment to the local economy.

"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.

"I am delighted that Danwood has chosen to open its headquarters here at Shairps Business Park and I wish the company every success in the future."

Commenting on the new premises, managing director of Danwood Scotland, Dan Cameron said:

"We see this location as the key to our future business growth. With many of our competitors centralising their businesses in the South, Danwood Scotland has chosen to remain close to its Scottish customer base. Our growth will be based on achieving our two key objectives: firstly

improving our customers' bottom line and secondly, helping them address the environmental challenges of their businesses head on. This can be best achieved by having the skill-set and resource based in Scotland."

Despite current economic conditions, Danwood Scotland is bucking the trend across the office equipment industry with turnover up 125% on 2008 figures. Dan Cameron expects future growth to be achieved through product independence and across all markets – private and public sector – because of Danwood Scotland's unique ability to provide its customers with the right solution, irrespective of brand.

Danwood Scotland's operation 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 supporting a team of dedicated account managers.

**ENDS**

**Notes to Editors:**

You are invited to send a reporter and/or photographer to the visit. Media opportunities with the First Minister will be available.

Location: Danwood Scotland, Rannoch House, 17 Shairps Business Park, Houston Road, Livingston, EH54 5FD

11.45am - Media arrive

12.00pm - First Minister arrives and tours distribution centre.

12.40pm - Photo opportunity: First Minister delivers speech and unveils plaque

**Note to Picture Editors:**

Colour photography of events will be available from Lacuna Communications after 2.30pm on Wednesday 25<sup>th</sup> November 2009.

**For further information, please contact:**

Wilma Littlejohn  
Lacuna Communications  
07799 382456  
[wilma@lacunacoms.co.uk](mailto:wilma@lacunacoms.co.uk)

Judy Groom  
Danwood Scotland  
07837 205214  
[judy.groom@danwood.co.uk](mailto:judy.groom@danwood.co.uk)

## About Danwood

- Danwood Scotland is part of the Lincoln-based Danwood Group, now Europe's largest independent document management solutions supplier with an annual turnover in excess of £190 million, over 1,300 staff nationwide, including 300 engineers maintaining 74,000 machines in the field.
- In May 2008, private equity firm Englefield Capital took a 30% stake in the Danwood Group to assist with further UK acquisitions and European expansion.
- As the Group has been a public services Buying Solutions supplier for over 10 years, the Scottish business was pleased to be chosen as a preferred supplier of office equipment by Procurement Scotland in June 2009.
- In July 2009, Danwood signed an exclusive contract with Xerox enabling it to sell and service the entire Xerox product portfolio to its customer in the UK.
- In October 2009 Danwood was featured in the 2009 Sunday Times HSBC Top Track 250 league table of Britain's biggest mid-market private companies entering the table for the first time ranked 241.
- For further information visit [www.danwood.co.uk](http://www.danwood.co.uk).