

**IN STRICT CONFIDENCE  
UNTIL 21 APRIL 2013**



**THE QUEEN'S AWARDS FOR ENTERPRISE 2013**

# **Press book**

- ▶ **INTERNATIONAL TRADE**
- ▶ **INNOVATION**
- ▶ **SUSTAINABLE DEVELOPMENT**
- ▶ **ENTERPRISE PROMOTION**

**NOT FOR PUBLICATION OR BROADCAST BEFORE 00.01 HOURS BST ON SUNDAY 21 APRIL 2013. PLEASE ENSURE THAT THERE IS NO PUBLICITY BEFORE THIS DEADLINE. RECIPIENTS OF THIS SUPPLEMENT SHOULD APPROACH ONLY THE HEAD OR NOMINATED CONTACT OF ANY BUSINESS AWARD WINNER FOR INFORMATION ABOUT THEIR ACHIEVEMENTS. INITIAL CONTACTS WITH OTHERS IN THE ORGANISATION MUST BE AVOIDED, AS THEY WILL NOT BE PRIVY TO THE EMBARGOED MATERIAL.**

**NOT FOR PUBLICATION OR BROADCAST BEFORE 00.01 HOURS BST ON SUNDAY 21 APRIL 2013.**  
PLEASE ENSURE THAT THERE IS NO PUBLICITY BEFORE THIS DEADLINE. RECIPIENTS OF THIS SUPPLEMENT SHOULD APPROACH ONLY THE HEAD OR NOMINATED CONTACT OF ANY BUSINESS AWARD WINNER FOR INFORMATION ABOUT THEIR ACHIEVEMENTS. INITIAL CONTACTS WITH OTHERS IN THE ORGANISATION MUST BE AVOIDED, AS THEY WILL NOT BE PRIVY TO THE EMBARGOED MATERIAL.

**The Queen's Awards to Enterprise** are the UK's most prestigious business awards, given only to companies or individuals who are outstanding in their field. Previously known as the Queen's Awards to Industry, the first awards were given in 1966.

This year there is a total of 152 business winners: 116 for International Trade, 27 for Innovation, and 9 for Sustainable Development.

**International trade:** Winners have demonstrated their business has achieved substantial growth in overseas earnings and in commercial success (for their business size and sector) through either: outstanding achievement over 3 years; or continuous achievement over 6 years.

**Innovation:** Winners have demonstrated their business has substantially improved in areas of performance and commercial success by either: outstanding innovation, continued over at least 2 years; or continuous innovation and development over at least 5 years.

Innovation achievements are assessed for: invention, design or production; performance of services and products; marketing and distribution; or after-sales support of goods or services.

**Sustainable development:** Winners in this category demonstrate commercially successful products, services and approaches to management which have major benefits for the environment, society and the wider economy either by: outstanding advance over at least 2 years; or continuous achievement over 5 years.

Sustainable development achievements are assessed for: invention, design, production, performance, marketing, distribution, after sales support of goods or services; or management of resources or people, and relationships with other organisations (or their representatives).

Businesses can enter more than one award category as long as they meet the criteria

**The Queen's Award for Enterprise Promotion** recognises people who have played an outstanding role in promoting the growth of business enterprise and/or entrepreneurial skills and attitudes in others, for example by giving up their time to help potential entrepreneurs in education or in starting a business. There are 8 recipients this year.

The Queen's Awards Office accepts no responsibility for the accuracy of the details contained herein. The summaries have been approved by the respective winners and are provided merely as a guide to assist the media.

"Employees" refers to the number of staff in the UK. Some organisations also have employees overseas.



## WINNERS & RECIPIENTS REGION/CATEGORY

Please click on the relevant link for further information.

<b>East</b>	<b>Number of Winners</b>	<b>Page</b>
International Trade	19	5
Innovation	3	12
<b>East Midlands</b>		
International Trade	2	13
<b>London</b>		
International Trade	22	14
Innovation	2	22
Sustainable Development	1	23
The Queen's Award for Enterprise Promotion	2	24
<b>North East</b>		
International Trade	3	25
Innovation	1	26
Sustainable Development	1	27
<b>Northern Ireland</b>		
International Trade	1	28
Sustainable Development	1	29
<b>North West</b>		
International Trade	11	30
The Queen's Award for Enterprise Promotion	1	34
<b>Lifetime Achievement</b>		
The Queen's Award for Enterprise Promotion	1	35
<b>Scotland</b>		
International Trade	10	36
Innovation	1	40
Sustainable Development	2	41
<b>South East</b>		
International Trade	14	42
Innovation	5	47
Sustainable Development	1	49
The Queen's Award for Enterprise Promotion	3	50



## WINNERS & RECIPIENTS REGION/CATEGORY

Please click on the relevant link for further information.

<b>South West</b>	<b>Number of Winners</b>	<b>Page</b>
International Trade	12	51
Innovation	10	55
Sustainable Development	2	59
<b>Wales</b>		
International Trade	5	60
Innovation	2	62
<b>West Midlands</b>		
International Trade	7	63
<b>Yorkshire</b>		
International Trade	10	66
Innovation	3	70
Sustainable Development	1	71
The Queen's Award for Enterprise Promotion	1	72



## Astro Lighting Ltd

Unit G2 River Way  
Harlow  
Essex  
CM20 2DP

**Website:** [www.astrolighting.co.uk](http://www.astrolighting.co.uk)  
**Employees:** 34  
**Immediate Parent:** N/A  
**Managing Director:** Mr John Fearon  
**Contact for press enquiries:** Belinda Robinson  
**Tel:** 01428 714546  
**Email:** [belinda@esprit.com](mailto:belinda@esprit.com)

Formed in 1997, Astro Lighting Ltd designs and produces bathroom, hotel, interior and exterior lighting. This first time Queen's Award winner specialises in high end contemporary lighting for four and five star hotels with exports having grown 88% over the last three years. Astro Lighting Ltd has a worldwide reach with Europe its strongest market but has more recently opened markets in the Far East and Canada. Astro Lighting Ltd has established a network of distributors to cover supply and marketing in each territory and make good use of web-based technology to support sales as well as attendance at trade shows and conferences to promote the brand. Products have been effectively tailored to meet the demands of markets and EU Directives investing in additional LED technology when required.

## BlueGnome Ltd

C P C  
4 Capital Park  
Fulbourn  
Cambridge  
CB21 5XE

**Website:** [www.cambridgebluegnome.com](http://www.cambridgebluegnome.com)  
**Employees:** 37  
**Immediate Parent:** N/A  
**CEO:** Dr Nick Haan  
**Contact for press enquiries:** Sally Cartwright  
**Tel:** 01223 885900  
**Email:** [sally.cartwright@cambridgebluegnome.com](mailto:sally.cartwright@cambridgebluegnome.com)

Established in 2001, BlueGnome Ltd has become a leading provider of genetic solutions for the screening of chromosomal abnormalities in cytogenetics and IVF. A current holder of a Queen's Award in International Trade, the company has increased its overseas sales by 220% over the last three years, primarily selling to the USA and Australia, with new business currently being established in China, Hong Kong and Thailand. The company has supported its business growth by opening strategically located regional offices, establishing a US subsidiary company, BlueGnome Inc, to service the North American market and a Singapore office for Australia and the Far East where all employees are Mandarin speakers. The company operates at the leading edge of a highly technical niche market and is looking to continue to sell its solutions into many more markets.

## Charterhouse PM Ltd

Colonial House  
87 Great North Road  
Hatfield  
Hertfordshire  
AL9 5DA

**Website:** [www.charterhouseproduction.com](http://www.charterhouseproduction.com)  
**Employees:** 211  
**Immediate Parent:** N/A  
**CEO:** Mr Gary Mahoney  
**Contact for press enquiries:** Mr Gary Mahoney  
**Tel:** 01707 262222  
**Email:** [gary.mahoney@charterhouse.tv](mailto:gary.mahoney@charterhouse.tv)

Charterhouse PM Ltd was established in 1970 and is a marketing services production company that specialises in managing printed and digital communications. A first time Queen's Award winner, the company has increased overseas sales by 103% over the last three years. The company has a clear vision to become Europe's leading marketing production partner and its focus on international sales since 2009 has led to new business throughout Europe and Scandinavia, which now represents 42% of its total sales turnover. Its three strategic aims of growth across Europe, diversification and embedding marketing teams with their customers have each contributed to a doubling of overseas turnover and the company now operates from 18 locations outside the UK.



## CRFS Ltd

Building 7200  
Beach Drive  
Waterbeach  
Cambridge  
CB25 9TL

**Website:** [www.crfs.com](http://www.crfs.com)  
**Employees:** 17  
**Immediate Parent:** N/A  
**CEO:** Dr Alistair Massarella  
**Contact for press enquiries:** Gill Beard  
**Tel:** 01223 815615  
**Email:** [gbeard@crfs.com](mailto:gbeard@crfs.com)

Based in Cambridge, CRFS Ltd was established in 2007 and manufactures and supplies advanced spectrum-monitoring systems for commercial, government and military applications. The company's comprehensive research approach identified a niche opportunity in the US and, through a graduated approach of direct selling, local agents and finally establishing a wholly owned subsidiary, this market now accounts for 77% of sales. CRFS Ltd also established a sales infrastructure using commission agents in Europe and Asia Pacific, opening nine new markets in the process, the Netherlands being the most successful to date. Exports as a percentage of all sales tripled to 93% by 2012, helped by the success of the US market, and overseas sales growth was 137% in the last year.

## Easypack Limited

Unit 1  
Whittle Way  
Arlington Business Park  
Stevenage  
Hertfordshire  
SG1 2BD

**Website:** [www.easypack.net](http://www.easypack.net)  
**Employees:** 35  
**Immediate Parent:** N/A  
**Managing Director:** Mr Mark Kempster  
**Contact for press enquiries:** Mr Mark Kempster  
**Tel:** 0845 8380168  
**Email:** [mark@easypack.net](mailto:mark@easypack.net)

Established in 2002, and a current holder of a Queen's Award in International Trade, Easypack Ltd has continued to develop and strengthen its overseas trading performance. Specialising in high performance paper cushion packaging systems, the company has established a robust exporting strategy based on thorough market research which takes account of local needs and provides first class technical and sales support. Uniquely, the paper used in converting machines is from sustainable sources and is 100% recyclable and biodegradable. The company has invested in web-based technology and staff training to ensure a one-company ethos regardless of location. The company currently exports to 18 countries with Germany and France being their largest markets. The company exports 76% of its output and achieved overseas earnings growth of 40% over the last three years.

## Global Inkjet Systems Limited

The Jeffreys Building  
St John's Innovation Park  
Cowley Road  
Cambridge  
CB4 0DS

**Website:** [www.globalinkjetsystems.com](http://www.globalinkjetsystems.com)  
**Employees:** 18  
**Immediate Parent:** N/A  
**Managing Director:** Mr Nicholas Geddes  
**Contact for press enquiries:** Debbie Thorp,  
Business Development Director  
**Tel:** 01223 733733  
**Email:** [debbie.thorp@globalinkjetsystems.com](mailto:debbie.thorp@globalinkjetsystems.com)

Established in 2006, Global Inkjet Systems Limited is based in Cambridge and produces high performance variable data RIP software, electronics and drivers for industrial inkjet print heads. The company has established strategic relationships with inkjet print head manufacturers in Japan, USA and Europe. Traditionally strong in Europe with sales in Spain, Switzerland, Germany and the Netherlands, its mixed approach, combining direct sales supported by web-based technology, trade shows and conferences and market visits by technical staff, has enabled the company to extend its business into the USA, China and Japan. Ongoing investment in sales infrastructure, manufacturing and research and development facilities is providing a firm base for growth, with repeat orders representing around 90% of sales. Exports accounted for 89% of sales and overseas sales growth was 132% in 2012.



## Inca Digital Printers Ltd

515 Coldhams Lane  
Cambridge  
CB1 3JS

**Website:** [www.incadigital.com](http://www.incadigital.com)  
**Employees:** 179  
**Immediate Parent:** Dainippon Screen Mfg. Co. Ltd – Japan  
**CEO:** Dr John Mills  
**Contact for press enquiries:** Mrs Arianne Winter  
**Tel:** 01223 577883  
**Email:** [arianne.winter@incadigital.com](mailto:arianne.winter@incadigital.com)

Inca Digital Printers Ltd was established in 2000 and is a subsidiary company of Dainippon Screen Mfg Co Ltd of Japan. The company designs and manufactures industrial digital flatbed inkjet printers and has increased its overseas sales by 83.3% over the last three years. The company has a healthy spread of business worldwide, with 23% market share in the USA, 22% share in Europe, 14% in Latin America and 11% in Asia-Pacific. It established a Chicago support team for its US business and European business is supported by the recruitment of German, French and Spanish speaking staff. The company aims to derive 25% of its machine sales from new markets by 2017 and to use this new business to drive the next decade of growth.

## Mettler-Toledo Safeline X-ray Ltd

Greenfield  
Royston Business Park  
Royston  
Hertfordshire  
SG8 5HN

**Website:** [www.mt.com/safeline-xray](http://www.mt.com/safeline-xray)  
**Employees:** 88  
**Immediate Parent:** Mettler Toledo International Inc – Switzerland  
**Managing Director:** Mr Kristian Laskey  
**Contact for press enquiries:** Michelle Barnes  
**Tel:** 01763 257900  
**Email:** [michelle.barnes@mt.com](mailto:michelle.barnes@mt.com)

Mettler-Toledo Safeline X-ray Ltd designs, manufactures and sells x-ray systems to the food and pharmaceutical industries. Formed in 2000, the company is part of Mettler-Toledo Group and a first time winner of a Queen's Award for International Trade. Export sales have grown by 266% over the last six years and it now has 30% market share, regularly exporting over 90% of its sales. New distributors have been appointed in Egypt, Romania and South Africa over the last three years. The company has also acquired complimentary businesses to expand its market share in x-ray machines, as well as undertaking widespread use of web-based technology to support its brand.

## Omex Agrifluids Limited

Saddlebow Road  
Saddlebow  
King's Lynn  
Norfolk  
PE34 3JA

**Website:** [www.omex.co.uk](http://www.omex.co.uk)  
**Employees:** 21  
**Immediate Parent:** N/A  
**Export Director:** Mr Peter Prentis  
**Contact for press enquiries:** Mr Peter Prentis  
**Tel:** 01553 817500  
**Email:** [peterp@omex.com](mailto:peterp@omex.com)

Part of the Omex Group, Omex Agrifluids develops, manufactures and exports specialist plant nutrients and crop health products to the important agricultural and horticultural markets worldwide. Omex exports to 65 countries and new markets, including Peru, Mexico, Brazil and China, have been established in the last three years. The company shows impressive and consistent growth figures with exports now accounting for 86% of total sales. This first time Queen's Award winner has a thorough knowledge of its markets, with a key focus on markets where growers of perishable fruits and vegetables require nutritional technology and expertise to meet international quality standards. The company is committed to establishing a broad network of distributors and, where necessary, a local Omex office to handle importation, along with investing in manufacturing and R&D in the UK.



## PCME Ltd

Clearview Building  
60 Edison Road  
St Ives  
Cambridgeshire  
PE27 3GH

**Website:** [www.pcme.com](http://www.pcme.com)  
**Employees:** 45  
**Immediate Parent:** N/A  
**Managing Director:** Mr William Averdieck  
**Contact for press enquiries:** Mr William Averdieck  
**Tel:** 01480 468200  
**Email:** [williams@pcme.co.uk](mailto:williams@pcme.co.uk)

PCME started trading in 1990 and provides instrumentation for monitoring emissions from industrial processes. A worldwide exporter, PCME is an innovator with high levels of market share. Using a comprehensive approach, PCME continues to capitalise on its innovative base. A Queen's Award winner in Innovation in 2007, the company has stayed close to innovation and this has paid off with steady and recently impressive growth, with exports in particular having grown by 160% over the last three years. PCME currently exports to 40 countries working through distributors which they value highly. Formalised partnerships/JVs and trade shows are also utilised to keep and extend markets. Emissions directives are driving demand and PCME seeks to exploit opportunities across the globe to further business development.

## Pipeshield International Ltd

4 Quay View Business Park  
Barnards Way  
Lowestoft  
Suffolk  
NR32 2HD

**Website:** [www.pipeshield.com](http://www.pipeshield.com)  
**Employees:** 15  
**Immediate Parent:** N/A  
**Managing Director:** Mr Steven Howlett  
**Contact for press enquiries:** Alison Taylor  
**Tel:** 01502 560900 or 01502 576734  
**Email:** [alison.taylor@pipeshield.com](mailto:alison.taylor@pipeshield.com)

Established in 1999, Pipeshield International Ltd designs and manufactures subsea protection and stabilisation systems for the oil, gas and renewables industries. A second time Queen's Award winner, the company has increased its overseas sales by 56% over the last three years. The company's international strategy is to develop markets through strategic manufacturing arrangements utilising local resources and expertise. It manufactures at two UK sites with a third on the way and has a permanent facility in Johor, Malaysia to supply South East Asia. It operates temporary 'project manufacturing sites' in Stavanger in Norway, Cuxhaven in Germany, Baku in Azerbaijan, Mesaieed in Qatar and in Albania, Australia, Brunei, Singapore and South Africa. The company's main export markets are Australia, The Far East, South Africa and Europe.

## Plant Parts Ltd

Crockatt Road  
Hadleigh  
Ipswich  
Suffolk  
IP7 6RD

**Website:** [www.plantparts.eu](http://www.plantparts.eu)  
**Employees:** 15  
**Immediate Parent:** N/A  
**Director:** Mr Robert Finch  
**Contact for press enquiries:** Mr Robert Finch  
**Tel:** 01473 827145  
**Email:** [robertf@plant-parts.com](mailto:robertf@plant-parts.com)

Plant Parts Ltd, established in 1996, manufactures and supplies spare parts for construction machinery, predominantly drive gearboxes and parts for Komatsu machines. A current holder of a Queen's Award in International Trade, the company has increased its overseas sales by 76% over the last three years. The company has changed its export strategy in the last 12 months to concentrate on building existing partnerships and to actively recruit new selling partners for its own Final Drive Centre (FDC) brand of excavator final drives. Its main export markets are Scandinavia, USA, Ireland, France and the Baltic States, together representing 72% of export sales. In the last three years the company has responded to competitors selling inferior, low cost products by offering customer warranties and support services that are beyond their competitors' capabilities.



## RealVNC Limited

Betjeman House  
104 Hills Road  
Cambridge  
CB2 1LQ

**Website:** [www.realvnc.com](http://www.realvnc.com)  
**Employees:** 69  
**Immediate Parent:** VNC Group Limited  
**CEO:** Dr Andy Harter  
**Contact for press enquiries:** Ms Chloe Phillips  
**Tel:** 01223 310423  
**Email:** [chloe.phillips@realvnc.com](mailto:chloe.phillips@realvnc.com)

Established in 2002, Cambridge-based RealVNC Limited develops software to provide remote access for computers and mobile devices. It has pioneered a successful formula developing both free and commercial versions of its VNC software, building a diverse, international customer base and maintaining a reputation for quality and innovation. VNC is an official part of the internet, alongside web and email, and is on more kinds of computer than any other application. A 2011 double Queen's Award winner, (in International Trade and Innovation), the company continues to achieve significant growth through technical excellence and has successfully diversified its revenue streams by creating new markets in mobile, consumer electronics and automotive. VNC is on over a billion devices in 175 countries, the US being the company's major market. Europe, Asia and South America have been targeted as areas of growth. Exports account for just over 90% of turnover and overseas sales growth for the three year period was 279%.

## Renewable Energy Systems Holdings Limited

Beaufort Court  
Egg Farm Lane  
Kings Langley  
Hertfordshire  
WD4 8LR

**Website:** [www.res-group.com](http://www.res-group.com)  
**Employees:** 410  
**Immediate Parent:** The McAlpine Partnership Trust  
**CEO:** Dr Ian Mays MBE  
**Contact for press enquiries:** Johanna Cassells  
**Tel:** 01865 770381  
**Email:** [resgroup@bottlepr.co.uk](mailto:resgroup@bottlepr.co.uk)

Established in 2003, Renewable Energy Systems Holdings Ltd (RES) develops, constructs and operates renewable energy projects in the UK and internationally. Its overseas sales have increased by 352% over the last six years. The company operates a rolling ten year strategic plan that is adjusted annually for the decade ahead so that it is able to respond to new developments in the global market place. Headquartered in the UK, it operates overseas-based offices in France, Sweden, Turkey, South Africa, Australia, the USA and Canada. 80% of its overseas sales are from North America and the company has recently achieved its first sales in Canada, Sweden and Turkey.

## Royal Society of Chemistry (RSC) Publishing

Thomas Graham House  
Science Park  
Milton Road  
Cambridge  
CB4 0WF

**Website:** [www.rsc.org](http://www.rsc.org)  
**Employees:** 255  
**Immediate Parent:** N/A  
**CEO:** Dr Robert Parker  
**Contact for press enquiries:** Brian Emsley  
**Tel:** 0207 4403317  
**Email:** [emsleyb@rsc.org](mailto:emsleyb@rsc.org)

The Royal Society of Chemistry is an international not-for-profit scientific publisher, a learned society and a leading professional body for chemical scientists. Founded in London in 1841, it now has offices in six countries with over 48,000 members worldwide and wins a Queen's Award for overseas earnings growth of 45% over the last six years. It has been publishing top-quality chemical science information through journals, books and magazines for over 170 years and its global development strategies allow it to commission the best scientific content in each region. Leading and supporting a worldwide network of over 350,000 chemical scientists, its high-profile scientific conferences and events help to drive sales activity through arrangements such as library consortia. It exports to 86 countries with recent high increases in sales to the US, India and China.



## Seers Medical Limited

Kenton Road  
Debenham  
Stowmarket  
Suffolk  
IP14 6LA

**Website:** [www.seersmedical.com](http://www.seersmedical.com)  
**Employees:** 25  
**Immediate Parent:** N/A  
**Managing Director:** Mr Simon Rees  
**Contact for press enquiries:** Mr Simon Rees  
**Tel:** 01728 861590  
**Email:** [simon.rees@seersmedical.com](mailto:simon.rees@seersmedical.com)

Established in 2008, Seers Medical Limited designs, manufactures and sells globally a range of physiotherapy, rehabilitation and medical treatment couches. A global product range has been developed that can be easily tailored at manufacture to meet customer and country specific requirements, establishing an international sales distribution network into over 40 countries worldwide. International sales are made through a distributor network, with the appointment of "master distributors" who then have the capacity to either promote directly or appoint sub-distributors for the promotion of specific product groups. After sales service and product development is also a large part of the company's success, ensuring that market demand is met on a constant basis and adjusted to create loyal customers.

## Structure-flex Ltd

Peacock Way  
Melton Constable  
Norfolk  
NR24 2AZ

**Website:** [www.structure-flex.co.uk](http://www.structure-flex.co.uk)  
**Employees:** 74  
**Immediate Parent:** Resolute Corporate Holdings  
**General Manager/Director:** Mr Paul Reeve  
**Contact for press enquiries:** Mr Paul Reeve  
**Tel:** 01263 863100  
**Email:** [paul.reeve@structure-flex.co.uk](mailto:paul.reeve@structure-flex.co.uk)

Established in 1970, Structure-flex Ltd is a subsidiary of Resolute Corporate Holdings. It manufactures high frequency welded big bags, lorry curtains, crane test bags and liquid tanks. A first time winner of this Award, the company has increased its overseas sales by 277% over the last three years. It has focused on maximising sales to Saudi Arabia from where it derives 70% of its export sales, with the remainder divided between North America and Europe. The company's product focus is on quality and differentiation, making products that are difficult for their competitors to copy, such as their 50 and 100 tonne crane test bags. Rental agreement models have been established in Canada and Dubai, and the company hopes to replicate this model in the US market.

## Symon Dacon Limited

Unit 1 Enterprise Way  
Hemel Hempstead Industrial Estate  
Hemel Hempstead  
Hertfordshire  
HP2 7YJ

**Website:** [www.symondacon.com](http://www.symondacon.com)  
**Employees:** 36  
**Immediate Parent:** Symon Communications Ltd  
**Finance Director:** Mrs Julie Richings  
**Contact for press enquiries:** Carol Harraway  
**Tel:** 01442 233222  
**Email:** [charraway@symondacon.com](mailto:charraway@symondacon.com)

Established in 1990 and based in Hemel Hempstead, Symon Dacon Limited sells and services intelligent Visual Communication Solutions. The company has been successful in targeting markets using resellers who are particularly knowledgeable in the market. The company has placed a premium on addressing cultural issues, ensuring staff associated with each region are fluent in the relevant language and have an understanding and appreciation of the particular culture. It has expanded its market beyond Contact Centres to serve the visual communication requirements of other key industries, including Retail and Global Employee Communications Hospitality. Its main export markets are the UAE and mainland Europe and new markets include Qatar, Saudi Arabia and the APAC region. The company has opened an office in the UAE, supporting current and future business. Overseas sales growth was 149% over three years with exports accounting for 38% of total sales.



## The Cambridge Satchel Company Ltd

Lower Court  
Copley Hill Farm Business Park  
Cambridge Road  
Babraham  
Cambridge  
CB22 3GN

**Website:** [www.cambridgesatchel.co.uk](http://www.cambridgesatchel.co.uk)  
**Employees:** 69  
**Immediate Parent:** N/A  
**Founder and Managing Director:** Mrs Julie Deane  
**Contact for press enquiries:** Jessica Goody  
**Tel:** 01223 833050  
**Email:** [jess@cambridgesatchel.com](mailto:jess@cambridgesatchel.com)

The Cambridge Satchel Company Ltd started trading in December 2008 from a kitchen table, manufacturing and selling traditional leather satchels direct to customers and top stores globally. A phenomenal success story, the company remains privately owned and independent and is a first time Queen's Award winner. From an initial approach to market via fashion bloggers and linking to New York Fashion week, where retail chains picked up the product, the company now exports to 110 countries worldwide generating £5m export sales per annum, of which sales to the USA now account now for 28%. Routes to market centre on big commercial partners such as Saks, Bloomingdale and LG who distribute the bags in South Korea.



## FFEI Limited

Graphics House  
Boundary Way  
Hemel Hempstead  
Hertfordshire  
HP2 7SU

**Website:** [www.ffei.co.uk](http://www.ffei.co.uk)  
**Employees:** 152  
**Immediate Parent:** FFEI Holdings Limited  
**Managing Director:** Mr Andy Cook  
**Contact for press enquiries:** Miguel Afonso  
**Tel:** 01737 215200  
**Email:** [miguel@bespoke.co.uk](mailto:miguel@bespoke.co.uk)

An Innovation Award is made to FFEI Limited for developing and manufacturing an automated image scanner, SCN400, for pathology applications. Aimed at facilitating the adoption of digital imaging for clinical diagnoses, including cancer detection, the new system rapidly produces high quality images that can be available to pathologists located remotely from sampling laboratories. It incorporates patented technology providing high colour fidelity and the capability to focus accurately at varying sample depths. Consequently the scanner, having satisfied stringent regulatory requirements, aids early detection and treatment of diseases, reduces needs for surgical procedures and contributes to improved patient outcomes. The innovation has been highly successful, both clinically and commercially.

## Marshall Specialist Vehicles

The Airport  
Cambridge  
CB5 8RX

**Website:** [www.marshall-ls.com](http://www.marshall-ls.com)  
**Employees:** 211  
**Immediate Parent:** Marshall of Cambridge (Holdings) Ltd  
**Managing Director:** Mr Ray Cutting OBE  
**Contact for press enquiries:** Oliver Drury  
**Tel:** 07771 947225  
**Email:** [oliver.drury@marshalladg.com](mailto:oliver.drury@marshalladg.com)

Marshall Specialist Vehicles wins an Innovation Award for developing two pieces of equipment capable of deployment in hostile environments such as war zones, accident scenes and desolate regions. They are the world's first re-deployable computed tomography (CT) scanner and a DNA laboratory. Incorporating patented technology to manage shock and vibration during transportation and environmental controls, both are extremely robust and can withstand wide variations of temperature and pressure. The scanner fits a single container and has uninterrupted power supply, essential for preserving vital patient data. It can be made operational within two hours and leads to improved survival rates. The laboratory enables sampling, analysing and profiling to be undertaken within minutes of arrival. Thus, forensic information becomes quickly available at incident scenes, improving the quality and speed of investigations.

## USystems Limited

Unit 5 Green End  
Gamlingay  
Sandy  
Cambridgeshire  
SG19 4LF

**Website:** [www.usystems.co.uk](http://www.usystems.co.uk)  
**Employees:** 63  
**Immediate Parent:** N/A  
**Managing Director:** Mr Michael Cook  
**Contact for press enquiries:** Zillah Loewe  
**Tel:** 01767 652817  
**Email:** [zillah@usystems.co.uk](mailto:zillah@usystems.co.uk)

USystems Limited wins an Innovation Award for developing and manufacturing ColdLogik CL20 rear coolers. Fitted as doors on the backs of data cabinets, they are self-contained, water-cooled systems which have revolutionised the temperature control of computer and data centres. Rather than cooling entire computer rooms by producing cold air from air-conditioning units and forcing it into the front of cabinets, hot air generated by active IT equipment inside cabinets is drawn directly across water-cooled heat exchangers in the new devices. Aided by proprietary software, heat is removed at source. Compared with traditional systems the new equipment, which can be retro-fitted in established centres, gives significant reductions in costs and 'carbon footprints' associated with building and operating centres. Through this innovation the company has gained success in international markets.



## Benoy Limited

Handley House  
7 North Gate  
Newark  
Nottinghamshire  
NG24 1EH

**Website:** [www.benoy.com](http://www.benoy.com)  
**Employees:** 130  
**Immediate Parent:** N/A  
**Chairman:** Mr Graham Cartledge CBE  
**Contact for press enquiries:** Valerie Jenkins  
**Tel:** 0207 4047666  
**Email:** [valerie.jenkins@benoy.com](mailto:valerie.jenkins@benoy.com)

Benoy is an award-winning firm of architects, masterplanners, interior and graphic designers with offices in the UK, Middle East and Asia. International sales have risen by 68% over the last three years and Benoy currently works in around 55 countries and has 626 projects on the drawing board, and on site, with plans for expansion of both the Chinese and Asian markets. The company has been successful through its ability to maintain a distinctive, consistent "Benoy Style" while ensuring that it operates in a very flexible way to adjust to different markets. Strong brand building and marketing has also helped expansion into new markets in addition to buying into the promotion of a British brand.

## CommAgility Ltd

Charnwood Building  
Holywell Park  
Ashby Road  
Loughborough  
Leicestershire  
LE11 3AQ

**Website:** [www.commagility.com](http://www.commagility.com)  
**Employees:** 12  
**Immediate Parent:** N/A  
**Managing Director:** Mr Edward de Salis Young  
**Contact for press enquiries:** Nick Daines  
**Tel:** 07958 534731  
**Email:** [nick@lumenpr.com](mailto:nick@lumenpr.com)

Established in 2006, CommAgility is based in Loughborough and designs, manufactures and sells complex electronic products for next generation wireless telecoms, focusing on 4G wireless telecoms. CommAgility's success is heavily technology led, based on maintaining expertise and continual investment in R&D. Its markets are well researched and small, initial projects are set up. Customers are then identified and encouraged to get involved as key partners in development projects. This approach has resulted in several new export markets in the last three years, including Israel, Korea, Germany, France and Italy, which already contribute 17% of overall sales. Sales are driven by good distributor and sub-contractor relationships. Heavy investment in overseas marketing activities has resulted in overseas sales growth of 51% over the last three years for this young company.



## Campbell Lutyens Holdings Limited

3 Burlington Gardens  
London  
W1S 3EP

**Website:** [www.campbell-lutyens.com](http://www.campbell-lutyens.com)  
**Employees:** 41  
**Immediate Parent:** N/A  
**Managing Director:** Mr Andrew Sealey  
**Contact for press enquiries:** Mr Andrew Sealey  
**Tel:** 0207 4397191  
**Email:** [reception@campbell-lutyens.com](mailto:reception@campbell-lutyens.com)

A current holder of a Queen's Award in International Trade, Campbell Lutyens Holdings Ltd (trading globally as Campbell Luytens) is an independent advisory firm exclusively focused on primary and secondary transactions in the global private equity and infrastructure markets. The company is a recognised leader in its area and is proactive in the development of the private equity market. The company has continued to grow in volatile market conditions and has developed its infrastructure business in the United States, penetrating the Energy sector. European and US sales have dominated the company's international portfolio but new business has been secured from the opening of an office in Hong Kong, with clients identified in China and Indonesia. Exports account for 71% of sales and overseas sales growth was 72% over the three year period.

## CFC Underwriting Limited

85 Gracechurch Street  
London  
EC3V 0AA

**Website:** [www.cfcunderwriting.com](http://www.cfcunderwriting.com)  
**Employees:** 47  
**Immediate Parent:** N/A  
**Managing Director:** Mr David Walsh  
**Contact for press enquiries:** Lesley Bennett  
**Tel:** 07815 778038  
**Email:** [lesley@spotlightcomms.co.uk](mailto:lesley@spotlightcomms.co.uk)

A 12 year old underwriting firm based in London, CFC Underwriting Limited develops specialist commercial insurance products/policies for the SME market. One of the first ever cyber liability insurers, CFC targets small, niche sectors and aggregates them globally to create a substantial market. This means squeezing low premiums, adapting services to each niche market and being as innovative as possible, enabling them to create markets where other companies avoid competing. As a result, exports have grown by 307% over the last six years and CFC now sells innovative commercial insurance products in 58 countries worldwide via an extensive network of insurance brokers.

## Ealing Hammersmith West London College

Gliddon Road  
London  
W14 9BL

**Website:** [www.wlc.ac.uk](http://www.wlc.ac.uk)  
**Employees:** 101  
**Immediate Parent:** N/A  
**Director of International and HE Development:**  
Miss Catherine Vines  
**Contact for press enquiries:** Catherine Vines  
**Tel:** 0207 5651281  
**Email:** [catherine.vines@wlc.ac.uk](mailto:catherine.vines@wlc.ac.uk)

Ealing Hammersmith West London College was founded in 1891 and focuses on providing training programmes to equip students with employability skills to secure work in the global economy. Over the last six years overseas earnings have grown by 137%. The College has attained "Highly Trusted Status" with UKBA, meaning it can recruit overseas students more effectively and target students of institutions who do not have this status. Students aged 15 to 57 from 112 countries and five continents are enrolled on courses at the College. Growth has been underpinned by effective marketing and recruitment and monitoring of students' attendance, performance and achievement.



## EIP Partnership LLP

Fairfax House  
15 Fulwood Place  
London  
WC1V 6HU

**Website:** [www.eip.com](http://www.eip.com)  
**Employees:** 43  
**Immediate Parent:** N/A  
**Partner:** Mr Jerome Spaargaren  
**Contact for press enquiries:** Martin Bruce  
**Tel:** 0207 4409510 or 07790 776541  
**Email:** [mbruce@eip.com](mailto:mbruce@eip.com)

Established in 2000, EIP Partnership LLP provides intellectual property (IP) services for patent, trademark and design registration, prosecution and IP litigation. A first time Queen's Award winner, the company has increased its overseas sales by 136% over the last three years. The company has a twofold strategy for international trade - to seek direct foreign customers and to obtain work via overseas Associate companies. It has broadened the number of target industry sectors to which it offers its IP services from an initial focus on the electronics and digital sectors. Attention has been given to winning business both in the USA and Japan, which together now account for 81% of overseas sales, consolidated in the USA by regularly visiting key clients, and, in Japan, by employing fluent Japanese speakers.

## EPTG Ltd

7 Union Buildings  
Wallingford Road  
Uxbridge  
UB8 2FR

**Website:** [www.powerflex.co.uk](http://www.powerflex.co.uk)  
**Employees:** 31  
**Immediate Parent:** N/A  
**Managing Director:** Mr David Power  
**Contact for press enquiries:** Mr David Power  
**Tel:** 01895 460033  
**Email:** [david@powerflex.co.uk](mailto:david@powerflex.co.uk)

First time Queen's Award winner EPTG Ltd was started in 1997 and designs, develops and manufactures a range of high performance polyurethane automotive suspension components. EPTG operates a client-centric approach underpinned with effective infrastructure. The company strategy is to constantly develop new products in consultation with its customer base and provide efficient service across the globe. By working closely with local partners the company is able to focus product development in niche areas to satisfy specific local market demand. EPTG currently trades its POWERFLEX brand with partners in 90 countries, securing it as a truly international brand with a healthy and growing distribution model. New distributors have been established in Germany, France, Poland, Czech Republic, Sweden, Finland and USA in the last three years.

## Fever-Tree Ltd

Suite 2.25  
The Plaza  
535 Kings Road  
London  
SW10 0SZ

**Website:** [www.fever-tree.com](http://www.fever-tree.com)  
**Employees:** 10  
**Immediate Parent:** N/A  
**Co-Founder:** Mr Tim Warrillow  
**Contact for press enquiries:** Anita Kinniburgh  
**Tel:** 0207 3494922  
**Email:** [anita@fever-tree.com](mailto:anita@fever-tree.com)

Established in 2004 'to create the perfect Gin & Tonic', Fever-Tree Ltd now market a portfolio of premium, natural mixer drinks in the UK and internationally. Fever-Tree sells to 35 overseas markets, however, international growth has been centred on the US and Spain to date. Growth in Spain has been based on increasing the popularity of Gin & Tonic and the establishment of a strong distribution network, with a keen focus on brand positioning and seeding the brand in prestige accounts. Committed to its approach, Fever-Tree innovates internally and empowers smaller entrepreneurial outfits to create a distribution network which is very local and very flexible. Fever-Tree has also established the premium mixer category in some countries and as such has benefited from the first mover advantage.



## FIRST Magazine Limited

Finland House  
56 Haymarket  
London  
SW1Y 4RN

**Website:** [www.firstmagazine.com](http://www.firstmagazine.com)  
**Employees:** 10  
**Immediate Parent:** N/A  
**Chairman and Founder:** Mr Rupert Goodman  
**Contact for press enquiries:** Mr Rupert Goodman  
**Tel:** 0207 3899640  
**Email:** [rupert.goodman@firstmagazine.com](mailto:rupert.goodman@firstmagazine.com)

Established in 1984 and based in London, FIRST Magazine Limited publishes specialist periodicals and reports on countries, international organisations and conferences. This activity is supported by a series of events and business meetings held at the highest level of industry, finance and government. A holder of a 2010 Queen's Award in International Trade, FIRST magazine has continued to strengthen its overseas performance, with sales rising significantly. Extensive investment in research, underpinned by market visits, has enabled the company to establish a presence in 60 markets on three continents and new markets include Malta and Sri Lanka. Staff are trained in export practices and languages including Arabic, Russian and Ukrainian. The company's exports as a percentage of total sales are high, averaging around 90%, and overseas sales growth was 217% for the three year period.

## Galmarley Ltd t/a BullionVault

12th Floor  
Landmark House  
Hammersmith  
London  
W6 9DP

**Website:** [www.BullionVault.com](http://www.BullionVault.com)  
**Employees:** 31  
**Immediate Parent:** N/A  
**Director:** Mr Paul Tustain  
**Contact for press enquiries:** Adrian Ash  
**Tel:** 0208 6000134  
**Email:** [adrian.ash@bullionvault.com](mailto:adrian.ash@bullionvault.com)

Galmarley Ltd, formed in 2003 and trading as BullionVault, provides an online service for individual investors to buy and sell gold and silver. This first time Queen's Award winner in International Trade has grown its exports by 140% over the last three years. As a holder of a Queen's Award in Innovation, the company is still demonstrating levels of innovation affecting not just its sector but also that of banking. The company has invested heavily in web-based technology and multilingual staff to promote and manage 24/7 trading in precious metals. BullionVault operates a sophisticated approach to online marketing at both a domestic and international level which, supported by a high degree of market analysis, has now attracted users in over 150 countries.

## Gapuma (UK) Limited

Cumberland House  
80 Scrubs Lane  
London  
NW10 6RF

**Website:** [www.gapuma.com](http://www.gapuma.com)  
**Employees:** 19  
**Immediate Parent:** Gapuma Group Limited  
**Managing Director:** Mr Jack Bardakjian  
**Contact for press enquiries:** Mr Jack Bardakjian  
**Tel:** 0208 9692056  
**Email:** [jack@gapuma.com](mailto:jack@gapuma.com)

Established in 1999 Gapuma (UK) Limited, based in London, trades commodities such as polymers, chemicals, ferrous metals and fertilisers. It also provides the warehousing and logistical chain to store and transport them. The company trades in hard-to-access international markets. It works hard on building its network which is crucial to the product development of services which can lower the risks associated with these markets. It similarly builds different models for doing business, emphasising the lengths that it will go to create a service. It has invested heavily in offices to create a physical presence which, along with back-to-back trades, creates reliability of its products to its customers. The company has seen its overseas sales grow by 159% over the last three years.



## Highclere International Investors LLP

2 Manchester Square  
London  
W1U 3PA

**Website:** [www.highclereinvestors.com](http://www.highclereinvestors.com)  
**Employees:** 16  
**Immediate Parent:** N/A  
**Chief Executive:** Mr Edward Makin  
**Contact for press enquiries:** Fergus Gilmour  
**Tel:** 0207 2589845  
**Email:** [fgilmour@highclereinvestors.com](mailto:fgilmour@highclereinvestors.com)

Highclere International Investors LLP is a UK-based investment manager specializing in international small and mid cap investing. The company was formed in 2006 to focus on the not for profit endowment and foundation client base in the US. Highclere has successfully negotiated the US market by gaining the support of the US consultants who advise the institutional investor base and by demonstrating consistent success. Highclere is regularly ranked in the top quartile of US investment advisers. It operates a simple business model offering two funds for US clients and one fund for Australian investors. Overseas sales account for just under 100% of total sales. A simple, resilient and scalable model combined with good fund performance has enabled Highclere to significantly grow its funds under management.

## Imparta Ltd

14-16 Peterborough Road  
London  
SW6 3BN

**Website:** [www.imparta.com](http://www.imparta.com)  
**Employees:** 64  
**Immediate Parent:** N/A  
**Founder and CEO:** Mr Richard Barkey  
**Contact for press enquiries:** Jo English  
**Tel:** 0787 2506870  
**Email:** [jo.english@imparta.com](mailto:jo.english@imparta.com)

Established in 1997 London-based Imparta Ltd provides sales, marketing and service training and consultancy services. The company has made significant progress through combining a full suite of world-class content with a proven Capability Building® System, which can underpin a single training event through to a global Academy. The company has built a network of international partners and local associates to expand its international footprint. The company sells directly to UK and global multinationals, as well as working with international partners, to deliver their products under licence. Through this approach, it is able to maintain global reach and quality. The company has maintained its expansion, establishing regional offices in Melbourne, Australia to serve APAC clients in Austin, Texas to serve US and Latin American clients and has appointed partners in China, India, Spain, Romania, Czech Republic and Denmark. Exports accounted for 48% of total sales and overseas earnings growth for the three year period was 107%.

## Limpsfield Combustion Engineering Co Ltd

Unit 7 Concorde Business Centre  
Airport Industrial Estate  
Main Road  
Biggin Hill  
Kent  
TN16 3YN

**Website:** [www.limpsfield.co.uk](http://www.limpsfield.co.uk)  
**Employees:** 14  
**Immediate Parent:** N/A  
**Managing Director:** Mr Keith Knowles  
**Contact for press enquiries:** Andrea Stark  
**Tel:** 01959 578852  
**Email:** [astark@limpsfield.co.uk](mailto:astark@limpsfield.co.uk)

Established in 1995 Limpsfield Combustion Engineering, based in Kent, manufactures commercial and industrial burners that offer excellent reliability and maximise fuel efficiency. Over the last three years overseas sales have grown by 209%. This growth has been achieved through reinvestment and constant research and development, enabling the company to grow its product range. The company's success is based on its strategy to develop sales of larger burners to fund research and development to develop new smaller burner products to sell to a wider market. The US is its prime export market with 77% of sales. Other markets include Europe, South Africa, Australia, Mexico and Chile, whilst Taiwan is currently being developed.



## London School of Business & Finance (UK) Limited

9 Holborn  
London  
EC1N 2LL

**Website:** [www.lsbf.org.uk](http://www.lsbf.org.uk)  
**Employees:** 430  
**Immediate Parent:** N/A  
**CEO:** Mr Aaron Etingen  
**Contact for press enquiries:** LSBF Media Relations Team  
**Tel:** 0203 5351294  
**Email:** [news@lsbf.org.uk](mailto:news@lsbf.org.uk)

London School of Business & Finance (UK) Limited provides Foundation and Higher Education courses and professional qualifications in a range of academic and vocational subjects to students from overseas and the UK. The school has diversified its recruitment and delivery hubs across the UK and the world, enabling it to be competitive and deliver high quality training. The school has had to meet significant challenges in the last two years, diversifying its delivery to take account of more stringent Government regulation on student visas and investing in overseas hubs. As part of its growth strategy, the school diversified its product base, developing online learning and exploiting digital distribution channels including social media. 96% of the school's sales are exports and overseas sales growth was 168% for the three year period.

## Metal Events Limited

Flat 1  
4 Salamanca Place  
London  
SE1 7HB

**Website:** [www.metalevents.com](http://www.metalevents.com)  
**Employees:** 2  
**Immediate Parent:** N/A  
**Finance Director:** Mrs Rachel Carnac  
**Contact for press enquiries:** Jill Fitzgibbon  
**Tel:** 0207 8400145  
**Email:** [jill@metalevents.com](mailto:jill@metalevents.com)

Established in 2002 Metal Events Limited, based in London, organises events for the global metals industry. This involves selling conference services overseas, delegate places and sponsorship at its own events. Metal Events has successfully built the leading international rare earths industry event from scratch. It started with 60 attendees at the inaugural conference in 2004 and in 2011 had over 350 participants. By focusing on the product requirements of emerging green technologies, such as wind power, batteries, hybrid cars and electronics, Metal Events has developed events that draw an international audience of purchasing directors and senior managers as well as miners and processors. International sales rose by 100% over the last three years and new markets entered include Asia (including India), Russia and Eastern Europe and Latin America.

## Nails Inc Ltd

6 Heddon Street  
London  
W1B 4BT

**Website:** [www.nailsinc.com](http://www.nailsinc.com)  
**Employees:** 221  
**Immediate Parent:** N/A  
**Managing Director:** Mrs Thea Green MBE  
**Contact for press enquiries:** Mrs Thea Green MBE  
**Tel:** 0203 4051450  
**Email:** [Thea.Green@nailsinc.com](mailto:Thea.Green@nailsinc.com)

Nails Inc Ltd, a young company and very recent exporter based in London, started operating in the UK in 2009 and its clear strategy from the outset was to establish a chain of branded nail bar concessions in leading department stores with high footfall. Nails Inc has created a worldwide business through an excellent strategy of identification of a key trading partner, Sephora. It has developed this partnership around the world, expanding outward in each market by adapting and identifying the key opportunities to grow in each territory. It has also identified other partners and developed a strong worldwide brand. The exceptional focus on positioning the brand has enabled the company to attract more partners and opportunities, such as concessions.



## Nasco (UK) Ltd

Unit 8b & 8c  
Beaver Industrial Park  
Brent Road  
Southall  
UB2 5FB

**Website:** [www.nasco-uk.com](http://www.nasco-uk.com)  
**Employees:** 24  
**Immediate Parent:** N/A  
**Director:** Mr Suresh Vidani  
**Contact for press enquiries:** Nisha Vidani  
**Tel:** 0208 5712333  
**Email:** [nisha@nasco-uk.com](mailto:nisha@nasco-uk.com)

Established in 2004, Southall-based Nasco (UK) Ltd exports a range of British and European branded consumer goods. The company has developed a customer-orientated service, with detail ranging from language labelling to progressive training programmes to ensure office and warehouse staff understand individual market requirements. Nasco has employed a comprehensive approach to identifying and penetrating new markets, including web-based technology, market visits, exhibitions and nurturing relationships with key partners in target markets. The company operates mainly in Africa, India and the Middle East and has opened new markets including Nigeria, the Philippines, Jordan, Poland, Canada, Yemen and Pakistan. Overseas sales growth was 276%, with exports accounting for around 75% of turnover over the last three years.

## Pentland Group plc

8 Manchester Square  
London  
W1U 3PH

**Website:** [www.pentland.com](http://www.pentland.com)  
**Employees:** 1710  
**Immediate Parent:** N/A  
**Chairman:** Mr Stephen Rubin OBE  
**Contact for press enquiries:** John Olsen  
**Tel:** 0203 1288759  
**Email:** [john.olsen@mhpc.com](mailto:john.olsen@mhpc.com)

Pentland Group plc began trading in 1964 and now provides management of brands engaged in the design, sourcing, marketing and distribution of footwear and clothing to an international market place. It invests heavily in market research and a lot of its business is conducted on the internet, together with regular attendance at trade fairs and conferences. Its sales portfolio extends to 190 countries, with the US topping their wholesale sales at 25.6% and new markets last year accounting for 4.5% of overseas sales. Pentland Group plc continually evaluates its market position and works to rejuvenate its brands. In addition, it invests in technological improvements and in the creation of technologically innovative brands to help keep them at the forefront of the market place.

## Smart Voucher Ltd t/a Ukash

The Counting House  
3rd Floor  
53 Tooley Street  
London  
SE1 2QN

**Website:** [www.ukash.com](http://www.ukash.com)  
**Employees:** 55  
**Immediate Parent:** N/A  
**CEO:** Mr David Hunter  
**Contact for press enquiries:** Wendy Harrison  
**Tel:** 0208 9779132  
**Email:** [wendy@harrisonsadler.com](mailto:wendy@harrisonsadler.com)

Established in 2001, London-based Smart Voucher Ltd T/A Ukash provides white-label and Ukash-branded electronic money services. The company is awarded its third consecutive Queen's Award in International Trade. The product consists of consumers exchanging their cash in physical locations for a Ukash code that they can use to spend online at websites that accept Ukash or load to prepaid cards or eWallets. Ukash is available at over 440,000 locations in over 55 countries across six continents. Ukash has grown its markets through a combination of event attendance, B2B advertising, outbound direct selling/prospecting, online/website activity and word of mouth tactics that are used to identify and recruit partners. This has resulted in overseas sales growth of 146% over the last three years.



## Sun Mark Ltd

428 Long Drive  
Greenford  
Middlesex  
UB6 8UH

**Website:** [www.sunmark.co.uk](http://www.sunmark.co.uk)  
**Employees:** 81  
**Immediate Parent:** N/A  
**Managing Director:** Dr Raminder Ranger MBE  
**Contact for press enquiries:** Dr Raminder Ranger MBE  
**Tel:** 0208 5753700  
**Email:** [rami@sunmark.co.uk](mailto:rami@sunmark.co.uk)

Founded in 1983, Sun Mark Ltd is a marketing and distribution company in the fast moving consumer goods sector. The company is receiving a Queen's Award in International Trade for an unprecedented fifth consecutive year. Export sales have, on average, increased by 35% per year over the last three years. The company sells everyday products at reasonable prices, assists large multinationals working on their "hard to reach" markets as well as producing its own brand products. Sun Mark Ltd sells to 107 countries and capitalises on any specialism, either seasonal or religious, by careful research of the local market and by using local distribution partners. Seven new markets were entered last year. The company motto is 'where there are increased challenges there are greater rewards'.

## TestPlant Ltd

6 Snow Hill  
London  
EC1A 2AY

**Website:** [www.testplant.com](http://www.testplant.com)  
**Employees:** 11  
**Immediate Parent:** N/A  
**CEO:** Mr George Mackintosh  
**Contact for press enquiries:** Mr George Mackintosh  
**Tel:** 0207 0027888  
**Email:** [george.mackintosh@testplant.com](mailto:george.mackintosh@testplant.com)

Established in 2008 and based in London, TestPlant Ltd is at the forefront of the digital economy. The company produces "eggPlant", a patented software tool used to automate the testing of other software systems which underpin business or mission critical applications, such as online banking and aviation control systems. TestPlant has a comprehensive, well-researched marketing strategy which has enabled rapid penetration of key markets. The company has established sales in North America, Asia and Europe and is proactive in developing the Indian market, partnering with key players in the industry. eggPlant uses 'keys' which allows a timed use of the technology, particularly benefiting the company in its dealings with corporations around the world while protecting its intellectual property. Exports accounted for around 77% of sales and overseas sales growth for the last three years was 233%.

## Thirty Nine Essex Street Chambers

39 Essex Street  
London  
WC2R 3AT

**Website:** [www.39essex.com](http://www.39essex.com)  
**Employees:** 33  
**Immediate Parent:** Thirty Nine Essex Street LLP  
**Chief Executive and Director of Clerking:** Mr David Barnes  
**Contact for press enquiries:** Mr David Barnes  
**Tel:** 0207 8321111  
**Email:** [david.barnes@39essex.com](mailto:david.barnes@39essex.com)

Thirty Nine Essex Street Chambers, based in London, is a barristers' chambers offering services in dispute resolution incorporating litigation, arbitration and consultative services. Chambers offers specialist legal advice, both in the UK and internationally, which is tailored to meet the needs of clients wherever they are located. Chambers has been successful in identifying and penetrating key territories around the world, generating brand awareness through the strategic targeting of stakeholders in commerce, government as well as through client recommendation. The company has established a strong presence in Hong Kong and has been invited to open a new office in Singapore. The Singapore office will be an extension to Chambers' already established presence in the Southern Hemisphere and will act as a hub to fully service jurisdictions across Asia. Chambers' export sales increased and overseas earnings growth was 608% over the three year period.



## Winn & Coales International Limited

Denso House  
33-35 Chapel Road  
London  
SE27 0TR

**Website:** [www.denso.net](http://www.denso.net)  
**Employees:** 111  
**Immediate Parent:** N/A  
**Chairman:** Mr David Winn OBE  
**Contact for press enquiries:** Graham Martin  
**Tel:** 0208 6707511  
**Email:** [gmartin@denso.net](mailto:gmartin@denso.net)

Established in 1883, London-based Winn & Coales International Limited produces anti-corrosion tapes, coatings, sealants and waterproofing products. A current holder of a Queen's Award in International Trade, the company has improved performance with increased exports to 90% of turnover and growth of 46% over three years. The company has a well-established international trade strategy with an emphasis on research and development. Its success is underpinned by ongoing investment in its intellectual property and products. The USA is the company's dominant market but it has a worldwide market spread and has invested in manufacturing facilities in Australia, South Africa, USA and Canada. The company has successfully penetrated the Chinese market, growing sales by 300% since 2009. New markets have been established in South America, Sub Sahara Africa countries and the Pacific Islands.



## Livity Ltd

9 Brighton Terrace  
London  
SW9 8DJ

**Website:** [www.livity.co.uk](http://www.livity.co.uk)

**Employees:** 37

**Immediate Parent:** N/A

**Managing Director & Co-Founder:** Miss Michelle Clothier

**Contact for press enquiries:** Paola Dos Santos

**Tel:** 07968 593037

**Email:** [paola@livity.co.uk](mailto:paola@livity.co.uk)

Livity Ltd wins an Innovation Award for pioneering a methodology of youth engagement in business. The company, a commercially successful marketing organisation, works with young people in creating promotional campaigns and undertaking marketing projects almost exclusively targeted at the young. The company's unique understanding of young people, which is continually refreshed through the nature of its operation, helps it to win contracts concerning promotion to young audiences. Through a workforce predominantly in the age-range 12 to 24 years and supported by professionals, it co-creates millions of hours of positive, quality youth content and promotes the power of marketing in answering business and social objectives to its impressive list of clients. Through a combination of employment, training, apprenticeships and mentoring, the company successfully fulfils its mission to improve the lives of young people.

## Vitabiotics Ltd

1 Apsley Way  
London  
NW2 7HF

**Website:** [www.vitabiotics.com](http://www.vitabiotics.com)

**Employees:** 68

**Immediate Parent:** Vitabiotics Group Holdings Ltd –  
British Virgin Islands

**President/CEO:** Dr Kartar Lalvani OBE

**Contact for press enquiries:** Lucy Balaam

**Tel:** 0208 9552646

**Email:** [lbalaam@vitabiotics.com](mailto:lbalaam@vitabiotics.com)

An Innovation Award is made to Vitabiotics Ltd for developing the 'PregnaCare' range of tablets. The micro-nutrient food supplement range is a market-leader which increases fertility rates, may help reduce unhealthy births, supports foetal development and aids post-natal breast-feeding. Originating from a programme of scientific research, the effectiveness of the products is supported by published scientific evidence from clinical trials. The innovative tablets increase the probabilities of conception in women undergoing ovulation induction and ongoing pregnancy rates. They reduce the risk of low birth weight and provide folate/vitamin B12 which reduces the risk of neural tube defects in foetuses. The breast-feeding supplement helps brain and eye development in babies. The range has been an outstanding commercial success with a UK market share of 70%.



## Chiswick Park Estate Management Limited

Building 3  
566 Chiswick High Road  
London  
W4 5YA

**Website:** [www.enjoy-work.com](http://www.enjoy-work.com)  
**Employees:** 8  
**Immediate Parent:** Chiswick Park Unit Trust  
**Chief Executive:** Ms Kay Chaston  
**Contact for press enquiries:** Ms Kay Chaston  
**Tel:** 0208 6368080  
**Email:** [kay.chaston@enjoy-work.com](mailto:kay.chaston@enjoy-work.com)

Chiswick Park Estate Management Limited wins a Sustainable Development Award for its innovative approach to sustainable development in the workplace and beyond. Under its tag-line 'Enjoy Work to Enjoy Tomorrow', it offers to personnel of some 40 companies housed in its office park, referred to as 'guests', services for improving personal and professional satisfaction. The services, which are shaped collaboratively with human resources departments of the resident companies, include, for new recruits, tailored relocation support reducing associated stress and increasing staff retention. For existing staff they include a diversity of initiatives, such as weekly classes teaching new skills, health and well-being programmes, grocery delivery services and free cycle access. Having embedded sustainability, including environmental responsibility, within its own vision the company has promoted similar attitudes within its client organisations.



## Mr Rajeeb Dey

CEO & Founder  
Enternships  
5th Floor  
6 Briset Street  
London  
EC1M 5NR

**Contact for press enquiries:** David Goldman,  
Head of Marketing  
**Tel:** 0203 3973216  
**Email:** david@enternships.com

Rajeeb Dey has been involved with enterprise promotion for over nine years as a leader and role model for young entrepreneurs. He is a Trustee of UnLtd, The Foundation for Social Entrepreneurs, who awarded Rajeeb a grant aged 17 to set up his first social enterprise, Student Voice, which works to empower school students. He is also co-founder of Startup Britain, a national campaign to promote entrepreneurship. Rajeeb has established Enternships.com, an organisation that connects students and graduates to entrepreneurial work placements within small businesses, through which he has worked with over 4,000 businesses and over 30,000 university students, many of whom have subsequently set up their own ventures through exposure to these 'entrepreneurial internships'. Rajeeb has also undertaken other voluntary roles including Trustee of the Phoenix Education Trust, the Channel 4 Education Advisory Board and the UKTI Global Entrepreneurs Programme.

## Mr Richard Gallafent

Senior Partner  
Gallafents LLP  
27 Britton Street  
London  
EC1M 5UD

**Contact for press enquiries:** Linda Oakley  
**Tel:** 0203 6648646 or 07786 990077  
**Email:** linda@ideas21.co.uk

Richard Gallafent is a professional patent attorney however, for the last 14 years, he has also devoted a large amount of time to providing voluntary assistance in intellectual property, design, licensing, marketing and investment to a wide range of innovators and inventors, helping them to commercialise their ideas. He co-founded the group 'ideas21' in 2000 and, through this organisation and the related 'Second Tuesday Club', has offered free IP advice to small businesses and inventors while also mentoring and training students studying intellectual property. He has devoted a great deal of his time voluntarily to promoting intellectual property, working in partnership with the UK Intellectual Property Office (UK IPO).



## Oil Consultants Ltd

Parsons House  
Parsons Road  
Washington  
Tyne and Wear  
NE37 1EZ

**Website:** [www.oc99.com](http://www.oc99.com)  
**Employees:** 42  
**Immediate Parent:** Oil Consultants Holdco Ltd  
**Chairman:** Mr Geoff Lennox  
**Contact for press enquiries:** Melissa Young  
**Tel:** 0191 4197615  
**Email:** [melissa.young@oc99.com](mailto:melissa.young@oc99.com)

Established in 1999, Oil Consultants Ltd is based in Washington, Tyne and Wear. It provides specialist individuals or teams of personnel to the global oil and gas industry. Operating in a global market, the company has increased its overseas earnings by 121% in a very competitive market. This has been achieved through a focus on the development of company procedures and staff as well as the adoption of new technologies. The number of offerings has increased from five original disciplines to in excess of 16 and, in 2012, Oil Consultants Ltd entered 11 new markets – Argentina, Botswana, Burma, Cuba, Cyprus, Guinea, Kenya, Liberia, Papua New Guinea, Slovenia and Suriname.

## Palintest Ltd

Kingsway  
Team Valley Trading Estate  
Gateshead  
Tyne and Wear  
NE11 0NS

**Website:** [www.palintest.com](http://www.palintest.com)  
**Employees:** 86  
**Immediate Parent:** Halma plc  
**Managing Director:** Mr David Sidlow  
**Contact for press enquiries:** Ian Leahy  
**Tel:** 0191 4910808  
**Email:** [ian.leahy@palintest.com](mailto:ian.leahy@palintest.com)

Established in 1975, Gateshead-based Palintest Ltd manufactures and supplies a range of advanced water and environmental testing kits. A first time winner of a Queen's Award in International Trade, the company has a clear vision in respect of identifying new markets and consolidating its position. It is now well established in the US and Australasia and has penetrated a number of difficult markets including China, along with expansion of its presence in African markets. The company has a well-established overseas infrastructure with UK-based expertise supporting sales, marketing and technical issues. There is a programme of continual investment in new products and overseas sales growth was 115% over a three year period with exports now accounting for 66% of all sales.

## Pearson Engineering Limited

Wincomblee Road  
Newcastle upon Tyne  
Tyne and Wear  
NE6 3QS

**Website:** [www.pearson-eng.com](http://www.pearson-eng.com)  
**Employees:** 60  
**Immediate Parent:** Reece Group Ltd  
**Chairman:** Mr John Reece  
**Contact for press enquiries:** Mr John Reece  
**Tel:** 0191 2348720  
**Email:** [johnr@pearson-eng.com](mailto:johnr@pearson-eng.com)

Established in 1985 Pearson Engineering Limited, based in Newcastle upon Tyne, manufactures military combat engineering products and support services – Landmine Rollers, Mineploughs and Bulldozers. The company has successfully developed a prototyping strategy that allows it to provide off-the-shelf products that can be tailored to specific needs. Markets and clients are self-selecting and the company has focused its effort on responsiveness to customers' needs to win business. The company has made a significant impact on the US market, traditionally the preserve of indigenous US companies. In addition, the company is making progress in a range of other markets, including Europe, India, Chile and the UAE. Exports rose to 98% of sales and overseas sales growth was 230% over the three year period.



## Soil Machine Dynamics Limited

Davy Bank  
Wallsend  
Tyne and Wear  
NE28 6UZ

**Website:** [www.smd.co.uk](http://www.smd.co.uk)  
**Employees:** 269  
**Immediate Parent:** Bywell Holdings Limited  
**CEO:** Mr Andrew Hodgson  
**Contact for press enquiries:** Mr Andrew Hodgson  
**Tel:** 0191 2348538  
**Email:** [andrew.hodgson@smd.co.uk](mailto:andrew.hodgson@smd.co.uk)

An Innovation Award is made to Soil Machine Dynamics Limited for developing a new class of sea-bed ploughs and trenching equipment. The equipment supports the installation of marine infrastructure required by the growth in UK off-shore wind-power generation. The machines are highly manoeuvrable, accommodating operations in tidal conditions with poor visibility. They are capable of protecting cables previously installed on the sea-bed. Innovations include an umbilical-guided system enabling speedy vehicle recovery in low visibility, high seas and shallow waters. They also include heavy-tracked trenching machines that, for the first time, can bury cables in the hardest clay and rock. The commercially successful products improve efficiency and effectiveness of installations and extend the geographic range of customers working in off-shore industries.



## Shared Interest Society Ltd

2 Cathedral Square  
Groat Market  
Newcastle upon Tyne  
Tyne and Wear  
NE1 1EH

**Website:** [www.shared-interest.com](http://www.shared-interest.com)  
**Employees:** 26  
**Immediate Parent:** N/A  
**Managing Director:** Ms Patricia Alexander  
**Contact for press enquiries:** Kerrey Baker  
**Tel:** 07789 778382  
**Email:** [kerrey.baker@shared-interest.com](mailto:kerrey.baker@shared-interest.com)

A Sustainable Development Award is made to Shared Interest Society for driving social improvements worldwide through delivering finance to communities lacking adequate infrastructures to support business. Since winning an Award in 2008, it continued to provide accessible and affordable finance and practical support, uniquely, to Fair Trade organisations. The services bring social, environmental and economic benefits. The finance has socially progressive requirements, ranging from improving management practices to implementing non-discriminatory structures within supported organisations. It encourages sustainable environmental practices by imposing use of locally-sourced materials, organic production methods and application of renewable energy. Its financing policies increase economic wealth of communities, enabling further investments in desirable projects. The company delivers tangible sustainable development outcomes, particularly to small scale producers in countries where economic development is constrained and deprivation exists.



## Elmgrove Foods Limited

Granville Industrial Estate  
Dungannon  
County Tyrone  
Northern Ireland  
BT70 1NJ

**Website:** [www.elmgrovefoods.com](http://www.elmgrovefoods.com)  
**Employees:** 7  
**Immediate Parent:** N/A  
**Managing Director:** Mr Stuart Dobson  
**Contact for press enquiries:** Elaine Dobson  
**Tel:** 0775 3618515  
**Email:** [elaine.dobson@foldgroup.co.uk](mailto:elaine.dobson@foldgroup.co.uk)

Elmgrove Foods Limited is a young company, formed in 2008, which sells and exports beef, lamb and pork offal products to customers across the world, specifically in countries where there is a tradition of using the whole animal. A first time Queen's Award winner, the company has increased its overseas sales by 217% over the last three years. Elmgrove's research identified a specific global demand for innovative offal products, products that would not sell in the UK market. In four years they both created and supplied a portfolio of 80+ products into South East Asian countries such as Vietnam and Hong Kong (together comprising 82% of their total sales turnover) and it has targeted China as its next big market.



## The Workspace Group

The Business Centre  
Draperstown  
Magherafelt  
County Londonderry  
Northern Ireland  
BT45 7AG

**Website:** [www.theworkspacegroup.org](http://www.theworkspacegroup.org)  
**Employees:** 106  
**Immediate Parent:** N/A  
**Chief Executive:** Mr Brian Murray  
**Contact for press enquiries:** Adele McIvor  
**Tel:** 02879 628113  
**Email:** [adele@theworkspacegroup.org](mailto:adele@theworkspacegroup.org)

The Workspace Group wins a Sustainable Development Award for aiding regeneration and demonstrating commercially successful sustainability. Through its diverse range of services including property, enterprise and business support, energy efficiency, employability programmes, recruitment, childcare and recreation, Workspace identifies and satisfies community needs. The Group's business model sees it undertake energy efficiency projects throughout the UK and Ireland, saving industrial, commercial and public sector customers money and reducing their CO<sup>2</sup> emissions. By encouraging enterprise and self-employment, Workspace helps stimulate economic development. The Group also works with voluntary groups locally and in areas of impact, encouraging and supporting them to develop, including providing support from its Community Fund. Workspace is working towards making its area carbon positive by identifying commercially feasible local energy generation opportunities.



## Fort Vale Engineering Limited

Calder Vale Park  
Simonstone Lane  
Simonstone  
Burnley  
Lancashire  
BB12 7ND

**Website:** [www.fortvale.com](http://www.fortvale.com)  
**Employees:** 329  
**Immediate Parent:** Fort Vale Limited  
**Chairman:** Mr Edward Fort OBE  
**Contact for press enquiries:** Ian Wilson  
**Tel:** 01282 687102  
**Email:** [iwilson@fortvale.com](mailto:iwilson@fortvale.com)

Established in 1967 Fort Vale Engineering Ltd, a subsidiary of Fort Vale Ltd, manufactures stainless steel valves and fittings for the safe transportation of liquids, gases and powders worldwide. A previous Queen's Award holder, the company has seen a 255% increase in overseas earnings over the last three years. The company owns a subsidiary manufacturing company in China, which accounts for 64% of the company's export turnover, and distributors in the Netherlands for Europe, Singapore for South East Asia and Australasia and the USA for the North and South American markets. The company sells mainly to original equipment manufacturers (OEM) but has also identified a limited market for supplying products to refurbished tankers, opening up new sales opportunities in new markets such as Africa.

## I Love Cosmetics Limited

8 Brindley Road  
City Park  
Old Trafford  
Manchester  
M16 9HQ

**Website:** [www.ilovecosmetics.eu](http://www.ilovecosmetics.eu)  
**Employees:** 14  
**Immediate Parent:** Zamyia Limited  
**Creative Director:** Mr James Brown  
**Contact for press enquiries:** Harvey Basger  
**Tel:** 0161 8864000  
**Email:** [harvey@ilove.eu.com](mailto:harvey@ilove.eu.com)

Established in 2003 and based in Manchester, I Love Cosmetics Limited, formerly Zamyia Limited, is a wholesaler of UK produced body/beauty care products plus gift items from the Far East. Overseas sales have risen by an impressive 560% over the last three years which has also seen exports as a percentage of turnover rise from 33% to 81%. Key to its success has been excellent brand visibility and promotion, plus a very big commitment to adapting to individual markets. The company has also developed a distributor network containing key agreements with strategic partners who can provide access to new markets and the level of support needed to succeed. I Love Cosmetics Limited now sells into 40 countries, most successfully into Germany, USA, France, Spain and the Netherlands.

## Isoprime Ltd

Isoprime House  
Earl Road  
Cheadle Hulme  
Cheadle  
Cheshire  
SK8 6PT

**Website:** [www.isoprime.co.uk](http://www.isoprime.co.uk)  
**Employees:** 20  
**Immediate Parent:** Elementar Analysensysteme GmbH – Germany  
**Managing Director:** Dr Albrecht Sieper  
**Contact for press enquiries:** Dr Albrecht Sieper  
**Tel:** 0161 4883674  
**Email:** [albrecht.sieper@isoprime.co.uk](mailto:albrecht.sieper@isoprime.co.uk)

Isoprime, formed in 2008, designs, builds and services mass spectrometers and a complete portfolio of associated inlet systems. This first time Queen's Award winner claims a 30-35% market share of the world market and aims to be a world leader. Export sales have grown by 104% over the last three years. Isoprime operates at primary R&D level working with Universities and niche new businesses undertaking research in its specialist field. International markets have moved in the last five years and Isoprime has been able to move with them, with a strategy for growth focusing on five strands – growth in emerging markets, growth from new applications, growth from large scale R&D, a goal to be the number one choice for stable isotope research and growth through strategic partnerships.



## Metalube Ltd

4 Huntsman Drive  
Irlam  
Manchester  
M44 5EG

**Website:** [www.metalube.co.uk](http://www.metalube.co.uk)  
**Employees:** 20  
**Immediate Parent:** N/A  
**Chairman:** Mr Robert Brown  
**Contact for press enquiries:** Victoria Hunt  
**Tel:** 07551 235389  
**Email:** [torty.doug@btinternet.com](mailto:torty.doug@btinternet.com)

Metalube Ltd, established in 1989, is based in Manchester and produces speciality lubricants and protective greases used for producing non-ferrous tubes, wires, cables and electrical conductors. Metalube has invested heavily in a website, corporate identity and marketing material to support its sales efforts, and has a programme of continual market research to identify new markets. This experienced exporter is active in 80 markets and added eight new markets during the period, with Mexico being the most successful. The company currently has offices in China, India and Brazil. As part of the strategic plan, three more offices will be developed shortly in UAE, Mexico and USA. Overseas sales growth was 51%, with exports accounting for around 96% of total turnover for the three year period. Significant investment in a Centre for Innovation has been undertaken to underpin the company's ongoing research and development programmes.

## Projection Lighting Ltd

Fourth Avenue  
Trafford Park  
Manchester  
M17 1DB

**Website:** [www.alphaled.co.uk](http://www.alphaled.co.uk)  
**Employees:** 40  
**Immediate Parent:** N/A  
**Managing Director:** Mr Gary Heald  
**Contact for press enquiries:** Sarah Beerbohm  
**Tel:** 01727 753358  
**Email:** [sarah@sarahbeerbohm.com](mailto:sarah@sarahbeerbohm.com)

Projection Lighting Ltd started trading in 1991 and manufactures 'AlphaLED', a range of LED-based retail display and architectural lighting products traded worldwide. They took a strategic decision to export with a new technology product in 2009. Since then, an international team of distribution partners has been secured which now extends to 72 in 40 countries. In addition, the company sells directly to major retailers and lighting design companies, places adverts and editorial in international lighting trade journals and promotes the brand at international trade shows. As a result, exports have grown by 708% in the last three years. Projection Lighting underpins the quality of its product by offering an industry first guarantee level "No noticeable colour shift and a maximum of 5% lumen loss across the installation after 5 years."

## Regatta Ltd

Risol House  
Mercury Way  
Urmston  
Manchester  
M41 7RR

**Website:** [www.regatta.com](http://www.regatta.com)  
**Employees:** 392  
**Immediate Parent:** Risol Imports Ltd  
**Chairman:** Mr Keith Black  
**Contact for press enquiries:** Gill Russell/Jemma Volp-Fletcher  
**Tel:** 0161 7491251  
**Email:** [grussell@regatta.com](mailto:grussell@regatta.com)

Regatta Ltd, winner of a Queen's Award in International Trade for 2012, has illustrated an increase in its overseas sales by 66% over the last three years. The company produces quality outdoor (Regatta) clothing, footwear and accessories and snow/cycle (Dare2b) clothing and accessories. Exporting to over 54 countries and with offices across the world, 75% of the company's export business is from within the EU, the company's main sales focus. The company's key strategies have been to reinforce its position as the largest UK Outdoor brand and to establish Regatta and Dare2b in the top five brands in Europe. These strategies have been achieved through good relationships with key accounts, close partnerships with factories in China and Bangladesh, customer service as a priority, strong product development, extensive IT links and bespoke marketing solutions.



## Rinicom Ltd

Riverway House  
Morecambe Road  
Lancaster  
Lancashire  
LA1 2RX

**Website:** [www.rinicom.com](http://www.rinicom.com)  
**Employees:** 12  
**Immediate Parent:** Rinicom Holding Ltd  
**CEO:** Professor Garik Markarian  
**Contact for press enquiries:** Ann Marie Mount  
**Tel:** 01524 840450  
**Email:** [office@rinicom.com](mailto:office@rinicom.com)

Established in 2002, Rinicom develops and manufactures COFDM wireless IP mesh communication systems aimed at first responders and professional security services. Based in Lancaster, the business provides robust and reliable integrated communication systems using the latest technologies that provide flexible platforms for robust video, voice and data transmission in hostile environments. Over the last three years, Rinicom has delivered consistent financial performance, growing overseas sales by over 31% per year, by expanding rapidly throughout Europe, Asia and South America. This outstanding growth has been fuelled by its dedication to innovation and adaptation, combined with a focused sales and marketing strategy, strong customer support and commitment to developing leading-edge technologies. Collaborative research with leading UK universities helps keep Rinicom at the forefront of robust communications systems design.

## Stirling Lloyd Polychem Limited

Union Bank  
King Street  
Knutsford  
Cheshire  
WA16 6EF

**Website:** [www.stirlinglloyd.com](http://www.stirlinglloyd.com)  
**Employees:** 69  
**Immediate Parent:** Stirling Lloyd PLC  
**Managing Director:** Mr David Lloyd  
**Contact for press enquiries:** Andrew Crosbie  
**Tel:** 07947 992022  
**Email:** [andrewcrsb@gmail.com](mailto:andrewcrsb@gmail.com)

Stirling Lloyd Polychem Limited was formed in 1970 and specialises in high performance waterproofing and surfacing materials for the civil engineering, construction and highway maintenance markets. A first time Queen's Award winner, this experienced exporter's growth continues to be dominated by export sales that have grown by 98% over the last three years and now account for over 60% of its total sales. Stirling Lloyd work with local partners and quality-driven authorised contractors, together providing outstanding on-site and after-sales service. Stirling Lloyd has offices in the Middle East and USA and supplies high quality UK manufactured materials to over 50 countries in all parts of the globe.

## TENMAT Ltd

Ashburton Road West  
Trafford Park  
Manchester  
M17 1RU

**Website:** [www.tenmat.com](http://www.tenmat.com)  
**Employees:** 219  
**Immediate Parent:** Modular Stock Ltd  
**Managing Director:** Mr Anthony Moore  
**Contact for press enquiries:** Julian Greenhalgh  
**Tel:** 0161 8722181  
**Email:** [julian.greenhalgh@tenmat.com](mailto:julian.greenhalgh@tenmat.com)

The TENMAT business took its name in 1986 when it emerged from a larger group. Manchester-based, it designs and manufactures advanced composite materials for critical engineering applications and passive fire protection. The company operates in a niche market and has invested resources to identify and overcome significant barriers to entry particularly in areas that require rigorous customer approvals and long-term testing programs. The company is a current holder of a Queen's Award for Innovation and its continuing technical excellence provides a firm platform for exporting success. TENMAT has researched its markets and clients and has an established web-based marketing strategy and a well-developed overseas network. The company has a diverse spread of overseas markets and currently exports to 55 different countries, with the USA being of particular significance. Exports represent 75% of turnover, achieving 50% growth over three years.



## Totalpost Services Plc

1 Skelgillside  
Alston  
Cumbria  
CA9 3TR

**Website:** [www.totalpost.com](http://www.totalpost.com)

**Employees:** 36

**Immediate Parent:** N/A

**Chairman and Managing Director:** Mr David Hymers MBE

**Contact for press enquiries:** Kate Simpson

**Tel:** 07785 468694

**Email:** [kate@totalpost.com](mailto:kate@totalpost.com)

Established in 2002, Totalpost Services Plc manufactures mailroom equipment and consumables (manufactures ink cartridges) and imports and redistributes x-ray threat detection equipment. This first time Queen's Award winner has grown its exports by 82% over the last three years. Totalpost Services makes sales to 38 countries. The majority of its sales are throughout Europe with a strong presence also in the US. In four years, a third of the European market share has been obtained and it now has plans to open an office in Paris. Totalpost invests heavily in R&D and has an R&D hub at its manufacturing base as it constantly strives to develop new cartridge models as a key element of the company strategy.

## Triveritas Limited

Bank Barn  
How Mill  
Brampton  
Cumbria  
CA8 9JY

**Website:** [www.triveritas.com](http://www.triveritas.com)

**Employees:** 22

**Immediate Parent:** N/A

**Managing Director:** Mr Julian Braidwood

**Contact for press enquiries:** Mr Julian Braidwood

**Tel:** 0845 1232888

**Email:** [julian.braidwood@triveritas.com](mailto:julian.braidwood@triveritas.com)

Established in 2000, Triveritas Limited provides consultancy and clinical trials to develop new veterinary vaccines and medicines to improve animal welfare. The company is a first time Queen's Award winner with overseas sales having risen 219% in the last three years. Lead times to obtain new business are long for this niche specialised business but, once won, the re-order rate is 95%. Operating with colleagues in Germany, France, USA and Poland, the company currently exports to 23 countries, of which the USA has 46% of its overseas sales. As a result of a robust approach to market development, new territories entered in the last three years include India, Netherlands, Hungary, Switzerland, Australia, Japan and Bulgaria.



## **LIFETIME ACHIEVEMENT AWARD**

### **Ms Claire Dove MBE, DL**

Chief Executive  
Blackburne House Group  
Blackburne Place  
Liverpool  
Merseyside  
L8 7PE

**Contact for press enquiries:** Lisa Mairah  
**Tel:** 0151 7094356  
**Email:** [lisamairah@blackburnehouse.co.uk](mailto:lisamairah@blackburnehouse.co.uk)

Claire Dove earns the **Lifetime Achievement Award for Enterprise Promotion** following a long history in running and promoting social enterprise both locally in Liverpool, regionally and nationally as chair of SEUK. Claire was awarded an MBE in 1993 for her work in setting up the Women's Technology and Training Centre, an education facility in Liverpool to help single mothers and those from the black community to develop their potential. Since then she has developed the training centre into the social enterprise Blackburne House, which she has grown into one of the most successful women's support organisations and social enterprises in the UK. From its inception with 30 training places it now provides 1000+ places annually and employs 70 staff plus a number of volunteers. Blackburne House is rated 'excellent' by OFSTED and also achieved Beacon status.



## **Lady Cunningham**

Enterprise Development Coach  
Ways into Successful Enterprise  
Allerdale Borough Council  
Allerdale House  
New Bridge Road  
Workington  
Cumbria  
CA14 3YJ

**Contact for press enquiries:** Harry Dyke, CEO,  
Allerdale Borough Council  
**Tel:** 01900 702975  
**Email:** [harry.dyke@allerdale.gov.uk](mailto:harry.dyke@allerdale.gov.uk)

Lady Cunningham is employed as an Enterprise Development Coach on a project called Ways Into Successful Enterprise (WISE) that works in West Cumbria. The area suffers extensively from rural and social deprivation, with high levels of worklessness and child poverty. She has been involved in activities that support and mentor disadvantaged individuals and groups to set up or continue in business, to enter employment and/or to become self-employed and she has worked with, and mentored on a one-to-one basis, over 300 other potential start-ups. She has promoted enterprise by conceiving and co-ordinating high profile events celebrating the successful new business start-ups across West Cumbria. Anne also works with Young Enterprise and organises events with colleges and schools.



## Alfred Cheyne Engineering Limited

Towie Barclay Works  
Turriff  
Aberdeenshire  
Scotland  
AB53 8EN

**Website:** [www.ace-winches.co.uk](http://www.ace-winches.co.uk)  
**Employees:** 200  
**Immediate Parent:** N/A  
**CEO:** Mr Alfred George Cheyne  
**Contact for press enquiries:** Diana Muriel  
**Tel:** 01888 511658  
**Email:** [diana.muriel@ace-winches.co.uk](mailto:diana.muriel@ace-winches.co.uk)

Started in 1996, Alfred Cheyne Engineering is a stated global leader in the design, manufacture and hire of winches, marine deck machinery and provides associated hire personnel for the offshore oil and gas marine and renewable energy industries. Growth has been achieved through investment in plant and facilities, R&D investment focused on product and parts standardisation, coupled with the introduction of new products which are designed to increase market share both in the manufacturing and hire units of the business. A wide range of new markets and customers have been exploited and major contracts in three new territories have been won over the last three years. Alfred Cheyne Engineering has a vision to be the first engineering manufacturing facility in Scotland to be powered by renewable wind energy.

## HotDocs Limited

14 South Charlotte Street  
Edinburgh  
Scotland  
EH2 4AX

**Website:** [www.hotdocs.co.uk](http://www.hotdocs.co.uk)  
**Employees:** 21  
**Immediate Parent:** N/A  
**Managing Director:** Mr Russell Shepherd  
**Contact for press enquiries:** Lois Ferguson  
**Tel:** 07938 549441  
**Email:** [Lois.Ferguson@hotdocs.co.uk](mailto:Lois.Ferguson@hotdocs.co.uk)

Established in 1996, Edinburgh-based HotDocs Ltd has developed document automation software, a software toolkit for creating work-flow and intelligent templates. Overseas sales have grown by 166% over the last three years which has seen exports rise from 47% of overall sales to 65%. HotDocs is now used in 42 countries throughout the world with the USA, UK, Australia, Canada, Singapore and South Africa being the largest users. HotDocs engages in direct sales as well as channel distribution through a growing list of value added resellers and system integrators which sell, support and service HotDocs technologies. HotDocs also distributes its products through 3rd-party OEM relationships. HotDocs wins a Queen's Award for its solid overseas sales performance, underpinned by a comprehensive strategy and a commitment to product development.

## HRH Limited

19 Silverburn Place  
Bridge of Don Industrial Estate  
Aberdeen  
Scotland  
AB23 8EG

**Website:** [www.hrhgeology.com](http://www.hrhgeology.com)  
**Employees:** 81  
**Immediate Parent:** N/A  
**Managing Director:** Mr David Harrison  
**Contact for press enquiries:** Mr David Harrison  
**Tel:** 01224 347070  
**Email:** [david.harrison@hrhgeology.com](mailto:david.harrison@hrhgeology.com)

HRH Ltd was formed in 1989 and provides operational geology technology and services, specialising in software, consulting and advanced gas analysis. Overseas sales have risen steadily and impressively and the company currently exports 62% of its total sales. HRH, a first time Queen's Award winner, undertakes sound market analysis, marketing, innovation and exploitation of intellectual property to increase business performance. Its markets are widely spread and market penetration in their field is high. Regional offices are used to open up routes to facilitate partnering and develop markets, and the company has an integrated sales strategy which is linked to Intellectual Property development. These activities are used to open up markets and sustain them effectively.



## Keltic Seafare (Scotland) Ltd

Unit 6 Strathpeffer Road Industrial Estate  
Dingwall  
Highland  
IV15 9SP

**Website:** [www.kelticseafare.com](http://www.kelticseafare.com)  
**Employees:** 32  
**Immediate Parent:** N/A  
**Director:** Mr Laurence Watkins  
**Contact for press enquiries:** Mr Laurence Watkins  
**Tel:** 01349 877474  
**Email:** [laurence@kelticseafare.com](mailto:laurence@kelticseafare.com)

Established in 1992, Keltic Seafare (Scotland) Ltd supplies premium quality Scottish shellfish (live hand dived scallops, creel caught langoustine, lobster, and crab). The company operate in a niche market and has supplied some of Europe's premium restaurants. Export sales have increased by 1,633% over the last six years. The company aims to take a greater share of the European premium shellfish market and its growth strategy is built on exceptional product quality, first class personal service and fairness and consideration for the local fishing industry. This is a very customer-focused business in which both company and product reputation are essential. France and Spain were identified as its most promising markets and personal introductions led to placing its products with prestigious restaurants in both countries.

## KP Technology Ltd

12 Burn Street  
Wick  
Caithness  
KW1 5EH

**Website:** [www.kelvinprobe.com](http://www.kelvinprobe.com)  
**Employees:** 12  
**Immediate Parent:** N/A  
**CEO and Director:** Professor Iain Baikie  
**Contact for press enquiries:** Professor Iain Baikie  
**Tel:** 01955 602777  
**Email:** [iain@kptechnology.ltd.uk](mailto:iain@kptechnology.ltd.uk)

Based in Caithness, KP Technology Ltd was established in 2000. The company designs and manufactures Atmospheric-Pressure Photoemission Spectroscopy Systems (APPS) and Scanning Kelvin Probe Systems for Materials and Nanotechnology Engineering. It has worked hard to achieve rising international sales from those countries that continue to innovate in research and development of commercial products and thus seek to adopt innovative measurement equipment. The company values customer contact and has travelled over 40,000 miles to attend technical exhibits in Boston, San Francisco, Berlin, Nashville, Nice, Strasbourg, Tampa, Edinburgh and London in 18 months. Sales passed £1m as a result of a sustained marketing campaign. The company has achieved overseas earnings growth over the last three years of 114%.

## ModuSpec Engineering UK Ltd

Denburn House  
25 Union Terrace  
Aberdeen  
Aberdeenshire  
AB10 1NN

**Website:** [www.moduspec.com](http://www.moduspec.com)  
**Employees:** 24  
**Immediate Parent:** ModuSpec Engineering International BV – Netherlands  
**Snr Vice President (Europe, Africa, Russia):**  
Ms Margaret Mulcahy  
**Contact for press enquiries:** Kathrin Blaha  
**Tel:** 00 31 118 56 30 50  
**Email:** [kathrin.blaha@lr.org](mailto:kathrin.blaha@lr.org)

Established in 1989, Aberdeen-based ModuSpec Engineering UK Ltd is a market leading company providing a wide range of innovative services to ensure operational integrity of drilling assets for the oil and gas sector, often working in hostile environments. ModuSpec Engineering has adopted a three-pronged approach encompassing managing relationships, effective partnerships and first class service. It has achieved significant sales in the Netherlands, Norway and the US and increasingly in South Korea. High demand for new build drilling rigs, partly due to oil demand and the age of units currently in operation, has seen a sharp increase within ModuSpec UK's region for technical training delivered from the ModuSpec Training Academy. The company achieved overseas earnings growth of 144% over the last three years.



## Petroleum Experts Limited

Petex House  
10 Logie Mill  
Edinburgh  
Scotland  
EH7 4HG

**Website:** [www.petex.com](http://www.petex.com)  
**Employees:** 40  
**Immediate Parent:** Petex Management Company Limited  
**Director:** Mr Abdelhamid Guedroudj  
**Contact for press enquiries:** Mr Abdelhamid Guedroudj  
**Tel:** 0131 4747030  
**Email:** [directors@petex.com](mailto:directors@petex.com)

Established in 1990, Petroleum Experts Limited is based in Edinburgh and designs petroleum-engineering software programs used to model and manage oil and gas fields. The company has established a reputation for innovation and expertise. Investing heavily in research and development, Petroleum Experts is proactive in setting the technical direction with an open standard that allows the client to choose the best technology for each component of its field management system, creating a larger overall market and more opportunity. North America and Europe remain the company's largest markets but significant progress has been made in penetrating all the major oil-producing regions opening up five new markets including Iraq, Nigeria and Columbia in the last year. Sales increased each year and overseas sales growth was 126% for the six year period.

## Sarkar Defence Solutions Ltd

15 Edison Street  
Hillington Park  
Glasgow  
Scotland  
G52 4JW

**Website:** [www.sarkardefence.com](http://www.sarkardefence.com)  
**Employees:** 12  
**Immediate Parent:** N/A  
**Managing Director:** Mr Samrat Sarkar  
**Contact for press enquiries:** Mr Samrat Sarkar  
**Tel:** 07989 692364  
**Email:** [sam@sarkardefence.com](mailto:sam@sarkardefence.com)

Sarkar Defence Solutions Ltd, based in Glasgow, was established in 2006. Its principal products include Body Armour, Ballistic Vests, Helmets and Tactical Clothing. The company's entire routes to market are funnelled through e-mail (99%). Heavy investment has been made in internet/website tools and displaying products in defence exhibitions around the world. This has yielded overseas earnings growth of 474% over the last three years. 90% of Sarkar customers are repeat customers which is testament to the emphasis it places on customer service and after sales support. From a humble start in a bedroom six years ago, importing products for resale, Sarkar now manufactures all of its products in the UK and trades on the quality of its items.

## Speymalt Whisky Distributors Ltd t/a Gordon & MacPhail

George House  
Boroughbriggs Road  
Elgin  
Moray  
Scotland  
IV30 1JF

**Website:** [www.gordonandmacphail.com](http://www.gordonandmacphail.com)  
**Employees:** 137  
**Immediate Parent:** N/A  
**Managing Director:** Mr Michael Urquhart  
**Contact for press enquiries:** Mr Michael Urquhart  
**Tel:** 01343 554817  
**Email:** [michaelu@gordonandmacphail.com](mailto:michaelu@gordonandmacphail.com)

Speymalt Whisky Distributors Ltd t/a Gordon & MacPhail was established in 1895 and has a long tradition of distilling, bottling, and trading Scotch Whisky. A current International Trade Award holder, the company has increased its overseas sales by 92% over the last three years. The company aims to increase export turnover for Gordon & MacPhail and Benromach whiskies to £10 million by 2016-17. It built on its 2009 Queen's Award by refreshing its branding and updating the packaging of all Gordon & MacPhail whiskies. The company's main export markets are Taiwan, France, Germany, USA, and Japan and five new markets have been established in the last three years in China, Vietnam, South Africa, Turkey and Kazakhstan, with new orders pending for Brazil, South Korea and the UAE.



## The Innis & Gunn Brewing Company Ltd

6 Randolph Crescent  
Edinburgh  
Scotland  
EH3 7TH

**Website:** [www.innisandgunn.com](http://www.innisandgunn.com)

**Employees:** 11

**Immediate Parent:** Innis & Gunn Holdings Ltd

**Chief Executive and Principal Shareholder:** Mr Dougal Sharp

**Contact for press enquiries:** Mr Dougal Sharp

**Tel:** 07802 755214

**Email:** [Dougal.Sharp@innisandgunn.com](mailto:Dougal.Sharp@innisandgunn.com)

Established in 2003 and based in Edinburgh, The Innis & Gunn Brewing Company brews, matures and bottles/kegs beer. A current International Trade Queen's Award holder, it has built a portfolio of hand-crafted beers that acquire delicious flavours through being oak-matured in a variety of innovative ways. It focuses on three key markets where it has achieved considerable success deriving 78% of their export sales. In Sweden, it is the second largest importer of bottled beer. In Canada, it has the biggest selling British bottled beer. In the USA in 2010 it set up a sister company, Innis & Gunn USA Inc, and sold 1 million bottles in the first 12 months. Innis & Gunn has created organic growth through targeting individual countries and then appointing PR companies to build the brand.



## Zenith Oilfield Technology Ltd

Unit 8 Thainstone Business Park  
Inverurie  
Aberdeenshire  
Scotland  
AB51 5GT

**Website:** [www.zenithoilfield.com](http://www.zenithoilfield.com)

**Employees:** 55

**Immediate Parent:** Lufkin Industries Holdings UK Limited

**General Manager:** Mr Greg Davie

**Contact for press enquiries:** Vicky Florence

**Tel:** 01224 615008

**Email:** [Vicky.Florence@bigpartnership.co.uk](mailto:Vicky.Florence@bigpartnership.co.uk)

Zenith Oilfield Technology Ltd wins an Innovation Award for developing well surveillance apparatus, which has contributed significantly to increasing oil production worldwide. Using innovative parallel processing in real-time and bespoke software models, the pioneering systems perform automatic analysis on large amounts of temperature and pressure data received from down-hole monitoring gauges. Incorporating automatic alarms warning of condition changes beyond prescribed limits, they enable fields of many wells to be monitored efficiently in tandem. The systems can be accessed remotely by clients who view well conditions and adjust pumping equipment to optimise operations. In addition to boosting oil production, the commercially successful apparatus has improved the performance, and extended the lives, of pumps utilised down oil-wells.



## Scottish Seabird Centre

The Harbour  
North Berwick  
East Lothian  
Scotland  
EH39 4SS

**Website:** [www.seabird.org](http://www.seabird.org)  
**Employees:** 12  
**Immediate Parent:** N/A  
**CEO:** Mr Tom Brock OBE  
**Contact for press enquiries:** Mr Tom Brock OBE  
**Tel:** 01620 890202  
**Email:** [ceo@seabird.org](mailto:ceo@seabird.org)

Scottish Seabird Centre wins a Sustainable Development Award, its third since 2004, for maintaining commitment to sustainable tourism. Being a conservation and education charity, it continues to inspire children and adults to appreciate and care for wildlife and the natural environment. Its strategies for reducing the environmental impact of its operation, and for educating visitors about them, have been exemplary, particularly regarding the restoration of Craigleith Island habitat. In addition to continually improving its own performance through, for example, its Plan Green Zero policy and Fair Trade status, it instils rigour in its supply chain through its purchase and procurement policies. As a national resource, the Centre is vigorous in promoting sustainability to its visitors, from inside and outside Scotland. It also gives excellent support to 6,000 local members.

## Vegware Ltd

Canalside House  
43-45 Polwarth Crescent  
Edinburgh  
Scotland  
EH11 1HS

**Website:** [www.vegware.com](http://www.vegware.com)  
**Employees:** 10  
**Immediate Parent:** N/A  
**Managing Director:** Joe Frankel  
**Contact for press enquiries:** Lucy Frankel  
**Tel:** 0845 6430406  
**Email:** [lucy@vegware.co.uk](mailto:lucy@vegware.co.uk)

Vegware wins a Sustainable Development Award for developing compostable catering packaging, promoting sustainable development and reducing landfill waste in the catering and hospitality sector. Unique certified compostable products, including cutlery, tableware, napkins, cups for hot and cold drinks and take-away packaging, are manufactured exclusively from recycled or renewable materials. From its leadership position, the company has educated other firms in the sector about benefits of pursuing sustainable choices. It founded the Vegware Community Fund to support non-profit sustainability groups. It is the only packaging firm to offer, with every order, tailored Eco Audits quantifying carbon savings, virgin material savings and potential landfill diversions, thus promoting environmental awareness amongst customers. Recognising that environmental footprints extend beyond internal operations, it developed a free Food Waste Network facilitating efficient recycling by other UK businesses.



## Elekta Ltd

Linac House  
Fleming Way  
Crawley  
West Sussex  
RH10 9RR

**Website:** [www.elekta.com](http://www.elekta.com)  
**Employees:** 537  
**Immediate Parent:** Elekta AB - Sweden  
**Executive Vice President Oncology:** Mr Bill Yaeger  
**Contact for press enquiries:** Brett North  
**Tel:** 07584 056528  
**Email:** [brett.north@elekta.com](mailto:brett.north@elekta.com)

Established in 1996, Elekta Ltd is a subsidiary of Elekta AB of Sweden. The company designs and manufactures solutions for the radiotherapy treatment of cancer including hardware, software and services. A current holder of a Queen's Award in International Trade, the company has increased its overseas sales by 33% over the last three years. Elekta's strategy is to provide integrated, innovative and patient focused clinical solutions and services through collaboration and emphasis on growth. The worldwide distribution of access to efficient cancer treatment and care is extremely uneven and this is accelerating demand in Asian, African, Latin American and BRIC countries. Elekta has a product offering that matches global trends in cancer care and its export business is evenly spread between three sales regions - North America; Africa, Latin America & Europe and Asia-Pacific.

## Euroforest Limited

Mead House  
Bentley  
Farnham  
Hampshire  
GU10 5HY

**Website:** [www.euroforest.co.uk](http://www.euroforest.co.uk)  
**Employees:** 33  
**Immediate Parent:** Ahlmark Lines A-B - Sweden  
**Managing Director:** Mr David Symons  
**Contact for press enquiries:** Mr David Symons  
**Tel:** 01420 23030  
**Email:** [david.symons@euroforest.co.uk](mailto:david.symons@euroforest.co.uk)

Established in 1991, Euroforest is a subsidiary of O.F. Ahlmark Lines AB. The company harvests and markets British timber and exports round timber to limited export markets. The company has increased its overseas sales by 105% over the last three years. The company exports to a limited, niche market and is restricted in its exporting capability by the nature of the product, for example its growth cycle and harvest yields, pest control issues and bulk nature of the product and demand from the domestic market. The company therefore exploits its surplus materials in the domestic market by utilising its excellent knowledge of its market to open up new export opportunities when they arise, such as in Germany in 2010.

## Exploration Partners International Limited

25 High Street  
Cobham  
Surrey  
KT11 3DH

**Website:** [www.epi.co.uk](http://www.epi.co.uk)  
**Employees:** 13  
**Immediate Parent:** N/A  
**Managing Director:** Mrs Samantha Bowen  
**Contact for press enquiries:** Mrs Samantha Bowen  
**Tel:** 08702 406699  
**Email:** [samantha@epi.co.uk](mailto:samantha@epi.co.uk)

Established in 1988, EPI is a specialist provider of seismic quality control advisory services to the oil industry. A first time Queen's Award winner, the company has increased its overseas sales by 1,155% over the last six years. Their overseas business has traditionally been largely limited to marine exploration areas of the world. The company has addressed this by diversifying into land seismic operations, shallow water operations and HSE. It has also been able to achieve a wider geographical spread of business. The company has targeted business in multiple new markets during the period, spanning the Middle East, Africa, Australia and the Americas. Its main export markets are currently Norway, Kurdistan, Iraq, Trinidad and Tobago and Kenya.



## G3Baxi Partnership Limited

Biwater House  
Station Approach  
Dorking  
Surrey  
RH4 1TZ

**Website:** [www.g3bxp.com](http://www.g3bxp.com)  
**Employees:** 33  
**Immediate Parent:** N/A  
**Managing Director:** Mr Mike Goodman  
**Contact for press enquiries:** Marie Jarvie  
**Tel:** 01372 224055  
**Email:** [marie.jarvie@g3bxp.com](mailto:marie.jarvie@g3bxp.com)

G3BAXI Partnership Ltd, established in 2007 and based in Dorking, operates in a niche market providing a bespoke service to international and national oil companies. The company's unique selling point is its high quality staff who are all experts in their field. Business is generated through reputation and intelligence-led marketing, supported by contact with trade bodies, trade missions and the use of overseas agents and branches. The company operates in all the main oil-producing regions including Scandinavia and the Middle East. In addition to a branch in Azerbaijan, it has recently established a new wholly owned subsidiary in Oman. A current holder of a Queen's Award in International Trade, the company has strengthened its performance – exports accounted for 77% of sales with 90% overseas sales growth over the three year period.

## Griffon Hoverwork Limited

Merlin Quay  
Woolston  
Southampton  
SO19 7GB

**Website:** [www.griffonhoverwork.com](http://www.griffonhoverwork.com)  
**Employees:** 167  
**Immediate Parent:** Bland Group  
**Managing Director:** Mr Adrian Went  
**Contact for press enquiries:** Mr Adrian Went  
**Tel:** 02380 686634  
**Email:** [Adrian.went@griffonhoverwork.com](mailto:Adrian.went@griffonhoverwork.com)

A Southampton-based company trading for three years, Griffon Hoverwork Limited designs and manufactures the largest range of amphibious diesel-engine hovercraft in the world. They have proven, capable and reliable designs, using diesel engine technology and thin walled aluminium hull structures, which are sufficiently rugged and easy to repair for their, mainly government (Coast Guard and Navy), users. Export sales have increased by 148% during the last three years. Griffon delivers good after sales support and customer care, simultaneously developing local product support partnerships to increase customer support capability. The company knows its markets and clients very well and has been very successful in developing relationships/tenders for Government contracts.

## Hewson Consulting Engineers Ltd

67 Sydenham Road  
Guildford  
Surrey  
GU1 3RY

**Website:** [www.hcel.co.uk](http://www.hcel.co.uk)  
**Employees:** 19  
**Immediate Parent:** N/A  
**Managing Director:** Mr Nigel Hewson  
**Contact for press enquiries:** Mr Nigel Hewson  
**Tel:** 01483 560700  
**Email:** [info@hcel.co.uk](mailto:info@hcel.co.uk)

Hewson Consulting Engineers Ltd is a young company, established in 2005. It delivers innovative bridge and civil structural design and construction engineering solutions throughout the world. A first time Queen's Award winner, the company has increased its overseas sales by 546% over the last six years. The company has built up a network of contractors, consulting contacts and customers in a wide range of international projects. Much of their work is project-driven, often in some of the world's more challenging markets, and it sells its design expertise and experience and generally wins work through building relationships with the main stakeholders in key projects. Malaysia and Nigeria now account for 76% of export sales and new business has been won in Turkey, Macau and Brunei.



## McLaren Electronic Systems Ltd

McLaren Technology Centre  
Chertsey Road  
Woking  
Surrey  
GU21 4YH

**Website:** [www.mclarenelectronics.com](http://www.mclarenelectronics.com)  
**Employees:** 137  
**Immediate Parent:** N/A  
**Managing Director:** Dr Peter van Manen  
**Contact for press enquiries:** Ben Heatley  
**Tel:** 01483 261147  
**Email:** [ben.heatley@mclaren.com](mailto:ben.heatley@mclaren.com)

Established in 1989, McLaren Electronic Systems Ltd designs and manufactures control and data systems. A current Queen's Award in Innovation holder, the company continue to operate at the cutting edge of technology. McLaren Electronic Systems Ltd is best known for excellence in Formula 1 with sales in Germany, Japan, Switzerland and Spain. It has successfully expanded into other areas of motor racing including NASCAR and the IndyCar Series. The company has diversified into the Aviation sector, developing an engine control unit for piston engine aircraft, and the Rail sector, developing and deploying real-time video and data systems for a Rapid Transit System in San Francisco. Its continuing investment, diversification and identification of opportunities in different sectors underpin overseas sales growth of 63% over three years.

## Mediplus Ltd

7 The Gateway Centre  
Coronation Road  
Cressex Business Park  
High Wycombe  
Buckinghamshire  
HP12 3SU

**Website:** [www.mediplus.co.uk](http://www.mediplus.co.uk)  
**Employees:** 26  
**Immediate Parent:** N/A  
**Chairman:** Mr Bob Urie  
**Contact for press enquiries:** Mr Bob Urie  
**Tel:** 01494 551200  
**Email:** [bob@mediplus.co.uk](mailto:bob@mediplus.co.uk)

Mediplus Ltd was established in 1986. The company is focused on the research, development, manufacture and marketing of innovative medical devices used in urology and anaesthetics. A fundamental strategy within this is to develop innovative medical products, some of which are patented or awaiting regulatory approval in their target markets. A first time Queen's Award winner, the company has increased its overseas sales by 105% over the last six years. The company's main overseas markets are the USA, the Netherlands, France, Germany and Ireland, together accounting for 78% of export turnover. Success in the USA is driven by the introduction of a patented new product, the CT3000, which has resulted in sales growing to £230k. The company has also entered three new European markets, France, Spain and Italy.

## Niftylift Ltd

Unit 1 Fingle Drive  
Stonebridge  
Milton Keynes  
Buckinghamshire  
MK13 0ER

**Website:** [www.niftylift.com](http://www.niftylift.com)  
**Employees:** 211  
**Immediate Parent:** N/A  
**Chairman:** Dr Roger Bowden  
**Contact for press enquiries:** Jess Bowden  
**Tel:** 07734 855245  
**Email:** [jbowden@niftylift.com](mailto:jbowden@niftylift.com)

Established in 1985, Niftylift Ltd manufactures mobile aerial platforms for the building, construction and maintenance sectors. A first time International Trade Award winner, the company has increased its overseas sales by 106% over the last three years. The company's main export markets are the USA, the Netherlands, Australia, Germany and France, which together account for 78% of all export sales. The US market for access platforms is very mature, with a large number of local manufacturing competitors. Once a foothold had been established, Niftylift was then able to introduce more sophisticated models with significant unique selling points over US manufactured units. Developing markets are Russia, China and the Far East and the Middle East, and the company has identified new opportunities in Central and South America. It also wins the Queen's Award in Innovation.



## Protec Technical Ltd

21-23 East Street  
Fareham  
Hampshire  
PO16 0BZ

**Website:** [www.protectechnical.co.uk](http://www.protectechnical.co.uk)  
**Employees:** 13  
**Immediate Parent:** N/A  
**Managing Director:** Mr Mark Bishop  
**Contact for press enquiries:** Mr Mark Bishop  
**Tel:** 01329 232221  
**Email:** [m.bishop@protectechnical.co.uk](mailto:m.bishop@protectechnical.co.uk)

Protec Technical Ltd, established in 2003, is based in Fareham, Hampshire. It provides technical recruitment services, supplying permanent and contract staff worldwide. The company specialises in the aerospace, defence, engineering and construction sectors, operating from a main office near Portsmouth but with a presence in China. Recruitment is in niche, specialist sectors and Protec's targeting internationally focuses on the need for these technical specialisms. The company works on providing a supporting infrastructure to go with specialist personnel and has distinguished itself by its willingness to seek out and trade with smaller clients that may not be targeted by, or even considered acceptable to, larger UK/international agencies. Protec has built a strong presence in mainland Europe (especially in France and Belgium) and has entered a number of new markets over the last three years, including Saudi Arabia, China and Mongolia and East African countries.

## Tiffany Rose Ltd

1 Sundial Court  
Barnsbury Lane  
Surbiton  
Surrey  
KT5 9RN

**Website:** [www.tiffanyrose.com](http://www.tiffanyrose.com)  
**Employees:** 10  
**Immediate Parent:** N/A  
**Founder & Creative Director:** Ms Tiffany London  
**Contact for press enquiries:** Ms Tiffany London  
**Tel:** 0844 448 0123  
**Email:** [tiffany@tiffanyrose.com](mailto:tiffany@tiffanyrose.com)

Tiffany Rose Ltd, based in Surbiton, Surrey was established in 2003 and is a designer, manufacturer and retailer/wholesaler of maternity occasion wear entirely made in Britain. Tiffany Rose has reported 137% growth in overseas sales over the last three years. This success is based on thorough market research with a laser focus on specific segments of markets. Similarly, brand development and marketing copy has been developed as a key driver of growth for the company, with exceptional depth, detail and quality of both. Tiffany Rose has set out strategies to continue this growth into the future including plans to expand into Sweden, Norway, Denmark and Finland in 2013 and the BRIC countries in 2016.

## W Durston Ltd

Grafton Street  
High Wycombe  
Buckinghamshire  
HP12 3AJ

**Website:** [www.durston.com](http://www.durston.com)  
**Employees:** 10  
**Immediate Parent:** N/A  
**Director:** Mr Matthew Durston  
**Contact for press enquiries:** Mr Matthew Durston  
**Tel:** 07711 393100  
**Email:** [md@durston.com](mailto:md@durston.com)

Established in 1964, W Durston Ltd manufactures rolling mills used by jewellers to roll down gold and silver for making jewellery. A current holder of a Queen's Award in International Trade, the company's export sales have risen by 53% during the entry period. Just short of 60% of the company's overseas business is accounted for by sales to the USA, Germany, the Netherlands, Australia and Chile, and it has entered five new markets in the last year – Lithuania, Slovakia, Romania, Cyprus and Egypt. The Durston brand is globally well known and, while this does help to bring business, its most successful route to export sales has been via international exhibitions.



## Wood & Douglas Ltd

Lattice House  
Baughurst Road  
Baughurst  
Tadley  
Hampshire  
RG26 5LP

**Website:** [www.woodanddouglas.co.uk](http://www.woodanddouglas.co.uk)  
**Employees:** 68  
**Immediate Parent:** Wood & Douglas Holdings Limited  
**Managing Director:** Mr Alan Wood  
**Contact for press enquiries:** Mr Alan Wood  
**Tel:** 01189 811444  
**Email:** [alan.wood@woodanddouglas.co.uk](mailto:alan.wood@woodanddouglas.co.uk)

Wood & Douglas Ltd, established in 1977 and based in Tadley, Hampshire, produces wireless equipment for voice, data and video transmission. The company has been effective in targeting large, multinational, original equipment manufacturers that incorporate wireless transmitters and receivers into products. Highly successful, this strategy accounts for 90% of sales. Online marketing and attendance at key events has helped Wood & Douglas to promote its brand and attract new business. New sales to Australia, India, Middle East and Iceland have all been added and the company has significantly increased trade with China and Sweden. Exports account for 50% of all sales and overseas sales growth was just under 50% for the three year period.

## Zinc Ahead Ltd

4240 Nash Court  
John Smith Drive  
Oxford Business Park South  
Oxford  
OX4 2RU

**Website:** [www.zinc-ahead.com](http://www.zinc-ahead.com)  
**Employees:** 41  
**Immediate Parent:** N/A  
**CEO:** Mr James Brown  
**Contact for press enquiries:** Mr James Brown  
**Tel:** 07801 288436  
**Email:** [jamesbrown@zinc-ahead.com](mailto:jamesbrown@zinc-ahead.com)

Zinc Ahead Ltd was established in 2001 and is based in Oxford. It provides systems to global life sciences companies that enable improved regulatory compliance. The company has expanded rapidly over the course of the last three years and now has clients in over 160 countries worldwide. This expansion is a direct result of an active strategy to leverage existing customer relationships to identify key decision-makers in global and regional headquarters. An integral component is using their key product's data to act as a reference to clients globally. As a result export sales have grown by 268% and exports as a percentage of turnover have grown from 34% to 59%.



## ADF Milking Limited

1 Camelia Court  
Shellbridge Road  
Slindon Common  
Arundel  
West Sussex  
BN18 0LT

**Website:** [www.adfmilking.com](http://www.adfmilking.com)  
**Employees:** 13  
**Immediate Parent:** An Udder Company Limited  
(A Holding Company)  
**CEO:** Mr Angus Buchanan  
**Contact for press enquiries:** Justine van Guyse  
**Tel:** 01243 814 904  
**Email:** [justinev@adfmilking.com](mailto:justinev@adfmilking.com)

An Innovation Award is made to the small company, ADF Milking Limited, for the manufacture of a milking cluster based automatic dipping and flushing system, which has reduced the risk of disease associated with milking cows. The innovative system, part of a milking machine, incorporates teat cups specially designed to prevent cross contamination of bacteria between cows sharing milking clusters. Within the cups, a precisely calibrated dose of anti-bacterial dip is applied to vulnerable teats, before being disinfected and thoroughly washed with sanitized water. The resulting process is consistent, less stressful to the animals and more effective than other automated post-milking routines. The innovation, which can be retro-fitted to existing equipment, has reduced the incidence of cow mastitis, increased parlour efficiency and reduced the costs of maintaining dairy herds.

## De La Rue International Limited

Jays Close  
Viabes  
Basingstoke  
Hampshire  
RG22 4BS

**Website:** [www.delarue.com](http://www.delarue.com)  
**Employees:** 1961  
**Immediate Parent:** De La Rue Holdings plc  
**Managing Director, Currency:** Mr Keith Brown  
**Contact for press enquiries:** Rob Hutchison  
**Tel:** 01256 605018  
**Email:** [rob.hutchison@uk.delarue.com](mailto:rob.hutchison@uk.delarue.com)

De La Rue International Limited wins an Innovation Award for developing and supplying a novel and more secure banknote structure termed Optiks™. Traditionally, the main counterfeiting threat came from organised gangs with specialist equipment. With the development of sophisticated, low-cost photocopiers and scanners, a new threat arose from individual counterfeiters. To overcome both threats, the company enhanced its paper-making processes and materials technology to develop new products. Incorporating patented security features and processes, the novel banknotes are difficult to copy convincingly, but are responsive to traditional authentication techniques. Despite high production costs nearly 200 million new notes, particularly of high denominations, incorporating a novel 18mm wide security thread structure, have been put into circulation in numerous countries during the last five years, thus contributing significantly to the company's commercial success.

## iNet Telecoms Ltd (Voipfone)

2 Cambridge Gardens  
Hastings  
East Sussex  
TN34 1EH

**Website:** [www.voipfone.co.uk](http://www.voipfone.co.uk)  
**Employees:** 19  
**Immediate Parent:** N/A  
**CEO:** Mr Colin Duffy  
**Contact for press enquiries:** Jo Brooks  
**Tel:** 01273 622555 or 07930 432508  
**Email:** [job@jb-pr.com](mailto:job@jb-pr.com)

An Innovation Award is made to iNet Telecoms Ltd (known as Voipfone) for developing and selling a telephone service specifically designed for micro-businesses, enterprises with fewer than ten employees. The commercially successful service, using Voice over Internet Protocol (VoIP) to transmit telephone calls over the internet and other networks, responds to challenges related to size, diversity, sensitivity to price, flexibility and instability of very small firms. It incorporates a dedicated 'cloud' exchange, purpose-built software and a sustainable business model that supports changes in communication products at low prices without compromising service levels. Thus, customers can change numbers of telephone extensions and run them wherever there are network connections on a 'pay for what you need' basis. They are enabled to grow or down-size without penalty, inconvenience or additional cost.



## Niftylift Ltd

Fingle Drive  
Stonebridge  
Milton Keynes  
Buckinghamshire  
MK13 0ER

**Website:** [www.niftylift.com](http://www.niftylift.com)  
**Employees:** 211  
**Immediate Parent:** N/A  
**Chairman:** Dr Roger Bowden  
**Contact for press enquiries:** Jess Bowden  
**Tel:** 07734 855245  
**Email:** [jbowden@niftylift.com](mailto:jbowden@niftylift.com)

An Innovation award is made to Niftylift Ltd for developing a mobile elevated work platform. Having four-wheel drive and a hybrid diesel and battery power supply, the platform incorporates patented safety features. They include a tough operator enclosure, a sustained voluntary protection system and a crush-prevention device, which stops machine movement automatically if overhead objects make contact with operators. The platform can support two people to a safe working height of 17 metres with a working outreach of nine metres. The new platform is safer, cheaper, more comfortable and environmentally-friendly and cheaper to operate than alternatives. Its light weight enables deployment in areas of low floor loadings, thus giving versatility. The innovation has contributed to the commercial success of the company. It also wins the Queen's Award in International Trade.

## PrisymID Ltd

Tech House  
Oaklands Park  
Oaklands Business Centre  
Wokingham  
Berkshire  
RG41 2FD

**Website:** [www.prisymid.com](http://www.prisymid.com)  
**Employees:** 62  
**Immediate Parent:** N/A  
**CEO:** Mr Mick Daw  
**Contact for press enquiries:** Mr Mick Daw  
**Tel:** 01189 364444  
**Email:** [mickdaw@prisymid.com](mailto:mickdaw@prisymid.com)

PrisymID Ltd wins an Innovation Award for developing a labelling system suitable for medical applications. The medical device and pharmaceutical sectors are subject to stringent regulation regarding electronic records and signatures. Vendors of medical devices and drugs have to demonstrate compliance, including with respect to labelling. The new, web-based system, which incorporates purpose-built software with security features, links to customers' manufacturing facilities ensuring that printed information (labels and supporting documents) is accurate and secure. One feature is a check that printing devices to be utilised have been validated. The commercially successful innovation has resulted in consistent branding, increased efficiency and robust compliance with regulations. Reduced costs associated with labelling errors have led to significant savings.



## Pureprint Group Ltd

Beacon House  
Brambleside  
Bellbrook Industrial Estate  
Uckfield  
East Sussex  
TN22 1PL

**Website:** [www.pureprint.com](http://www.pureprint.com)  
**Employees:** 182  
**Immediate Parent:** East Sussex Press Ltd  
**Chief Executive and Joint Owner:** Mr Mark Handford  
**Contact for press enquiries:** Richard Owers  
**Tel:** 07711 687408  
**Email:** [rowers@pureprint.com](mailto:rowers@pureprint.com)

A Sustainable Development Award is made to Pureprint Group Ltd for showing that sustainable printing is affordable and for promoting sustainable practices within and beyond the printing industry. Since winning a Queen's Award in 2008, the company has continually improved internal environmental management, extended its approach to responsible supply chain management and, through continued service development, encouraged and advised customers on reducing carbon footprints. It expanded its carbon off-setting scheme, involved staff in management processes through its employee sustainability idea-sharing scheme and, through investing in staff throughout recession, achieved impressive commercial performances at home and abroad. It encouraged and, through sharing knowledge, helped suppliers to improve, many having introduced in-house carbon off-setting schemes. The company is an impressive example to others, inside and outside the sector, of commitment to embedding sustainability.



## Mr Michael Herd

Executive Director  
The Sussex Innovation Centre  
University of Sussex  
Science Park Square  
Falmer  
BN1 9SB

**Contact for press enquiries:** Rob Read  
**Tel:** 01273 678109  
**Email:** R.K.Read@sussex.ac.uk

Mike Herd is the Executive Director of The Sussex Innovation Centre (SInC) a business incubation company attached to the University of Sussex. Mike has worked for over 15 years to create and run SInC as a self-sustaining business which now works to support University spin-out companies and other local organisations with advice, support and seed funding to help to build businesses. Mike has also extended the range of the centre to cover the local county. Through this organisation he has nurtured over 230 businesses and now there are currently 60 high tech, high growth companies in residence, with an additional 40 receiving guidance and support as virtual members. His enterprise promotion activities extend more widely with his involvement as a board member of UK Business Incubation Ltd (UKBI).

## Mr Ian Smith

Vice Principal  
Surbiton High School for Girls  
13 Surbiton Crescent  
Kingston Upon Thames  
Surrey  
KT1 2JT

**Contact for press enquiries:** Alex Kearney, Marketing Director  
**Tel:** 020 8546 5245  
**Email:** alex.kearney@surbitonhigh.com

Ian Smith is Vice Principal at Surbiton High School and has been a successful teacher of business and enterprise for 20 years, whilst carrying out a range of voluntary activities for Young Enterprise (YE) and other organisations. He has been an exceptional volunteer ambassador and a Link Teacher for YE for over 20 years in different schools, Chair of YE Regional Board and YE Trustee in Berkshire and Surrey. Ian has supported over 600 Year 12 pupils across nearly 50 YE companies and has initiated projects with Entrepreneurs in Action, '21st Century Skills for 21st Century Business' and 'From Classroom to Boardroom'. Through his work he has encouraged the creation of social entrepreneurship projects called 'Akenkan' and 'Morsbags' in collaborations with Free the Children UK.

## Mr John Vernon

Business Advisor  
Oxfordshire Business Enterprises  
Bodicote House  
White Post Road  
Bodicote  
Banbury  
Oxfordshire  
OX15 4AA

**Contact for press enquiries:** John Vernon  
**Tel:** 01993 851121  
**Email:** jta.management@virgin.net

John Vernon has earned a Queen's Award for Enterprise Promotion for his work in supporting new and small businesses. John has been active in mentoring and assisting pre-start and start-up businesses for the last 14 years and has contributed the breadth and depth of his extensive previous management experience to younger and growing enterprises. He has been a voluntary advisor with Oxfordshire Business Enterprises (OBE) for eight years during which time he has worked with some 500 clients, mainly start-ups, but also some more mature SME businesses. In addition to his advisory role, John has also become substantially involved in the management of OBE, joining the Board of Directors as Advisor Representative to the Board. He spends up to three days per week on this activity, provided on a voluntary basis.



## Auger Torque Europe Limited

Shipton Downs Farm  
Hazleton  
Cheltenham  
Gloucestershire  
GL54 4DX

**Website:** [www.augertorque.com](http://www.augertorque.com)  
**Employees:** 28  
**Immediate Parent:** N/A  
**Managing Director:** Mr Alister Rayner  
**Contact for press enquiries:** Alistair Brydon  
**Tel:** 01451 861652  
**Email:** [alistair.brydon@augertorque.com](mailto:alistair.brydon@augertorque.com)

First time Queen's Award winner Auger Torque Europe Limited started trading in 1998. The company specialises in earth drill, trenching and related attachments for construction equipment. It has grown its export sales by 135% over the last three years. Operating via distributors and dealers, the company invest heavily in trade shows as well as dealing directly with original equipment manufacturers (OEM). Augur Torque Europe Ltd offers rapid manufacture along with holding ready to ship stock to meet customer demand and immediate delivery requirements. Investment is put into new product development for OEMs and the market generally. New markets opened in the last three years include South Africa, Lithuania, Kazakhstan, Estonia, Egypt, Romania and Belarus.

## BMT Defence Services Ltd

210 Lower Bristol Road  
Bath  
Somerset  
BA2 3DQ

**Website:** [www.bmtdsl.co.uk](http://www.bmtdsl.co.uk)  
**Employees:** 245  
**Immediate Parent:** BMT Group Ltd  
**Managing Director:** Mr Muir Macdonald  
**Contact for press enquiries:** Johanna Probert,  
Marketing Manager  
**Tel:** 01225 473706  
**Email:** [jprobert@bmtdsl.co.uk](mailto:jprobert@bmtdsl.co.uk)

BMT Defence Services Ltd was formed in 1989 and is a wholly owned subsidiary of BMT Group Ltd. The company traditionally provides naval ship design and consulting engineering support to the UK Royal Navy and international customers. A first-time Award winner, the company is benefitting from a long term international sales strategy first established in 2006 that has delivered an increase in overseas sales of almost 600% over the last three years. The strategy, focused on Navies of both allied and emerging countries, has led to substantial new business wins in Turkey and South Korea within the first two to three years. Language and cultural awareness training have been key components in forging these new relationships, demonstrating a commitment to establishing long term international business, planned to develop into further countries.

## Coombe Castle International Ltd

Unit 1  
Edinburgh Way  
Corsham  
Wiltshire  
SN13 9XN

**Website:** [www.coombecastle.com](http://www.coombecastle.com)  
**Employees:** 29  
**Immediate Parent:** N/A  
**Managing Director:** Mr Glyn Woolley  
**Contact for press enquiries:** Mr Glyn Woolley  
**Tel:** 01225 812712  
**Email:** [glyn@coombecastle.com](mailto:glyn@coombecastle.com)

Established in 1980, Coombe Castle International Ltd is based in Corsham, Wiltshire. The company is an exporter of cheese, cream and butter worldwide and a manufacturer of clotted cream. Coombe Castle has been both innovative in its products, developing sticky toffee pudding flavour cheese and other unique flavours, and good at utilising the image of the UK internationally. The company invested heavily in 2011 and this has paid dividends through the capture of new markets entering eight new ones in the last three years - India, Russia, Australia, Denmark, South Korea, China (Shanghai), Taiwan and Spain. In Japan and Hong Kong Coombe Castle has 35% of the table cheese market and 50% of the imported Clotted Cream market.



## Denis Wick Products Ltd

Unit 19-20  
Dawkins Road  
Poole  
Dorset  
BH15 4JY

**Website:** [www.deniswick.com](http://www.deniswick.com)  
**Employees:** 22  
**Immediate Parent:** N/A  
**Managing Director:** Mr Denis Wick  
**Contact for press enquiries:** Mr Denis Wick  
**Tel:** 01202 665100  
**Email:** [denis@deniswick.co.uk](mailto:denis@deniswick.co.uk)

Denis Wick Products Ltd, based in Poole in Dorset, was established in 1978. It manufactures high quality musical instrument accessories for brass instruments and has established itself as one of the leading makers of mouthpieces, mutes and other accessories for brass players. Denis Wick sells products to over 47 different countries around the world. Its brand is well-known and respected amongst brass players. In the US, it achieves approximately 5% of total sales of mouthpieces and around 15% of the mute market. These figures are higher for Europe where it dominates the mute market. New markets entered in the period are China and Taiwan. Denis Wick has emphatically demonstrated good ability to cope with the difficulties of foreign language adaptation where translation of musical terms is a complicated concept.

## Espiner Medical Ltd

Unit 3 Yeobank  
Kenn Road  
Clevedon  
Bristol  
BS21 6TH

**Website:** [www.espinermedical.com](http://www.espinermedical.com)  
**Employees:** 9  
**Immediate Parent:** N/A  
**Managing Director:** Mr James Howard  
**Contact for press enquiries:** David Hickey  
**Tel:** 01275 878801  
**Email:** [dhickey@espinermedical.com](mailto:dhickey@espinermedical.com)

Established in 1994 by Mr Harry Espiner and Mr James Howard, Espiner Medical Ltd manufactures tissue retrieval systems for use in laparoscopic (keyhole) surgery. A first time Queen's Award winner, the company has increased its overseas sales turnover by 1,517% over the last six years. The company is currently targeting highly regulated new markets such as Brazil, China and Japan. It has recently doubled its manufacturing floor space in anticipation of the increase in orders within the next two years. Its main export markets are Germany, Spain, Austria, Canada and Australia. The USA, Canada, Saudi Arabia, New Zealand and Poland have been identified as potential growth markets, with authorisation been granted to export directly into the USA. As well as locating, training and developing a distributor network, it also works directly with surgeons and other medical professionals to identify new product requirements.

## Jo Bird & Co Ltd

Factory Lane  
Bason Bridge  
Highbridge  
Somerset  
TA9 4RN

**Website:** [www.jobird.co.uk](http://www.jobird.co.uk)  
**Employees:** 20  
**Immediate Parent:** N/A  
**Managing Director:** Mr Guy Atkins  
**Contact for press enquiries:** Mr Guy Atkins  
**Tel:** 01278 785546  
**Email:** [guy.atkins@jobird.co.uk](mailto:guy.atkins@jobird.co.uk)

Established in 1986, Jo Bird & Co Ltd manufactures specialist cabinets to protect fire safety and lifesaving equipment. This first time Queen's Award winner has grown its overseas sales by 141% over the last three years. The company has undergone a fundamental review of all aspects of its operation, including product design and manufacturing processes. In doing so, it identified new markets and new segments and exceeded its own sales targets. In addition, it has targeted specific markets and re-designed products based on 'fit for market' and customer feedback. Following its re-positioning, the company sell into a number of markets with Italy (32%) and Singapore (16%) accounting for the majority of sales. The company has most recently achieved sales in two new markets, Egypt and Saudi Arabia.



## Metryx Ltd

1240 Aztec West  
Almondsbury  
Bristol  
BS32 4SH

**Website:** [www.metryx.net](http://www.metryx.net)  
**Employees:** 13  
**Immediate Parent:** N/A  
**CEO:** Dr Adrian Kiermasz  
**Contact for press enquiries:** Dr Adrian Kiermasz  
**Tel:** 01454 227460  
**Email:** [adrian.kiermasz@metryx.net](mailto:adrian.kiermasz@metryx.net)

Metryx Ltd was formed in 2000 and sells high technology equipment for monitoring semiconductor manufacture. Metryx Ltd technology was invented, and is manufactured, in the UK. The company exports 100% of sales to a compact but quite complex market. Export sales have grown by 240% over the last three years with plans in place for continued growth and expansion into Far Eastern markets. It has won business from large multinational brand names across the world and works hard on partner development en route to winning the business. The company won a Queen's Award in Innovation in 2008 and has subsequently turned its innovative invention into a commercial success through exporting.

## MW High Tech Projects UK Ltd

Methuen South  
Bath Road  
Chippenham  
Wiltshire  
SN14 0GT

**Website:** [www.gbr.mwgroup.net](http://www.gbr.mwgroup.net)  
**Employees:** 108  
**Immediate Parent:** M+W Germany GmbH - Germany  
**CEO:** Mr Peter Greenhalgh  
**Contact for press enquiries:** Alex Goude  
**Tel:** 01249 455150  
**Email:** [alex.goude@mwgroup.net](mailto:alex.goude@mwgroup.net)

Established in 2004, MW High Tech Projects UK Ltd is a subsidiary of M&W Germany GmbH. It is an engineering and construction company offering complete process and facility solutions. A first time Queen's Award winner, the company has increased its export sales by 475% over the last three years. The company's business plan aims to treble annual turnover by 2015. Current overseas business is with EU and the USA. The company targets businesses in four key market areas - advanced technology facilities; energy and environment; life sciences, science and research and high tech infrastructure. It is also looking to develop exports into Northern Europe, offering engineering and construction services to the nuclear sector.

## Rigibore Ltd

Guildford Road Industrial Estate  
Hayle  
Cornwall  
TR27 4QZ

**Website:** [www.rigibore.com](http://www.rigibore.com)  
**Employees:** 31  
**Immediate Parent:** Bassett Group Ltd  
**Chairman:** Mr Roger Bassett  
**Contact for press enquiries:** Suzanne Bennet  
**Tel:** 01736 758662  
**Email:** [suzanne@rigibore.com](mailto:suzanne@rigibore.com)

Established in 1983, Rigibore Ltd, owned by Bassett Group Ltd, designs and manufactures precision standard and special boring tools and integrated boring systems. A first time Queen's Award winner, the company has increased its overseas sales by 123% over the last six years. The company's main export markets are USA, which accounts for 65% of export sales, India, China, Germany and Turkey, a new territory. The company has different trading strategies in different parts of the world – for example, Rigibore Inc in the USA trades directly with blue chip clients and with machine tool builders and, in India, the company works with a Sales Agent. The company plans to establish Rigibore GmbH to directly market its products in Germany.



## SelectScience Ltd

Science House  
Church Farm Business Park  
Corston  
Bath  
Somerset  
BA2 9AP

**Website:** [www.selectscience.net](http://www.selectscience.net)  
**Employees:** 22  
**Immediate Parent:** N/A  
**Managing Director and Publisher:** Mr Arif Butt  
**Contact for press enquiries:** Mr Arif Butt  
**Tel:** 01225 874666  
**Email:** [arif@selectscience.net](mailto:arif@selectscience.net)

Established in 1998, SelectScience Ltd is an innovative online publisher in the science industry, providing application and technology information to scientists around the world and enabling online conversation about scientific products to help accelerate critical research. The company offers a 'borderless' service with over 50 large clients and 230,000 subscription members worldwide. SelectScience maintains a direct sales force in Europe and the US. The company has successfully penetrated the European and North American markets, with planned expansion into emerging markets. New clients and territories are targeted through research, monitoring customer interaction through interview, discussion and online surveys. SelectScience's exports represent 85% of turnover and overseas sales growth was 72% over the last three years.

## Simpleware Limited

Bradninch Hall  
Castle Street  
Exeter  
Devon  
EX4 3PL

**Website:** [www.simpleware.co.uk](http://www.simpleware.co.uk)  
**Employees:** 15  
**Immediate Parent:** N/A  
**Managing Director:** Dr Philippe Young  
**Contact for press enquiries:** Mr David Harman  
**Tel:** 01392 428750  
**Email:** [d.harman@simpleware.com](mailto:d.harman@simpleware.com)

Established in 2003, Simpleware Limited is based in Exeter and is a current holder of a Queen's Award in Innovation for 2012. The company provides software for the visualisation, analysis and conversion of 3D scan data from MRI and CT into numerical models for simulation. The company's excellent record of technical accomplishment, proactive collaboration with major players, such as NASA-USA, and the ongoing investment and focus on R&D underpins the company's success. Simpleware is a successful global company, exporting to the USA, Germany Japan, France, China, Australia, Canada and other EU countries. In addition, strong re-selling networks are being established in India, Taiwan, and Singapore. Simpleware's exports contributed 81% of total turnover with overseas sales growth at 690% over the last six years.

## Whetman Pinks Limited

Houndspool Ashcombe Road  
Dawlish  
Devon  
EX7 0QP

**Website:** [www.whetmanpinks.com](http://www.whetmanpinks.com)  
**Employees:** 34  
**Immediate Parent:** N/A  
**Managing Director:** Mrs Carolyn Bourne  
**Contact for press enquiries:** Mrs Carolyn Bourne  
**Tel:** 07860 198238  
**Email:** [carolyn@whetmanpinks.com](mailto:carolyn@whetmanpinks.com)

Whetman Pinks was founded in 1936 and incorporated in 2004. It is an independent company breeding and propagating hybrid Dianthus (Pinks). It exports to a number of markets including mainland Europe, Japan, USA, Canada, Australia, New Zealand and South Africa and is the only commercial Pinks specialist in the world. This first time winner of a Queen's Award has a clear strategy and knows its markets, its products and its potential. Sales are achieved via trade shows, publications and its wholesale catalogues as well as the use of brokers. Where it is uneconomical to supply directly licenses are used, with licenses recently having been issued to four new territories.



## Advanced Insulation Plc

Unit E Bristol Road  
Hardwicke  
Gloucester  
GL2 4PA

**Website:** [www.aisplc.com](http://www.aisplc.com)  
**Employees:** 126  
**Immediate Parent:** N/A  
**Managing Director:** Mr Andrew Bennion  
**Contact for press enquiries:** Howard Walker  
**Tel:** 01452 880835 or 07740 579774  
**Email:** [howard.walker@aisplc.com](mailto:howard.walker@aisplc.com)

Advanced Insulation Plc wins an Innovation Award for developing a range of insulation products for application to well-heads and associated oil extraction equipment on the sea floor. Incorporating advanced materials and applied using a unique process, the patented products are capable of operating at very high temperatures and extreme depths, thus ensuring effective working of sub-sea facilities, which are prone to failure if not properly protected in hazardous environments. The new, long-life products are enabling the cost-effective exploitation of oil fields that previously was not possible. Consequently, the significant extension of oil production worldwide has been made possible. Based on the innovations, the company has enjoyed significant commercial success over recent years.

## Atlantic Inertial Systems Ltd, t/a UTC Aerospace Systems

Clifford Rd  
Southway  
Plymouth  
Devon  
PL6 6DE

**Website:** [www.utcaerospacesystems.com](http://www.utcaerospacesystems.com)  
**Employees:** 272  
**Immediate Parent:** Goodrich Ltd  
**Managing Director:** Mr Kevin Pindard  
**Contact for press enquiries:** Alison Fenn  
**Tel:** 01752 722005  
**Email:** [alison.fenn@utas.utc.com](mailto:alison.fenn@utas.utc.com)

Atlantic Inertial Systems Ltd t/a UTC Aerospace Systems wins an Innovation Award for developing inertial measurement units applied in precision guidance systems. The devices, which incorporate high technology components, designed and patented by the company, are used to guide missiles, shells and land vehicles. Being small, lightweight and robust enough to withstand shock levels generated by shells fired from field artillery pieces and vibration levels caused by rocket motors, they are ideally suited for targeting systems for small missiles. Relative to earlier generations of similar devices, the new units give more accuracy and reliability and are more widely applicable. They consume less power and have lower manufacturing costs. Importantly, collateral damage and unintended civilian casualties are reduced when applied in war situations. They have been commercially very successful.

## Hydrate for Health Ltd

Alexander Chapel  
6 Berkeley Square  
Clifton  
Bristol  
BS8 1HG

**Website:** [www.hydrateforhealth.co.uk](http://www.hydrateforhealth.co.uk)  
**Employees:** 2  
**Immediate Parent:** N/A  
**Chief Executive:** Mr Mark Moran  
**Contact for press enquiries:** Mr Mark Moran  
**Tel:** 07808 169601  
**Email:** [mark.moran@hydrateforhealth.co.uk](mailto:mark.moran@hydrateforhealth.co.uk)

An Innovation Award is made to the small company, Hydrate for Health Ltd, for developing and distributing a unique hands-free drinking system called The Hydrant, which reduces dehydration in hospital patients, care home residents and people in care at home. Dehydration is a massive, and well known, problem in healthcare, often caused not by lack of availability of fluids but lack of access to them. The innovation provides personal drinking systems enabling users to maintain their own levels of hydration without continual assistance from others. The Hydrant was designed, as a result of personal experience in hospital, to solve the problem of reaching, lifting, or holding drinks. Comprising a fluid container, drinking tube and clip for securing to beds, chairs or wheelchairs, thus placing the drink close to the drinker, it contributes significantly to reducing length of stay and infections in hospitals and to preventing admission into hospital from the community. It has been commercially successful.



## Limbs & Things Limited

Sussex Street  
St. Phillips  
Bristol  
BS2 0RA

**Website:** [www.limbsandthings.com](http://www.limbsandthings.com)  
**Employees:** 76  
**Immediate Parent:** N/A  
**President:** Mrs Margot Cooper  
**Contact for press enquiries:** Nick Gerolemou  
**Tel:** 0117 3110515  
**Email:** [nick.gerolemou@limbsandthings.com](mailto:nick.gerolemou@limbsandthings.com)

Limbs & Things wins an Award for continuously developing a range of physical models to aid 'hands-on' teaching of healthcare professionals. The models, which are anatomically accurate and incorporate many patented features, provide good visual and tactile feed-back and utilise materials that respond realistically to surgical equipment such as scalpels and scanning devices. They include pumps and controls which simulate fluids being forced through vessels, pulsating air through hearts and fluid flow through urological organs. Medical training supported by the models has been more effective, more convenient and less expensive than alternatives. It has reduced patient risk and ensured that doctors and nurses have appropriate skills prior to undertaking procedures. The innovation has been commercially successful.

## NanoSight Limited

Minton Park  
London Road  
Amesbury  
Salisbury  
Wiltshire  
SP4 7RT

**Website:** [www.nanosight.com](http://www.nanosight.com)  
**Employees:** 21  
**Immediate Parent:** N/A  
**Founding Director and CTO:** Dr Bob Carr  
**Contact for press enquiries:** Mrs Ellie Lanning  
**Tel:** 01980 676066  
**Email:** [ellie.lanning@nanosight.com](mailto:ellie.lanning@nanosight.com)

NanoSight Limited wins an Innovation Award for designing and manufacturing equipment which measures properties of particles having dimensions less than one millionth of a meter (nano-particles). The equipment incorporates patented techniques involving laser beams and measures size, size distribution and concentration of groups of nano-particles, in real time. It also measures optical and electrical properties. The commercially successful instruments provide unprecedented capability for discriminating between particle types in complex mixtures. Thus, not only are they facilitating advances in manufacturing processes, but their availability is crucial to areas of medical and pharmaceutical research. The scientific merit of the equipment has been acknowledged by users in hundreds of international research papers.

## Neon Play Ltd

The Old Museum  
Cirencester  
Gloucestershire  
GL7 1UP

**Website:** [www.neonplay.com](http://www.neonplay.com)  
**Employees:** 15  
**Immediate Parent:** N/A  
**CEO:** Mr Oli Christie  
**Contact for press enquiries:** Mr Oli Christie  
**Tel:** 01285 650600  
**Email:** [oli@neonplay.com](mailto:oli@neonplay.com)

An Innovation Award is made to the small company, Neon Play Ltd, for developing and selling popular games (Apps) for mobile devices. Not only has the company used novel games designs to develop entertaining products, it has developed innovative promotional techniques to become one of the most successful UK companies selling such products. The success owes much to the cross-promotion of products, by which customers of one game are informed of others via the App. The company, in addition to using social media to sell products, has created a cross-promotional advertising network and sells advertising space to other games developers. The innovations have enabled the company to overcome one of the sector's biggest challenges, to raise consumer awareness of particular products in a highly populated market-place.



## Renishaw plc

New Mills  
Wotton-under-Edge  
Gloucestershire  
GL12 8JR

**Website:** renishaw.com  
**Employees:** 1926  
**Immediate Parent:** N/A  
**Director & General Manager-CMM Products Division:**  
Mr David Wallace  
**Contact for press enquiries:** Chris Pockett  
**Tel:** 01453 524524  
**Email:** chris.pockett@renishaw.com

An Innovation Award is made to Renishaw plc for the design and manufacture of the REVO® 5-axis multi-sensor probing system for coordinate measuring machines. It is the only scanning system that controls simultaneously the motion of three machine and two head axes whilst collecting workpiece data using its range of 2D, 3D and surface roughness measurement probes. Its novel design incorporates sophisticated laser scanning and electrical signal transmission technology for precise workpiece measurement at extremely high rates of data capture. The 5-axis control system removes most of the unwanted dynamic errors associated with machine movement because the measuring head performs most of the work. As the head is much lighter and more dynamic than the CMM, it is able to quickly follow changes in the part geometry without introducing harmful dynamic errors. This commercially successful product, used in the inspection of aero-engine blades, automotive cylinder blocks and many types of gears, significantly improves accuracy and throughput.

## Simulation Systems Limited

Unit 8-12 Market Industrial Estate  
Yatton  
Bristol  
BS49 4RF

**Website:** www.simulation-systems.co.uk  
**Employees:** 122  
**Immediate Parent:** N/A  
**Managing Director/Technical Director:** Mr Louis Thompson  
**Contact for press enquiries:** Mr Louis Thompson  
**Tel:** 01934 839955  
**Email:** Louis.Thompson@simulation-systems.co.uk

An Innovation Award is made to Simulation Systems Limited for developing a range of closed-circuit television cameras and associated control systems. They are used for surveillance in complex environments, such as traffic interchanges or large sports-venues. The range includes real-time, networked cameras with internet protocols and devices powered by solar panels. The 'flag-ship' camera, having 15 miles viewing capability, has low running and maintenance costs and is easy to install. It produces high quality images, day and night, in extreme weather and temperature conditions. Using an image-clarifying system developed by the company, faces can be identified at distances of two miles in mist, rain or snow. Its high specification reduces camera numbers deployed at particular sites. The commercially successful innovations provide increased monitoring capability for minimal cost increases.

## Tomcat SNI Ltd

Tomcat  
Unit 13.9  
Brockworth  
Gloucester  
GL3 4AA

**Website:** www.tomcatuk.org  
**Employees:** 13  
**Immediate Parent:** N/A  
**Managing Director – Chief Designer:** Mr Robert Griffin  
**Contact for press enquiries:** Kim Clay  
**Tel:** 01452 616900  
**Email:** kim@tomcatuk.org

An Innovation Award is made to the small company, Tomcat SNI Ltd, for engineering tricycles for disabled users. Based on a patented control system, the tricycles enable carers, on behalf of riders for whom they are responsible, to steer, brake and control speed. The many innovations have extended the opportunities for safe outdoor cycling. They include new lightweight easy to propel frames which 'quick-release' for easy transportation, unique safety axles that disengage fixed drives in emergencies and a 'swivel seat and step' for independent access by riders with poor coordination. Smaller tricycles have their drive, steering and braking systems integrated within the frame which reduces the span between the pedals thus reducing hip strain in smaller cyclists. The commercially successful range also includes a hand-propelled tricycle for users who cannot use their legs, tricycles that convert to trailers to promote family integration, lightweight high rigidity frames and easily accessible tricycles for hoist users.



## Track Analysis Systems Ltd

---

Napier House  
Meadow Grove  
Shirehampton  
Bristol  
BS11 9PJ

**Website:** [www.tasl.co.uk](http://www.tasl.co.uk)  
**Employees:** 7  
**Immediate Parent:** N/A  
**Director:** Mr Gary Moss  
**Contact for press enquiries:** Mr Gary Moss  
**Tel:** 0117 9381172  
**Email:** [info@tasl.co.uk](mailto:info@tasl.co.uk)

For designing cutting-edge dosimetry equipment, the small company, Track Analysis Systems Ltd, wins an Innovation Award. The new products, which measure low levels of neutron and radon radiation, incorporate a world-leading nuclear track detection plastic and associated neutron and radon dosimetry read-out systems, the latter involving sophisticated algorithms for distinguishing radon signals from noise to determine dosages with unparalleled accuracy and sensitivity. The new, flexible equipment has led to faster, more accurate and more widely applicable dosimetry services than were previously possible. The innovations have underpinned the commercial success of the company.



## Seasalt Limited

Unit 8a Bickland Water Road  
Falmouth  
Cornwall  
TR11 4SZ

**Website:** [www.seasaltcornwall.co.uk](http://www.seasaltcornwall.co.uk)  
**Employees:** 185  
**Immediate Parent:** N/A  
**Managing Director (joint):** Mr Leigh Chadwick  
**Contact for press enquiries:** Helen Rowe  
**Tel:** 01326 640063  
**Email:** [press@seasaltcornwall.co.uk](mailto:press@seasaltcornwall.co.uk)

A Sustainable Development Award is made to Seasalt for its commitment to ethical trading and community involvement and support. The company, having the first UK fashion brand to meet Soil Association standards for organic cotton, has made considerable progress towards the sustainability of its operations and product base. In addition to its desire to be a preferred workplace, the company continues to be a model for ethical standards in the clothing industry. Its innovative product range and support for organic cotton farmers, local producers and Cornish cultural traditions testify to this. It has adopted effective measures to reduce the environmental impact of operations, including acquiring BREEAM certification for offices and warehouses, reducing waste generation and joining the Cool Earth Positive Power programme.

## Wessex Water Services Limited

Operations Centre  
Claverton Down Road  
Claverton Down  
Bath  
Somerset  
BA2 7WW

**Website:** [www.wessexwater.co.uk](http://www.wessexwater.co.uk)  
**Employees:** 1651  
**Immediate Parent:** Wessex Water Limited  
**Executive Chairman:** Mr Colin Skellett OBE  
**Contact for press enquiries:** Ian Drury  
**Tel:** 01225 526329  
**Email:** [ian.drury@wessexwater.co.uk](mailto:ian.drury@wessexwater.co.uk)

Wessex Water Services Limited wins a Sustainable Development Award for embedding sustainability throughout its management and operations. Being the first water company to establish catchment management agreements with farmers outside its own landholdings, it considerably reduced water contamination without deploying energy intensive treatment processes. It helps farmers directly in managing usage of nitrates and pesticides. Since winning a previous Queen's Award, the company has adopted a sustainable procurement policy and a climate change adaptation plan, complementing extended strategies for waste management and recycling. In addition to undertaking water audits on commercial premises, it helps businesses improve efficiency by giving tariff management assistance and providing water consumption targets. Through sharing knowledge with stakeholders, for example in liaison panels, research partnerships and news-letters, the company provides continuing leadership in sustainable development.



## Bon Bon Buddies Ltd

One Foxes Lane  
 Oakdale Business Park  
 Blackwood  
 Wales  
 NP12 4AB

**Website:** [www.bonbonbuddies.com](http://www.bonbonbuddies.com)  
**Employees:** 127  
**Immediate Parent:** Bon Bon Buddies (Holdings) Ltd  
**Managing Director:** Mr Christopher Howarth  
**Contact for press enquiries:** Mr Christopher Howarth  
**Tel:** 0778 6310737  
**Email:** [chris.howarth@bonbonbuddies.com](mailto:chris.howarth@bonbonbuddies.com)

Bon Bon Buddies Ltd, based in Blackwood, South Wales, was established in 1993 and is a producer and wholesaler of licensed character and branded confectionery. Bon Bon Buddies has adjusted particularly well to international markets through strong levels of adaptability. This is supplemented by regular in-depth research. New product development is also highly integrated with sales to ensure adaptation to demand, individual market tastes and changes in the market place, particularly where they have to adapt to regulation/restriction requirements (eg labelling). As a result, Bon Bon Buddies supply all retail segments across Europe including leading multiple grocers such as Tesco and Carrefour, high street chains such as 99p Stores and Claire's Accessories and convenience and independent retailers such as Makro and Supergroup.

## Just Rollers plc

Unit 13-23 Somerset Industrial Estate  
 Cwmbran  
 Torfaen  
 Wales  
 NP44 1QX

**Website:** [www.justrollers.com](http://www.justrollers.com)  
**Employees:** 79  
**Immediate Parent:** Just Holdings  
**Managing Director:** Dr Geoffrey Davis  
**Contact for press enquiries:** Dr Geoffrey Davis  
**Tel:** 01633 486827  
**Email:** [geoff.davis@justrollers.com](mailto:geoff.davis@justrollers.com)

Established in 1970, Just Rollers plc, manufactures and refurbishes rubber and polyurethane-covered industrial rollers. It also manufactures and supplies rubber compound to the roller market under the name of Just Polymer Compounds. A current International Trade Queen's Award holder, the company has over the last three years increased its overseas sales by more than 50%. The company used its previous award as a platform from which to launch Project Enterprise in summer 2009. A strategic review provided a three year plan for company growth and identified that the main markets for new sales lay outside of the UK. Innovation and partnership delivered growth well above plan and in 2012 the company had a turnover in excess of £8million. European sales have remained a mainstay of the company's continuing export development, in particular France and Germany. Export sales to the rest of the world account for over 30% of turnover.

## Reid Lifting Limited

Unit 1 Severnlink  
 Newhouse Farm Industrial Estate  
 Chepstow  
 Monmouthshire  
 NP16 6UN

**Website:** [www.reidlifting.com](http://www.reidlifting.com)  
**Employees:** 20  
**Immediate Parent:** N/A  
**Managing Director:** Mr Nicholas Battersby  
**Contact for press enquiries:** Phil Ellis  
**Tel:** 01291 620796  
**Email:** [pellis@reidlifting.com](mailto:pellis@reidlifting.com)

Established in 2000, Reid Lifting Ltd designs and manufactures lightweight, portable lifting equipment and solutions. A first time International Trade Queen's Award winner, the company has increased overseas sales by 75% over the last three years, with European sales accounting for 66% of its export turnover, and two-thirds of that into France. The company held a strategic review after the economic crisis of 2008 where they identified export markets as offering the best chance for growth, focussing on markets where the health and safety benefits of their products were recognised. Their French distributor was encouraged to develop business in the French speaking markets of North Africa and the West Indies. Distributors have been established in the USA and Australia as the company continues to expand its international reach. It also wins the Queen's Award in Innovation.



## SPTS Technologies UK Ltd

Ringland Way  
Newport  
Wales  
NP18 2TA

**Website:** [www.spts.com](http://www.spts.com)  
**Employees:** 268  
**Immediate Parent:** N/A  
**Executive VP and COO:** Mr Kevin Crofton  
**Contact for press enquiries:** Evelyn Tay  
**Tel:** 07885 706565  
**Email:** [evelyn.tay@spts.com](mailto:evelyn.tay@spts.com)

Formed in 1984, SPTS Technologies UK Ltd produces semiconductor wafer processing equipment for etch, deposition and thermal processes in worldwide microelectronics manufacturing industries. This first time Queen's Award winner has achieved export sales growth of 559% over the last three years. The company operates in a bespoke and highly technical market and works with major device manufacturers and global institutions to develop and promote its products. The company strategy is to sell to a diverse customer base and sell diverse products in order to reduce market fluctuation risks. The company invests heavily in R&D and after sales support is highly integrated into the company sales strategy. Marketing activities include presenting at technical conferences, exhibiting at select industry trade shows, contributing articles to print magazines and sponsoring online publications and web broadcasts.

## SRK Consulting (UK) Limited

Fifth Floor  
Churchill House  
17 Churchill Way  
Cardiff  
South Glamorgan  
Wales  
CF10 2HH

**Website:** [www.srk.co.uk](http://www.srk.co.uk)  
**Employees:** 145  
**Immediate Parent:** N/A  
**Managing Director:** Dr Iestyn Humphreys  
**Contact for press enquiries:** Anne Hordley  
**Tel:** 02920 348150  
**Email:** [ahordley@srk.co.uk](mailto:ahordley@srk.co.uk)

Established in 1988, SRK Consulting (UK) Limited provides professional consulting services to the global mining and metals sector. A third time Queen's Award holder, the company's overseas sales have increased by 236% over the last six years. The company has wholly-owned consulting practices in the UK, Sweden, and Kazakhstan and other interests in the UK, Ghana, and Turkey and is part of the larger company, SRK Global. The UK practice generates the bulk of its overseas professional fee income from Africa, the CIS and Europe with a substantial portion also coming from North America and has seen an increase in staff numbers over the period from 66 to 145 over the last six years.



## GTW Developments Group Ltd

Unit 1 Pavilion Industrial Estate  
Pontnewynydd  
Pontypool  
Torfaen  
NP4 6NF

**Website:** [www.airbondsplicer.com](http://www.airbondsplicer.com)  
**Employees:** 4  
**Immediate Parent:** N/A  
**Director:** Mr Graham Waters  
**Contact for press enquiries:** David Lea  
**Tel:** 02920 353940  
**Email:** [david@stills.co.uk](mailto:david@stills.co.uk)

The small company, GTW Developments Group Ltd, wins an Innovation Award for the design and manufacture of machines capable of creating spliced joints in carbon and glass fibres. After considerable research, the company boasts the widest range of splicing capability in the world. Compared with alternatives of glued joints or knots, there are many benefits of splicing composite materials, which are mostly of very high value and associated with stringent production standards. They include increases in quality, consistency and structural integrity as well as reductions in materials waste and machine down-times. Thus, the commercially successful innovations are leading to financial saving in markets around the world.

## Reid Lifting Limited

Unit 1 Severnlink  
Newhouse Farm Industrial Estate  
Chepstow  
Monmouthshire  
NP16 6UN

**Website:** [www.reidlifting.com](http://www.reidlifting.com)  
**Employees:** 20  
**Immediate Parent:** N/A  
**Managing Director:** Mr Nicholas Battersby  
**Contact for press enquiries:** Phil Ellis  
**Tel:** 01291 620796  
**Email:** [pellis@reidlifting.com](mailto:pellis@reidlifting.com)

Reid Lifting Limited wins an Innovation Award for developing two portable gantry systems. The first, PORTA-GANTRY 5000, a market leader with patented features, is the first aluminium gantry having lifting capacity of 5000kg. Being lightweight, it facilitates easy transportation and manual assembly. Designed using finite element analysis, it complies with stringent quality and safety standards. The second system, PORTA-GANTRY RAPIDE, being ultra-lightweight and incorporating an integrated wheeled carrier, can be simply transported, rapidly deployed and easily folded for compact storage by a single operator. It lifts goods or personnel weighing up to 500kg and is suitable for application in confined spaces. Compared with alternatives, the commercially successful innovations have led to more secure, safer and cheaper handling of artefacts and personnel in an extended range of situations. It also wins the Queen's Award in International Trade.



## Armagard Ltd

7-9 Fortnum Close  
Birmingham  
B33 0LG

**Website:** [www.armagard.co.uk](http://www.armagard.co.uk)  
**Employees:** 21  
**Immediate Parent:** N/A  
**Managing Director:** Mr Mark Neal  
**Contact for press enquiries:** Mr Mark Neal  
**Tel:** 0121 6087210  
**Email:** [mark.neal@armagard.com](mailto:mark.neal@armagard.com)

Established in 1994, Birmingham-based Armagard Ltd designs and manufactures enclosures to protect computers, printers and screens. The company has consolidated its UK position by maintaining a manufacturing base and operate an approach that minimises risk through extensive research and utilises the right skills to support clients and win business. Effective use of IT gives it a local presence without the cost of a large and expensive infrastructure whilst it can demonstrate a keen awareness of different market needs. The company continues to grow, establishing eight new markets in France, Poland, Ukraine, Spain, South America, Italy, Germany and the USA and recording overseas sales growth of 278%. A small company, it nevertheless is proactive in seeking to minimise its ecological impact utilising best practise in managing staff, travel and office environment.

## ETL Systems Ltd

Coldwell Radio Station  
Kingstone  
Hereford  
HR2 9NE

**Website:** [www.etlsystems.com](http://www.etlsystems.com)  
**Employees:** 57  
**Immediate Parent:** N/A  
**Managing Director:** Mr Ian Hilditch  
**Contact for press enquiries:** Kristy Taylor  
**Tel:** 01981 259082  
**Email:** [kristy.taylor@etlsystems.com](mailto:kristy.taylor@etlsystems.com)

Established in 2003, ETL Systems Ltd is a current holder of a Queen's Award in International Trade. The company manufactures Radio Frequency electronic equipment for satellite communications as used by broadcasters, satellite operators and governments. The company has increased its domestic and overseas sales, with exports now accounting for 77% of all sales and it has expanded its workforce, with further recruitment planned. It has recently expanded its research and development facility to cover RF, PCB, mechanical design and software capabilities. The company has an established presence in over 30 markets including the Vatican City with a wholly owned subsidiary established to service the US market. A continuous programme of investment in sales infrastructure and manufacturing has provided a firm base for overseas sales growth, which was 55% over the last three years.

## Proto Labs Ltd

Halesfield 8  
Telford  
Shropshire  
TF7 4QN

**Website:** [www.protolabs.co.uk](http://www.protolabs.co.uk)  
**Employees:** 154  
**Immediate Parent:** Proto Labs, Inc - USA  
**Managing Director:** Mr John Tumelty  
**Contact for press enquiries:** Alison Rait  
**Tel:** 01952 683059  
**Email:** [alison.rait@protolabs.co.uk](mailto:alison.rait@protolabs.co.uk)

Established in 2005, Proto Labs Ltd, a subsidiary of Proto Labs Inc, provides rapid injection moulding and rapid CNC machining of functional prototypes. A current International Trade Queen's Award holder, the company's overseas sales have increased by 243% over the last three years. The company's business is based upon being able to produce a functional injection moulded or machined component from a client's 3D CAD model within days. It has targeted European markets, opening an office in Germany to support German, Austrian and Swiss clients, followed by offices in France (2009) and Italy (2012). The company's main export markets are Germany, France, Switzerland, Italy and the Netherlands. The company has processed enquiries from every EU country providing scope for further expansion in the future.



## Spencer Feeds Ltd

Orchard House  
Manor Drive  
Morton Bagot  
Studley  
Warwickshire  
B80 7ED

**Website:** [www.no-website.co.uk](http://www.no-website.co.uk)  
**Employees:** 4  
**Immediate Parent:** N/A  
**Managing Director:** Mr John Wallace  
**Contact for press enquiries:** Mr John Wallace  
**Tel:** 01527 857290  
**Email:** [jwallace@spencerfeeds.jp](mailto:jwallace@spencerfeeds.jp)

A first time Queen's Award winner Spencer Feeds Ltd, established in 2002, is based in Studley, Warwickshire. The company provides a technical and commercial interface between the UK and Japan for agricultural technology products. A single market specialist, the company has researched and identified the particular difficulties of penetrating the Japanese market and has consistently met the challenge posed by the stringent legislative standards of the Japanese market, paying particular attention to quality and the costs of after service expected by Japan's consumer marketplace. A small company employing just four people Spencer Feeds exports 100% of product, sourced from the UK, and is achieving significant benefit. Spencer Feeds Ltd is a successful specialist exporter with a significant record of accomplishment in a very difficult market.

## Steelite International plc

Orme Street  
Stoke-on-Trent  
Staffordshire  
ST6 3RB

**Website:** [www.steelite.com](http://www.steelite.com)  
**Employees:** 699  
**Immediate Parent:** N/A  
**CEO:** Mr Kevin Oakes  
**Contact for press enquiries:** Joanne Hine  
**Tel:** 01782 829420  
**Email:** [pr@steelite.com](mailto:pr@steelite.com)

Steelite International plc was formed in 1983. This first time Queen's Award winner designs and manufactures high-alumina, fully vitrified, ceramic tableware for the hospitality industry in the UK for export. A committed exporter with substantial growth from overseas markets, it is a very visible exporter for the UK, being seen on tables across the world. It launched 400 new products last year and exports to 130 countries. Its robust approach to developing new markets is paying off with new business coming through from Russia and Eastern Europe. The company has a presence at every major international hospitality trade show and appears at the National Restaurant Show in Chicago, Gulf Food in Dubai, FHA in Singapore and Ambiente in Frankfurt.

## Tyrrells Potato Crisps Ltd

Tyrells Court Farm  
Stretford  
Leominster  
Herefordshire  
HR6 9DQ

**Website:** [www.tyrrellscrisps.co.uk](http://www.tyrrellscrisps.co.uk)  
**Employees:** 149  
**Immediate Parent:** N/A  
**Chief Executive:** Mr David Milner  
**Contact for press enquiries:** Mr David Milner  
**Tel:** 07976 936668  
**Email:** [david.milner@tyrrellscrisps.co.uk](mailto:david.milner@tyrrellscrisps.co.uk)

Established in 2002, Tyrrells Potato Crisps Ltd is a premium adult snack maker whose products include hand-cooked English crisps, vegetable crisps, popcorn, 'Alternatives' and tortilla chips. This first time Queen's Award winner quickly established itself as an exporter and now trades with over 30 countries worldwide. In the last three years Tyrrells has achieved overseas earnings growth of 113% and entered several new markets including China and Russia. Tyrrells is now sold through speciality channels in Moscow, retailing at an incredible £5 per pack in premium food outlets. The Tyrrells brand was launched in China through Sinodis, a highly-regarded distributor based in Shanghai and they already have distribution in Carrefour, most notably on the eastern seaboard (Shanghai, Shenzhen) and Beijing.



## Winsted Limited

---

Unit 7-8 Lovett Road  
Hampton Lovett  
Droitwich  
Worcestershire  
WR9 0QG

**Website:** [www.winsted.co.uk](http://www.winsted.co.uk)  
**Employees:** 11  
**Immediate Parent:** Winsted Corp. - USA  
**General Manager:** Mr Terry Shough  
**Contact for press enquiries:** Mr Terry Shough  
**Tel:** 01905 770276  
**Email:** [terry@winsted.co.uk](mailto:terry@winsted.co.uk)

Winsted Ltd was established in 1984. The company provides specialist control room furniture design whilst also undertaking the manufacture, assembly and installation of consoles, monitor walls and workstations. The company wins its second Queen's Award in International Trade based on continued growth in its overseas sales, which have increased to over 74% of its total sales and by 60% over the last three years. The company export across Europe, Middle East and Africa and has strengthened its distribution and trade partner arrangements to further its international trade strategy. New markets in Russia and Eastern Europe have been established in the last three years.



## DB Orthodontics Ltd

Unit 6 Ryefield Way  
Silsden  
Keighley  
West Yorkshire  
BD20 0EF

**Website:** [www.dbortho.com](http://www.dbortho.com)  
**Employees:** 23  
**Immediate Parent:** N/A  
**Managing Director:** Mr David Burdess  
**Contact for press enquiries:** Victoria Burdess  
**Tel:** 01535 656999  
**Email:** [victoria.burdess@dbortho.com](mailto:victoria.burdess@dbortho.com)

Established in 1971, DB Orthodontics Ltd is a family business based in Silsden, West Yorkshire. Working with clinical consultants the company designs and manufactures orthodontic products, including Infitas Mini-Implants, Ixion Instruments, Evolve Brackets, Duorings, Iconic and Rensa. With a strong network of distributors in 44 different countries across six continents, DB Orthodontics continually demonstrates its ability to adapt to new markets and overcome challenges. 15 new distributors have been added in several new markets over the last three years, with exports now accounting for 29% of turnover. This outstanding achievement is a result of a well-structured and integrated export business strategy based on designing innovative new products and strong product branding, which serves to strengthen links with distributors.

## Europlus Direct Ltd

Salts Mill  
Victoria Road  
Saltaire  
ShIPLEY  
West Yorkshire  
BD18 3LA

**Website:** [www.europlusdirect.com](http://www.europlusdirect.com)  
**Employees:** 33  
**Immediate Parent:** N/A  
**CEO:** Mr James Hart  
**Contact for press enquiries:** Jim Hart  
**Tel:** 07971 925922  
**Email:** [jim.hart@europlusdirect.com](mailto:jim.hart@europlusdirect.com)

Established in 2004 and based in West Yorkshire, Europlus Direct Ltd is an IT service company that has developed a close commercial relationship with a major US computer and software manufacturer with a global reach. The company's unique selling point is a more agile approach to services in markets where equipment is being sold with little supporting infrastructure and it also has an established market in mature economies. This has enabled this small company to achieve significant overseas business in a range of markets. It now has service contracts in 120 countries, offices in six countries and is planning further expansion. A second-time Queen's Award winner, the company has achieved significant export led growth with overseas sales accounting for 95% of the total sales in the last year. Overseas earnings growth was 107% over the three year period.

## London & Scandinavian Metallurgical Co Limited

Fullerton Road  
Rotherham  
South Yorkshire  
S60 1DL

**Website:** [www.lsm.co.uk](http://www.lsm.co.uk)  
**Employees:** 342  
**Immediate Parent:** Metallurg Europe Limited  
**Managing Director:** Mr Itamar Resende  
**Contact for press enquiries:** David Beare  
**Tel:** 01709 833738  
**Email:** [dbeare@lsm.co.uk](mailto:dbeare@lsm.co.uk)

Founded in 1938, London & Scandinavian Metallurgical Co Limited produces and sells a wide range of metals, alloys, powders and additive solutions to a worldwide export market. Exports account for 87% of turnover and have grown over 50% in the last three years with growth in mature and new markets including the USA, India, Sweden, Belgium, Turkey and Canada. It conducts extensive research on its markets and new exporting opportunities with market share information in each subsector well developed, including those areas where there is no standard information. A variety of routes to market are used including direct with the customer, through agents and through exclusive distributors.



## Osborn Metals Limited

Brighouse Road  
Low Moor  
Bradford  
West Yorkshire  
BD12 0QL

**Website:** [www.osbornmetals.com](http://www.osbornmetals.com)  
**Employees:** 100  
**Immediate Parent:** N/A  
**Managing Director:** Mr Ian Gale  
**Contact for press enquiries:** Mr Ian Gale  
**Tel:** 01274 805100  
**Email:** [igale@osbornmetals.com](mailto:igale@osbornmetals.com)

Established in 2001, Osborn Metals Limited manufacture near net shape profiles, tubes and specialist equipment for the mining industry. The focus of the company's business is on supplying materials into the aerospace, power generation, and defence markets. A current holder of a Queen's Award in International Trade, the company has increased its overseas sales by 47% over the last three years. The company has generated most of its export business in the US and European markets, with new business recently being achieved in India. It is now targeting the aerospace industry in China and Brazil. Due to the specific and technical nature of the products, the route into these markets is to obtain quality/technical approval directly from the major manufacturers in each sector and then sell into the project supply chain.

## Panache Lingerie Limited

7 Drake House Crescent  
Waterthorpe  
Sheffield  
South Yorkshire  
S20 7HT

**Website:** [www.panache-lingerie.com](http://www.panache-lingerie.com)  
**Employees:** 123  
**Immediate Parent:** N/A  
**Managing Director:** Mr John Power  
**Contact for press enquiries:** Jennie Field  
**Tel:** 0114 2418380  
**Email:** [j.field@panache-lingerie.com](mailto:j.field@panache-lingerie.com)

Established in 1981, Panache Lingerie Ltd designs, manufactures and wholesales lingerie and swimwear, specialising in D to K cup sizes and offering brands that incorporate youthful, fashionable designs and more mature staples. A first time Queen's Award winner, the company has increased its overseas sales by 427% over the last six years. A key aim for the company is to raise international brand awareness. It has entered key markets by targeting prestige multi-channel retailers, such as Nordstrom and Bloomingdales in the USA and Manor in Switzerland. The company's main export markets are the USA, Australia, Poland, Germany and Canada. A direct sales office has been established in France that has quickly achieved turnover of £500,000. The company also has sales offices and distribution in the USA, Canada and Germany.

## Shand Engineering Limited

Kiln Lane  
Stallingborough  
Grimsby  
Lincolnshire  
DN41 8DL

**Website:** [www.shand-eng.com](http://www.shand-eng.com)  
**Employees:** 66  
**Immediate Parent:** Sturrock and Robson UK Ltd  
**Managing Director:** Mr Brian Purchon  
**Contact for press enquiries:** Mr Brian Purchon  
**Tel:** 01469 571586  
**Email:** [bep@shand-eng.com](mailto:bep@shand-eng.com)

Shand Engineering Ltd designs and manufactures hose and flexible pipe coupling systems for oil and gas transportation. Formed in 1972, the company is now a long time exporter and a current holder of a Queen's Award in International Trade. The company operate in a niche area and has targeted large multi-nationals providing a high tech bespoke service, to embed itself within the client company and allow them to position themselves to win more business. New markets entered in the last three years include Turkey and South Africa, with the appointment of a distributor to supply catalogue products throughout sub-Saharan Africa. Having worked with Brazilian customers since 2007, Shand Engineering's parent company, Sturrock & Robson International, now plan to open a satellite manufacturing operation there in 2013 to deal with the anticipated growth.



## Sheppee International Limited

York Road  
Elvington  
York  
North Yorkshire  
YO41 4AU

**Website:** [www.sheppee.com](http://www.sheppee.com)  
**Employees:** 41  
**Immediate Parent:** Sheppee Holdings Limited  
**Chairman:** Mr Elliott Seymour  
**Contact for press enquiries:** Mr Elliott Seymour  
**Tel:** 01904 608999  
**Email:** [ESeymour@sheppee.com](mailto:ESeymour@sheppee.com)

Started in 1993, Sheppee International manufactures machinery and spare parts for the glass container industries worldwide, with a high percentage of its sales to the export market. It is a first time winner of a Queen's Award. Overseas sales have grown by 133% over the last year and new markets entered include China, with the company seeing real potential within the Asia region to the extent that a wholly owned foreign enterprise is in the process of being set up. The company operates via a combination of sales managers covering regional territories and agents and distributors. Worldwide market development and product performance improvement is undertaken through exhibiting regularly at trade shows and close customer contact.

## The University of Huddersfield (Business School)

Queensgate  
Huddersfield  
HD1 3DH

**Website:** [www.hud.ac.uk](http://www.hud.ac.uk)  
**Employees:** 139  
**Immediate Parent:** N/A  
**Vice-Chancellor:** Professor Bob Cryan  
**Contact for press enquiries:** Professor David Taylor  
**Tel:** 01484 472211  
**Email:** [d.taylor@hud.ac.uk](mailto:d.taylor@hud.ac.uk)

The University of Huddersfield was founded in 1970 and provides Higher Education to international students in the UK. Business School exports have increased over the last three years by 111% as a result of an ambitious international expansion plan as the University recognised the need to improve its international performance in response to changes in the national education system. Today it has 1200 international students enrolled from 88 different countries, making up 25% of the student population. This has been achieved by working with the UKBA to meet new regulations, opening offices in Nigeria and China and diversifying the channels for student recruitment. The University has also partnered with an English Language group to increase its potential student market, attracting many students from China, Saudi Arabia, Libya and Iraq.

## The Wakefield Shirt Company Limited

P.O. Box 1  
Thornes Wharf Lane  
Wakefield  
West Yorkshire  
WF1 5RQ

**Website:** [www.doubletwo.co.uk](http://www.doubletwo.co.uk)  
**Employees:** 139  
**Immediate Parent:** N/A  
**Chairman:** Mr Richard Donner  
**Contact for press enquiries:** Mr Richard Donner  
**Tel:** 01924 375651  
**Email:** [richard.donner@wsg.co.uk](mailto:richard.donner@wsg.co.uk)

Established in 1940 and based in Wakefield, the Wakefield Shirt Company Limited is a medium-sized clothing design wholesale and retail company. The company has invested heavily in comprehensive market research and targeting in the clothing market. Particular attention is paid to competitive sourcing of fabrics purchasing in the best value areas around the world, while at the same time following very high standards of ethical production and environmental protection. The company operate a direct sales approach utilising agents and distributors and employing multilingual staff to support sales. This mixed approach has brought the company success and they export directly to 35 countries and indirectly to 30 more. They have enjoyed particular success in the German market, which accounts for 96% of European sales. Overseas sales growth was 208% in 2011.



## Weir Minerals Europe Limited

Halifax Road  
Todmorden  
West Yorkshire  
OL14 5RT

**Website:** [www.weirminerals.com](http://www.weirminerals.com)  
**Employees:** 414  
**Immediate Parent:** Weir Group Plc  
**Managing Director:** Mr Anthony Locke  
**Contact for press enquiries:** Mr Anthony Locke  
**Tel:** 01706 814251  
**Email:** [tony.locke@weirminerals.com](mailto:tony.locke@weirminerals.com)

Weir Minerals Europe Limited, formed in 1903 and part of Weir Group PLC, is an experienced exporting company that designs and manufactures abrasion resistant equipment for mining, minerals processing, power and industrial markets. Weir Minerals Europe implements its trading strategies using a direct presence as well as through the use of distributors/agents. In 2011, new sales centres were opened in Turkey and Spain and a new service centre was opened in Essen, Germany. This, together with the acquisition of the Swedish company GEMA, has added significant service capability. Weir Minerals Europe is committed to meeting the evolving needs of its customers through leveraging its extensive service infrastructure to grow its service business through customer contracts and value added services across Europe.



## Ideal Boilers Ltd

PO Box 103  
National Avenue  
Hull  
East Riding of Yorkshire  
HU5 4JN

**Website:** [www.idealheating.com](http://www.idealheating.com)  
**Employees:** 604  
**Immediate Parent:** Ideal Stelrad Group  
**Managing Director:** Mr Shaun Edwards  
**Contact for press enquiries:** Mr Shaun Edwards  
**Tel:** 07834 319506  
**Email:** [shaun.edwards@idealheating.com](mailto:shaun.edwards@idealheating.com)

Ideal Boilers Ltd wins an Innovation Award for designing a revolutionary range of gas-fired, domestic heating boilers. Having investigated all aspects of boiler design, mathematically modelled and re-designed for optimum energy efficiency, minimum carbon emissions and long-term reliability, the new product is light, easy to install and manufacture and requires low levels of maintenance and repair. It incorporates a novel cast aluminium heat exchanger, a single-skin boiler, innovative gas and water management systems and a chassis with fewer parts than competitor products. The new boilers maintain high efficiency over a wide range of operations, importantly during periods of changing heating loads. Sales of the new product have been high and contributed to the company's commercial success.

## SPINKO Ltd t/a Harrison Spinks

Westland Road  
Leeds  
West Yorkshire  
LS11 5SN

**Website:** [www.harrisonspinks.co.uk](http://www.harrisonspinks.co.uk)  
**Employees:** 288  
**Immediate Parent:** N/A  
**Managing Director:** Mr Simon Spinks  
**Contact for press enquiries:** Helen Weaver  
**Tel:** 0113 3855622 or 07852 899428  
**Email:** [hweaver@harrisonspinks.co.uk](mailto:hweaver@harrisonspinks.co.uk)

SPINKO Ltd t/a Harrison Spinks wins an Innovation Award for the design and manufacture of a bed-spring and associated production process. The patented innovations gave competitive advantage to the company's bed manufacturing business and increased its international sales of springs to other manufacturers. The new, more effective and comfortable bed-spring comprised a small spring inserted into a standard pocket spring. The new process facilitated the manufacture of the springs in linear sheet format. Thus the density of springs per bed could be raised significantly and the range of bed designs incorporating the new spring extended. The new design and process combined to provide superior technical performance and reduced manufacturing costs compared with traditional products. The 'high-density' spring technology is being adapted to new applications. It also wins the Queen's Award in Sustainable Development.

## Stage One Creative Services Ltd

Hangar 88  
Marston Business Park  
Tockwith  
North Yorkshire  
YO27 7QF

**Website:** [www.stageone.co.uk](http://www.stageone.co.uk)  
**Employees:** 87  
**Immediate Parent:** Stage One Creatives Services Companies Ltd  
**Partner and Managing Director:** Mr Mark Johnson  
**Contact for press enquiries:** Mr Mark Johnson  
**Tel:** 07771 913195  
**Email:** [mark.johnson@stageone.co.uk](mailto:mark.johnson@stageone.co.uk)

An Innovation Award is made to Stage One Creative Services Ltd for the design and development of theatrical flying systems. They support sophisticated productions, such as the 'Olympic Cauldron' in London 2012, staged in 'three-dimensional' arena with back-stage scenic capabilities associated with West End theatres. The innovative engineering package, which has led to commercial success, comprises three main elements. First is the pioneering use of 'steel-wire rope 'cable-nets' installed over stadia enabling scenic objects or performers to be 'flown' in three-dimensional spaces above 'fields of play'. Second is an automated motion control system supporting the simultaneous suspension of multiple flying objects safely, predictably and with pre-planned movements. The third element is the application of new materials and fabrication methods to create novel back-drops and theatrical artefacts.



**SPINKO Ltd t/a Harrison Spinks**

Westland Road  
Leeds  
LS11 5SN

**Website:** [www.harrissonspinks.co.uk](http://www.harrissonspinks.co.uk)

**Employees:** 288

**Immediate Parent:** N/A

**Managing Director:** Mr Simon Spinks

**Contact for press enquiries:** Helen Weaver

**Tel:** 0113 3855622 or 07852 899428

**Email:** [hweaver@harrissonspinks.co.uk](mailto:hweaver@harrissonspinks.co.uk)

SPINKO Ltd t/a Harrison Spinks wins a Sustainable Development Award for developing innovative, sustainable mattresses and associated products and setting an industry benchmark regarding sustainability of operations and products. The comfortable mattresses are fully recyclable, using materials sourced on the basis of their sustainability credentials. To ensure provenance of the materials, it manages its own farm and woodland. The company's products are produced by sustainable processes and its Eco Visitor Centre informs consumers about the processes and sustainable development more generally. The company sets high standards regarding social and environmental credentials of suppliers, with whom it works to improve their own health, safety and environmental performances. It has a vision of a closed-loop production process, using only locally sourced services and materials and eschewing non-environmentally friendly materials. It also wins the Queen's Award in Innovation.



## **Professor Elizabeth Towns-Andrews**

Director of Research and Enterprise  
University of Huddersfield  
Queensgate  
Huddersfield  
West Yorkshire  
HD1 3DH

**Contact for press enquiries:** John Ramsdin  
**Tel:** 01484 472693  
**Email:** [j.p.ramsdin@hud.ac.uk](mailto:j.p.ramsdin@hud.ac.uk)

Professor Elizabeth Towns-Andrews has been the Director of Research and Enterprise at the University of Huddersfield for three years during which time she has established an enterprise infrastructure which is internationally recognised as an exemplar for Higher Education business engagement. The facilities include a dedicated enterprise service and business start-up unit for students and staff. The University of Huddersfield has been voted Entrepreneurial University of the Year 2012 (Times Higher Education Awards, Nov 2012). Her activities also extend to heading up a £2.7m ERDF-funded Graduate Entrepreneurship Project (GEP) and also the establishment of the £12m 3M Buckley Innovation Centre that provides accommodation for 100 businesses. Elizabeth also holds a number of voluntary posts including Kirklees Economy and Skills Board and Deputy chair of Yorkshire Universities Knowledge Transfer Directors Group.



## WINNERS A-Z

### A

ADF Milking Limited  
Advanced Insulation Plc  
Alfred Cheyne Engineering Limited  
Armagard Ltd  
Astro Lighting Ltd  
Atlantic Inertial Systems Ltd, t/a UTC Aerospace Systems  
Auger Torque Europe Limited

### B

Benoy Limited  
BlueGnome Ltd  
BMT Defence Services Ltd  
Bon Bon Buddies Ltd

### C

Campbell Lutyens Holdings Limited  
CFC Underwriting Limited  
Charterhouse PM Ltd  
Chiswick Park Estate Management Limited  
CommAgility Ltd  
Coombe Castle International Ltd  
CRFS Ltd  
Lady Cunningham

### D

DB Orthodontics Ltd  
De La Rue International Limited  
Denis Wick Products Ltd  
Mr Rajeeb Dey  
Ms Claire Dove

### E

Ealing Hammersmith West London College  
Easypack Limited  
EIP Partnership LLP  
Elekta Ltd  
Elmgrove Foods Limited  
EPTG Ltd  
Espiner Medical Ltd  
ETL Systems Ltd  
Euroforest Limited  
Europlus Direct Ltd  
Exploration Partners International Limited

### F

Fever-Tree Ltd  
FFEI Limited  
FIRST Magazine Limited  
Fort Vale Engineering Limited

### G

G3Baxi Partnership Limited  
Mr Richard Gallafent  
Galmarley Ltd t/a BullionVault  
Gapuma UK Limited  
Global Inkjet Systems Limited  
Griffon Hoverwork Limited  
GTW Developments Group Ltd

### H

Mr Michael Herd  
Hewson Consulting Engineers Ltd  
Highclere International Investors LLP  
HotDocs Limited  
HRH Limited  
Hydrate for Health Ltd

### I

I Love Cosmetics Limited  
Ideal Boilers Ltd  
Imparta Ltd  
Inca Digital Printers Ltd  
iNet Telecoms Ltd (Voipfone)  
Isoprime Ltd

### J

Jo Bird & Co Ltd  
Just Rollers plc

### K

Keltic Seafare (Scotland) Ltd  
KP Technology Ltd

### L

Limbs & Things Limited  
Limpsfield Combustion Engineering Co Ltd  
Livity Ltd  
London & Scandinavian Metallurgical Co Limited  
London School of Business & Finance (UK) Ltd

### M

Marshall Specialist Vehicles  
McLaren Electronic Systems Ltd  
Mediplus Ltd  
Metal Events Limited  
Metalube Ltd  
Metryx Ltd  
Mettler Toledo Safeline X-ray Ltd  
ModuSpec Engineering UK Ltd  
MW High Tech Projects UK Ltd



## WINNERS A-Z

### N

Nails Inc Ltd  
NanoSight Limited  
Nasco (UK) Ltd  
Neon Play Ltd  
Niftylift Ltd (International Trade)  
Niftylift Ltd (Innovation)

### O

Oil Consultants Ltd  
Omex Agrifluids Limited  
Osborn Metals Limited

### P

Palintest Ltd  
Panache Lingerie Limited  
PCME Ltd  
Pearson Engineering Limited  
Pentland Group Plc  
Petroleum Experts Limited  
Pipeshield International Ltd  
Plant Parts Ltd  
PrisymID Ltd  
Projection Lighting Ltd  
Protec Technical Ltd  
Proto Labs Ltd  
Pureprint Group Ltd

### R

RealVNC Limited  
Regatta Ltd  
Reid Lifting Limited (International Trade)  
Reid Lifting Limited (Innovation)  
Renewable Energy Systems Holdings Limited  
Renishaw plc  
Rigibore Ltd  
Rinicom Ltd  
Royal Society of Chemistry (RSC) Publishing

### S

Sarkar Defence Solutions Ltd  
Scottish Seabird Centre  
Seasalt Limited  
Seers Medical Limited  
SelectScience  
Shand Engineering Limited  
Shared Interest Society Ltd  
Sheppee International Limited  
Simpleware Limited  
Simulation Systems Limited  
Smart Voucher Ltd t/a Ukash  
Mr Ian Smith

Soil Machine Dynamics Limited  
Spencer Feeds Ltd  
Speymalt Whisky Distributors Ltd t/a Gordon & MacPhail  
SPINKO Ltd t/a Harrison Spinks (Innovation)  
SPINKO Ltd t/a Harrison Spinks (Sustainable Development)  
SPTS Technologies UK Ltd  
SRK Consulting (UK) Limited  
Stage One Creative Services Ltd  
Steelite International plc  
Stirling Lloyd Polychem Limited  
Structure-flex Ltd  
Sun Mark Ltd  
Symon Dacon Limited

### T

TENMAT Ltd  
TestPlant Ltd  
The Cambridge Satchel Company  
The Innis & Gunn Brewing Company Ltd  
The University of Huddersfield (Business School)  
The Wakefield Shirt Company Limited  
The Workspace Group  
Thirty Nine Essex Street Chambers  
Tiffany Rose Ltd  
Tomcat SNI Ltd  
Totalpost Services Plc  
Professor Elizabeth Towns-Andrews  
Track Analysis Systems Ltd  
Triveritas Limited  
Tyrrells Potato Crisps Ltd

### U

USystems Limited

### V

Vegware Ltd  
Mr John Vernon  
Vitabiotics Ltd

### W

W Durston Ltd  
Weir Minerals Europe Limited  
Wessex Water Services Limited  
Whetman Pinks Limited  
Winn & Coales International Limited  
Winsted Limited  
Wood & Douglas Ltd

### Z

Zenith Oilfield Technology Ltd  
Zinc Ahead Ltd

