

**IN STRICT CONFIDENCE  
UNTIL 21 APRIL 2015**



**THE QUEEN'S AWARDS FOR ENTERPRISE 2015**

# Press book

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

**NOT FOR PUBLICATION OR BROADCAST BEFORE 00.01 HOURS BST ON TUESDAY 21 APRIL 2015. 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.**

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**The Queen's Awards for 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 141 business winners: 105 for International Trade, 24 for Innovation and 12 for Sustainable Development.

**International Trade:** Winners have demonstrated that 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 that 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 6 recipients this year, one of them for Lifetime Achievement.

[CLICK TO VIEW WINNERS BY REGION/CATEGORY](#)

[CLICK TO VIEW WINNERS BY A – Z](#)

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.



Please click on the relevant region/category for further information.

| <b>East</b>             | <b>Number of Winners</b> | <b>Page</b> |
|-------------------------|--------------------------|-------------|
| Innovation              | 4                        | 5           |
| International Trade     | 16                       | 7           |
| Sustainable Development | 1                        | 13          |
| Enterprise Promotion    | 2                        | 14          |
| <b>East Midlands</b>    |                          |             |
| Innovation              | 3                        | 16          |
| International Trade     | 1                        | 18          |
| Sustainable Development | 1                        | 19          |
| <b>London</b>           |                          |             |
| Innovation              | 1                        | 20          |
| International Trade     | 19                       | 21          |
| Sustainable Development | 1                        | 28          |
| <b>North East</b>       |                          |             |
| International Trade     | 3                        | 29          |
| <b>Northern Ireland</b> |                          |             |
| International Trade     | 2                        | 30          |
| <b>North West</b>       |                          |             |
| Innovation              | 2                        | 31          |
| International Trade     | 6                        | 32          |
| Sustainable Development | 1                        | 35          |
| <b>Scotland</b>         |                          |             |
| International Trade     | 8                        | 36          |
| Enterprise Promotion    | 2                        | 39          |
| <b>South East</b>       |                          |             |
| Innovation              | 5                        | 40          |
| International Trade     | 20                       | 43          |
| Sustainable Development | 1                        | 50          |



Please click on the relevant region/category for further information.

**South West**
**Number of Winners**
**Page**

|                         |    |    |
|-------------------------|----|----|
| Innovation              | 4  | 51 |
| International Trade     | 14 | 53 |
| Sustainable Development | 1  | 59 |
| Enterprise Promotion    | 1  | 60 |

**Wales**

|                         |   |    |
|-------------------------|---|----|
| International Trade     | 3 | 61 |
| Sustainable Development | 1 | 62 |
| Enterprise Promotion    | 1 | 63 |

**West Midlands**

|                         |   |    |
|-------------------------|---|----|
| Innovation              | 5 | 64 |
| International Trade     | 4 | 66 |
| Sustainable Development | 3 | 68 |

**Yorkshire & The Humber**

|                         |   |    |
|-------------------------|---|----|
| International Trade     | 9 | 70 |
| Sustainable Development | 2 | 75 |



## Cambridge Intelligence Ltd

59-61 Regent Street  
Cambridge  
CB2 1AB

**Website:** [www.cambridge-intelligence.com](http://www.cambridge-intelligence.com)  
**Employees:** 7  
**Immediate Parent:** N/A  
**CEO and Founder:** Dr Joe Parry  
**Contact for press enquiries:** Andrew Disney  
**Tel:** 01223 362000  
**Email:** [andrew@cambridge-intelligence.com](mailto:andrew@cambridge-intelligence.com)

The small company, Cambridge Intelligence Ltd wins an Innovation Award for developing KeyLines, a unique data visualisation tool-kit. The new software product enables clients rapidly to identify patterns and analyse connections within large quantities of data. Supported by the company's team of experts, it can be tailored to meet many applications. Clients are empowered to extract significant, useful information from, often vast, internal data resources. Running on a web-browser, the software can be deployed readily within almost all existing information technology infrastructures of companies. Incorporating advanced technology, the innovative product is making data visualisation possible in organisations, including start-up companies, where, previously, it was not available. The flexible, and commercially successful, product has been deployed on tasks as varied as detecting fraud, monitoring critical infrastructure and finding thought-leaders on Twitter.

## Ekioh Ltd

17b Sturton Street  
Cambridgeshire  
CB1 2SN

**Website:** [www.ekioh.com](http://www.ekioh.com)  
**Employees:** 8  
**Immediate Parent:** N/A  
**CEO:** Mr Piers Wombwell  
**Contact for press enquiries:** Stephen Reeder  
**Tel:** 07799 765095  
**Email:** [info@ekioh.com](mailto:info@ekioh.com)

The small company Ekioh Ltd wins an Innovation Award for designing, developing and commercialising a graphics engine for television top-boxes. The product facilitates the delivery, for example, of programme guide data, programme management and video-on-demand catalogues. Incorporating scalable vector graphics technology, it is the fastest, most compact and flexible device of its kind and, importantly, it successfully overcomes constraints imposed by the power, and cost, limitations of top-boxes, enabling them to deliver easy-to use facilities incorporating imaginative graphic displays. It is contributing significantly to meeting growing worldwide market demand for visually-compelling television management products; the majority of televisions not having integrated multi-functional user-interfaces, relying instead on top-boxes. The current growth of export sales of the engine seems set to continue for the foreseeable future.



## Heraeus Noblelight Ltd

Unit 161, Cambridge Science Park  
Milton Road  
Cambridge  
CB4 0GQ

**Website:** [www.heraeus.com](http://www.heraeus.com)  
**Employees:** 98  
**Immediate Parent:** Heraeus beteiligungs  
verwaltungsgesellschaft mbh  
**Managing Director:** Mrs Deborah Playle  
**Contact for press enquiries:** Dr Joerg Wetterau  
**Tel:** +49 6181 35 5706  
**Email:** [Joerg.wetterau@heraeus.com](mailto:Joerg.wetterau@heraeus.com)

An Innovation Award is made to Heraeus Noblelight Ltd for developing and applying an automated process for arc lamp manufacture. The novel process comprises single-piece flow production cells using proprietary auto-assembly equipment. Combining modern electrical, mechanical and software components to replicate manual tasks, the process is the first to automate the special manual skills previously involved in making satisfactory glass-to-metal seals and meeting the tight tolerances required. The process has led, not only to greater production yields and flexibility, but to higher consistency, standardisation and lifetimes of lamps. The development has enabled the company to compete successfully with overseas imports, increase market share and secure its position as technology leader in the sector.

## Thermoteknix Systems Ltd

Teknix House  
2 Pembroke Avenue  
Waterbeach  
Cambridge  
CB25 9QR

**Website:** [www.thermoteknix.co.uk](http://www.thermoteknix.co.uk)  
**Employees:** 53  
**Immediate Parent:** N/A  
**Managing Director:** Dr Richard Salisbury  
**Contact for press enquiries:** Jez Ford  
**Tel:** 01223 204 000  
**Email:** [j.ford@thermoteknix.com](mailto:j.ford@thermoteknix.com)

Thermoteknix Systems Ltd wins an Innovation Award for developing a miniature, thermal-imaging camera that clips onto night-vision goggles. The fusion of thermal-imaging with image-intensification produces an innovative detection device that can operate in darkness and extremely low light conditions. The device is used by military, surveillance and others performing defence and security activities. Incorporating specialist lens design, novel algorithms and patented calibration techniques, the product has no mechanical moving parts, requires no regular sensor calibrations and provides continuous 40 degrees fields of view. It is robust, reliable and completely silent. Relative to alternatives, it requires less power, is lighter and less expensive and, crucially, extends the detection capability of patrol personnel operating in combat situations. The valuable product is having a good commercial impact on the company.



## Applied Acoustic Engineering Ltd

Marine House  
Marine Park  
Gapton Hall Road  
Great Yarmouth  
Norfolk  
NR31 0NB

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

**Employees:** 44

**Immediate Parent:** N/A

**Managing Director:** Mr Adam Darling

**Contact for press enquiries:** Adam Darling

**Tel:** 01493 440355

**Email:** [adarling@appliedacoustics.com](mailto:adarling@appliedacoustics.com)

Applied Acoustic Engineering Ltd manufacture acoustic products that are used to position equipment under the sea, or to survey the uppermost sediment and rock layers of the sea bed. The company is an experienced exporter, operating strategies which mainly focus on developing a network of local technically competent agents. The agent network has been expanded since 2011 to include Germany, Turkey, Mexico, Brazil and Australia. In addition, awareness raising activities such as exhibition and product demonstrations are used to raise and maintain the company profile. It wins the Queen's Award for International Trade for outstanding growth in its export earnings of 145% in the last three years.

## Cambridge English Language Assessment

1 Hills Road  
Cambridge  
CB1 2EU

**Website:** [www.cambridgeenglish.org](http://www.cambridgeenglish.org)

**Employees:** 434

**Immediate Parent:** Cambridge Assessment

**Chief Executive:** Mr Saul Nassé

**Contact for press enquiries:** Stephen McKenna

**Tel:** 01223 553826

**Email:** [McKenna.S@cambridgeenglish.org](mailto:McKenna.S@cambridgeenglish.org)

Established in 1913, Cambridge English Language Assessment is a department of Cambridge University. The organisation provides training, testing and certification in English language by offering Cambridge English qualifications and assessment materials to schools, universities, businesses and governments around the world. It also provides teacher development and educational consultancy services. The organisation has registered a name change from University of Cambridge Local Examinations Syndicate (UCLES) under which they won a previous Queen's Award for International Trade in 1992. It wins the Queen's Award for International Trade for growth in overseas earnings of 109% over the last six years. The organisation operates globally in more than 130 countries and collaborates with governments, language schools, professional networks and a range of other organisations.

## Cambridge Pixel Ltd

New Cambridge House  
Bassingbourn Road  
Litlington  
Royston  
Cambridgeshire  
SG8 0SS

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

**Employees:** 6

**Immediate Parent:** N/A

**Managing Director:** Dr David Johnson

**Contact for press enquiries:** Martin Brooke

**Tel:** 01223 882174

**Email:** [martin@cambridgepixel.com](mailto:martin@cambridgepixel.com)

Cambridge Pixel Ltd was formed in 2007 and designs software and hardware technology for radar acquisition, processing and display systems. It operates in a niche market and has steadily grown its export business by building on success in the UK market. The core business functions of product development, customer support and quality management are provided by full-time employees with overseas representation through a network of agents. The company made inroads to the markets by becoming the supplier of choice for radar display systems on new and refurbished Royal Navy ships, a position that opened doors for the development of business in India, South Korea, and North America. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.



## Cambrionix Ltd

St Johns Innovation Park  
Cowley Road  
Cambridge  
CB4 0WS

**Website:** [www.cambrionix.com](http://www.cambrionix.com)  
**Employees:** 11  
**Immediate Parent:** N/A  
**Director:** Mrs Victoria Tyson  
**Contact for press enquiries:** Victoria Tyson  
**Tel:** 0122 342 2249  
**Email:** [victoria.tyson@cambrionix.com](mailto:victoria.tyson@cambrionix.com)

Cambrionix Ltd manufacture products that intelligently bulk charge and synchronise electronic devices that use the USB interface. The company was established in 2009. It was first to market with a system to provide fast charging, physical security and daily security updates to a group of devices and sells to OEMs (system integrators). The products work with all Apple iDevices (iPads, iPhones and iPods), any Android tablet or smartphone using the USB interface. The company's overseas sales have increased year on year and it has recognised that emerging and developing markets are becoming technologically more advanced and new business development is targeted at those areas. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

## Credit360 Ltd

Compass House  
Chivers Way  
Histon  
Cambridge  
CB24 9BZ

**Website:** [www.credit360.com](http://www.credit360.com)  
**Employees:** 86  
**Immediate Parent:** Credit360 Global Ltd  
**CEO Product:** Mr Richard Kirby  
**Contact for press enquiries:** Chris Measures  
**Tel:** 01359 250641  
**Email:** [chris@measuresconsulting.com](mailto:chris@measuresconsulting.com)

Credit360 Ltd produces software to help global companies manage their sustainability, supply chain, and environment, health and safety information. The company was established in 2002 and has achieved substantial growth in overseas business over the last three years, while also growing its presence in the domestic market. Credit360 has been able to achieve this by partnering with customers, understanding their requirements and offering flexible solutions according to their individual needs. It also shows a commitment to future growth with significant increase in the number of employees and investment in product development. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

## European SprayDry Technologies LLP

Regal House  
South Road  
Harlow  
Essex  
CM20 2BL

**Website:** [www.spray-dryer.com](http://www.spray-dryer.com)  
**Employees:** 8  
**Immediate Parent:** N/A  
**Director of Finance:** Mr Christopher Free  
**Contact for press enquiries:** Gareth Hine  
**Tel:** 07740 175272  
**Email:** [garethh@spray-dryer.com](mailto:garethh@spray-dryer.com)

Founded in 2007 and located in Harlow Essex, European SprayDry Technologies LLP design, manufacture and provide ongoing support of industrial-scale spray-drying equipment. It wins the Queen's Award for International Trade for outstanding growth in its export earnings of 2375% in the last three years. The company is clear in its route to strategic growth and note that over 70% of orders are via referrals or word of mouth. Its marketing strategy is therefore not reliant on extensive generic marketing campaigns and whilst the company has advertised in trade magazines and attended trade exhibitions, it has not needed to for over five years. The remaining 30% of business is generated through its website, which is continually updated and gives potential clients a clear understanding of the business. European SprayDry actively uses UKTI for support and has previously attended trade missions and comments that they have found the UKTI invaluable in terms of specific market information.



## HiBreeds International Ltd

The Grange  
62 Spixworth Road  
Norwich  
Norfolk  
NR6 7NF

**Website:** [www.hatching-eggs.com](http://www.hatching-eggs.com)  
**Employees:** 5  
**Immediate Parent:** Norfolk Nest Egg Ltd  
**Managing Director:** Mr Nicholas Chandler  
**Contact for press enquiries:** Nicholas Chandler  
**Tel:** 01603 482444/488340  
**Email:** [nick@hatching-eggs.com](mailto:nick@hatching-eggs.com)

Founded in 1998, HiBreeds International Ltd is a hatching egg exporter for the UK poultry industry, acting as intermediary for UK farmers and international clients. The company is owned by Norfolk Nest Egg Ltd and is also a 2011 Queen's Award winner for International Trade. HiBreeds International has exported 100% of its product since its establishment and currently has annual exports of 70 million hatching eggs per year, through close and valued partnerships with Saudi Arabian Airlines and major UK poultry breeders. The business model has great potential for further global expansion and particularly in the developing world. The Middle East is a major export market and is cultivated through direct meetings, trade shows and reputation. The company is a member of the British Chamber of Commerce and the Arab British Chamber of Commerce. It wins the Queen's Award for International Trade for outstanding growth in its export earnings of 478% in the last three years.

## Magnus Marine Ltd

Hethel Engineering Centre  
Chapman Way  
Norwich  
Norfolk  
NR14 8FB

**Website:** [www.magnusmarine.com](http://www.magnusmarine.com)  
**Employees:** 9  
**Immediate Parent:** N/A  
**Director:** Mr Matthew Scales  
**Contact for press enquiries:** Stephen Scales  
**Tel:** 07714 676119  
**Email:** [sjs@magnusmarine.com](mailto:sjs@magnusmarine.com)

Established in 2003, Magnus Marine Ltd has manufactured their marine shore power converters and energy storage systems in-house since 2008. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years. The company's overseas sales, numbers employed, and profitability have all doubled during the last three years, with export sales also increasing as a percentage of total sales. With a strategy focused around customer relationships and high quality product, the company brought all manufacturing back in-house in 2008, thus enhancing quality control and enabling better control over product development, the latter being key to entering the USA market.

## Medisafe UK Ltd

Unit 3, Twyford Road  
Bishop's Stortford  
Hertfordshire  
CM23 3LJ

**Website:** [www.medisafeinternational.com](http://www.medisafeinternational.com)  
**Employees:** 100  
**Immediate Parent:** N/A  
**CEO:** Mr Lawrence Dawson  
**Contact for press enquiries:** Chris Anderson  
**Tel:** 01279 710819  
**Email:** [canderson@medisafeinternational.com](mailto:canderson@medisafeinternational.com)

Medisafe UK Ltd designs and manufactures specialized products for decontaminating complex surgical instruments. There are both capital equipment products and consumable/disposable products amongst the range. The business was founded in 1990 and is UK owned with US and German subsidiaries supplying the market through a network of over 60 international distributors. Offering unique products that address new hi-tech surgical techniques through carefully chosen distribution channels has been the key to success. Medisafe drives its suppliers to meet the demands of hospitals around the world and employs staff with key language and communication skills to achieve this by delivering continuous education and training via informative presentations. Building a global reputation by working with key opinion leaders in foreign markets, Medisafe is able to show strong and consistent sales growth internationally in business and a robust strategy. It wins the Queen's Award for International Trade for growth in overseas earnings of 204% over the last six years.



## Porvair Filtration Group Ltd

7 Regis Place  
North Lynn Industrial Estate  
King's Lynn  
Norfolk  
PE30 2JN

**Website:** [www.porvairfiltration.com](http://www.porvairfiltration.com)  
**Employees:** 322  
**Immediate Parent:** Porvair plc  
**Chairman:** Mr Ben Stocks  
**Contact for press enquiries:** Julia Triffitt  
**Tel:** 01553 765500  
**Email:** [jtriffitt@porvair.com](mailto:jtriffitt@porvair.com)

Porvair Filtration Group Ltd is a filtration and environmental technology specialist. It is owned by Porvair plc. The company has a clear all-encompassing vision and various trading strategies targeted, and used, to achieve product and export growth across all of its markets. It identifies specific target growth areas, such as Bioscience, Aerospace, Energy and Industrial, and has presented a clear formula for routes to market for each, investing in new products and diversity to both develop existing markets and clients, and to satisfy new client demands. It is clear that the increase in turnover and exports is due to a successful implementation of strategy and currently top export markets are the USA, Korea and Germany. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

## Premier Exports London Ltd

Unit 29A  
Greenhill Crescent  
Watford Business Park  
Watford  
Hertfordshire  
WD18 8YB

**Website:** [www.premierexports.co.uk](http://www.premierexports.co.uk)  
**Employees:** 10  
**Immediate Parent:** N/A  
**Director:** Mr Bala Venkata Raju Bhogadi  
**Contact for press enquiries:** Mr Abhishek Biyani  
**Tel:** 01923 250086  
**Email:** [Abhishek@premierexports.co.uk](mailto:Abhishek@premierexports.co.uk)

Premier Exports London Ltd, began trading in 2010 and specialises in the export of fast moving consumer goods, including its own brand of 'Divine and Rifle'. The company researches its markets, carefully selecting those with long term potential, using local agents and distributors in the first instance to develop brand presence and market knowledge. Trade shows and missions are important to the growth of the overseas markets and key markets are the Middle East and Africa. However, Premier also exports to around 24 countries that include China and the USA. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

## Pumptronics Ltd

Folgate Road  
North Walsham  
Norfolk  
NR28 0AJ

**Website:** [www.pumptronics.co.uk](http://www.pumptronics.co.uk)  
**Employees:** 14  
**Immediate Parent:** Premier Pump and Tank Company Ltd  
**Director:** Mr Andrew Olive  
**Contact for press enquiries:** Andrew Olive  
**Tel:** 01692 500640  
**Email:** [andrew@pumptronics.co.uk](mailto:andrew@pumptronics.co.uk)

Founded in 1997 and located in North Walsham, Norfolk, Pumptronics Ltd supply fuel dispensing equipment for use on retail service stations and commercial fuel bunkering depots. The company is owned by Premier Pump and Tank Company Ltd. Although trading for some 18 years, the company has only recently entered the export market, which, it acknowledges, needed a completely different strategy from its domestic activities. Domestic sales are created by distributors, but overseas sales are achieved by agents, many of whom look for exclusivity, an approach that the company resists. It is clear that there has been great effort put into learning about the idiosyncrasies of exporting, and the company has applied a methodological approach. It wins the Queen's Award for International Trade for outstanding growth in its export earnings of 272% in the last three years.



## Quixant Plc

Aisle Barn  
100 High Street  
Balsham  
Cambridgeshire  
CB21 4EP

**Website:** [www.quixant.com](http://www.quixant.com)  
**Employees:** 8  
**Immediate Parent:** N/A  
**Chief Executive:** Mr Nick Jarman  
**Contact for press enquiries:** Jon Jayal  
**Tel:** 01223 892696  
**Email:** [jon.jayal@quixant.com](mailto:jon.jayal@quixant.com)

Quixant Plc began trading in 2005 and designs and manufactures advanced computer platforms, designed to drive gaming machines. The company demonstrates an excellent knowledge of its markets and its strategy is focused on building powerful relationships with customers and industry partners, facilitated through opening subsidiaries in specified territories, e.g. USA. Overall, 100% of manufacturing is done in Taiwan (due to the fact that Taiwan is at the forefront of high-tech manufacturing expertise) whilst the design, R&D and IPR is 100% owned in the UK. The company's primary markets currently are Australasia, North America and Europe. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

## Rega Research Ltd

6 Coopers Way  
Temple Farm Industrial Estate  
Southend-on-Sea  
Essex  
SS2 5TE

**Website:** [www.rega.co.uk](http://www.rega.co.uk)  
**Employees:** 89  
**Immediate Parent:** N/A  
**Owner/Shareholder:** Mr Roy Gandy  
**Contact for press enquiries:** Roy Gandy  
**Tel:** 01621 741233  
**Email:** [phil@rega.co.uk](mailto:phil@rega.co.uk)

Rega Research Ltd began trading in 1973 and design and manufacture domestic high fidelity sound systems. Rega is an experienced exporter and remains an independent company. The company invest heavily in R&D to which it attributes, in part, to its success. As the Rega brand has grown within the industry, the company has taken a selective approach to its distributors to reflect the high value and quality of its products, with hosted visits to the UK being encouraged. Europe accounts for the largest share of overseas sales in 2014 at 41%, with North America next at 19%. The company demonstrates an intimate knowledge of its markets and its utilisation of this for strategic sales development, with new markets now including Chile, Peru and Ireland. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.



## Seafast Logistics Ltd

York House  
2-4 York Road  
Felixstowe  
Suffolk  
IP11 7SS

**Website:** [www.Seafast.com](http://www.Seafast.com)  
**Employees:** 12  
**Immediate Parent:** Seafast Holdings Ltd  
**Managing Director & Shareholder:** Mr David J Halliday  
**Contact for press enquiries:** David J Halliday  
**Tel:** 01394 694800  
**Email:** [DHalliday@seafast.com](mailto:DHalliday@seafast.com)

Founded in 2008 and located in Felixstowe, Suffolk, Seafast Logistics Ltd provide Worldwide Shipping and Air-Freight solutions, individually designed to meet customer requirements and based in challenging locations. The company has based its strategy on its Unique Selling Point that it handles and provides a shipping service to intentionally problematic areas of the world. Originally based upon UK military requirements, the company has used their expertise to develop various 'difficult' areas throughout the globe and to satisfy the requirements of several big-name producers. Seafast Logistics note that, due to the nature of its destinations, advertising has been and is intended to remain low key. New business is gained predominantly from satisfied clients and word-of-mouth recommendations. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

## Sepura Plc

Radio House  
St Andrews Road  
Cambridge  
CB4 1GR

**Website:** [www.sepura.com](http://www.sepura.com)  
**Employees:** 289  
**Immediate Parent:** N/A  
**Chief Executive Officer:** Mr Gordon Watling  
**Contact for press enquiries:** Rosanna Norman  
**Tel:** 01223 877283  
**Email:** [rosanna.norman@sepura.com](mailto:rosanna.norman@sepura.com)

Sepura Plc has won the Queen's Award for International Trade for outstanding growth of overseas sales over the last three years. Established in 2002, Sepura is a global leader in the design, manufacture and supply of digital radios, systems and applications developed specifically for business and mission critical communications. With a global customer base of over 1 million users in 114 countries – and expanding rapidly – Sepura is served by a network of regional partners and has achieved market leadership in over 30 countries. The company's progress is fuelled by a business plan which has included three strategic acquisitions in the last two years: 3T, the Austrian supplier of TETRA infrastructure in late 2012; Portalify, the Helsinki-based applications developer, in 2013; and Fylde Micro Ltd, the UK-based radio trunking solutions company, in early 2014, specifically adding a further dimension to Sepura's DMR portfolio.



## Anglian Water Services Ltd

Lancaster House  
Lancaster Way  
Ermine Business Park  
Huntingdon  
Cambridgeshire  
PE29 6YJ

**Website:** [www.anglianwater.co.uk](http://www.anglianwater.co.uk)  
**Employees:** 4066  
**Immediate Parent:** Anglian Water Services  
Overseas Holdings Ltd  
**Chief Executive Officer:** Mr Peter Simpson  
**Contact for press enquiries:** Ciaran Nelson  
**Tel:** 07802 802027  
**Email:** [cNelson2@anglianwater.co.uk](mailto:cNelson2@anglianwater.co.uk)

A Sustainable Development Award is made to Anglian Water Services Ltd for embedding sustainability throughout its operations. It has adopted a commendable range of initiatives to improve the performance of itself and improve the sustainability of customers, supply chain organisations and others within the water industry. It achieved the lowest leak-rate in the industry, was top-rated in Ofwat's independent qualitative customer satisfaction surveys in 2013 and 2014 and was the first water company to achieve the Carbon Trust Water Standard. Through its Energy Initiative, it reduced annual energy bills by fifteen million pounds. It offers pro-active water management services, involving smart-meter monitoring, leading to significantly reduced customer water consumption. In partnership with other environmentally-conscious organisations, it improved its publicly-accessible land; three of its parks maintaining Green Flag status in 2014. It participates in numerous education and outreach programmes furthering environmentally-friendly objectives.



**LIFETIME ACHIEVEMENT AWARD****Mr Christopher Pichon**

Chairman  
Wenta  
The Wenta Business Centre  
Colne Way  
Watford  
Hertfordshire  
WD24 7ND

**Website:** [www.wenta.co.uk](http://www.wenta.co.uk)  
**Contact for press enquiries:** Kate Munro  
**Tel:** 01923 691362  
**Email:** [katemunro@wenta.co.uk](mailto:katemunro@wenta.co.uk)

Chris Pichon earns a Lifetime Achievement Award for Enterprise Promotion following 18 years leading Wenta, the Hertfordshire based Enterprise Agency. As CEO, Mr Pichon transformed Wenta into one of the country's leading Enterprise Agencies, today employing over 55 staff with an annual turnover of £3m. In 2014, Wenta's staff assisted more than 1200 new businesses to start across Hertfordshire and Bedfordshire, and provided business skills training to over 4500 people. These programmes were part funded through Wenta's managed workspace centres of over 100,000 sq ft, as well as from RGF, ERDF and DWP programmes. Over 500 established small businesses are supported through these business centres. Mr Pichon has recently transferred to become Chairman of Wenta, as well as Chairman of The National Enterprise Network.



## Mrs Lopa Patel MBE

Chief Executive Officer  
Redhotcurry.com  
Hearle Way  
Hatfield  
Hertfordshire  
AL10 9EW

**Website:** [www.redhotcurry.com](http://www.redhotcurry.com)  
**Contact for press enquiries:** Mrs Lopa Patel  
**Tel:** 07505 462442  
**Email:** [lopa.patel@redhotcurry.com](mailto:lopa.patel@redhotcurry.com)

Lopa Patel is an entrepreneur with a lifelong interest in science and technology, and received an MBE in 2006 for her services to the creative industries. She is an experienced marketing consultant who founded the online South Asian lifestyle portal Redhotcurry.com and ecommerce website TheRedhotshop.com. She is recognised as a spokesperson for the British Asian community, as a dynamic woman entrepreneur and a mentor for young business people. Mrs Patel has undertaken a significant amount of voluntary enterprise promotion activities over the last ten years whilst running her business. Activities have included speaking at entrepreneurship seminars, judging funding pitch awards like Apps for Good; mentoring on the Young Enterprise company programme; working with the Small Business Consultancy (TSBC), and acting as an Ambassador for the Women of the Future Programme.



## Ezi-Dock Systems Ltd

Unit 3, Park Court  
Park Lane Business Park  
Kirkby-in-Ashfield  
Nottinghamshire  
NG17 9LE

**Website:** [www.ezidock.com](http://www.ezidock.com)  
**Employees:** 9  
**Immediate Parent:** N/A  
**Director:** Mr Michael Brimson  
**Contact for press enquiries:** Pete White  
**Tel:** 07714 270802  
**Email:** [info@midlandsmarketingmedia.co.uk](mailto:info@midlandsmarketingmedia.co.uk)

The small company, Ezi-Dock Systems Ltd, wins an Innovation Award for designing and manufacturing a novel product for transferring toxic ingredients. Comprising a single-use package, it facilitates the transfer of potentially hazardous materials, safely and efficiently, without risk to operators from atmospheric or other contamination. Incorporating a unique concept enabling incineration with standard waste, the equipment eliminates the expense of cleaning with solvents and maintenance by specialist waste contractors associated with alternatives. It is replacing the utilisation of transfer stations traditionally used in the pharmaceutical industry. The new equipment reduces health risks to employers and aids employers to improve production facilities and comply with rigorous standards. As a result, the company is becoming a world leader in the technology and increasing its turnover, particularly in export markets.

## Retrogenix Ltd

Crown House  
Bingswood Estate  
Whaley Bridge  
Derbyshire  
SK23 7LY

**Website:** [www.retrogenix.com](http://www.retrogenix.com)  
**Employees:** 9  
**Immediate Parent:** N/A  
**Managing Director:** Dr Jim Freeth  
**Contact for press enquiries:** Dr Elizabeth Kingsley  
**Tel:** 07799 435237  
**Email:** [elizabeth.kingsley@retrogenix.com](mailto:elizabeth.kingsley@retrogenix.com)

The small company, Retrogenix Ltd, wins an Award for developing a method of identifying specific proteins in human cells which drugs and other molecules interact with. It underpins a new service enabling pharmaceutical companies to receive faster, more accurate results at lower cost than previously. Capable of simultaneously screening 3,500 human proteins, the new technology facilitates a six-fold increase in the identification rate of relevant protein interactions; thus it is helping to understand, for example, how viruses attack human cells and whether particular drugs are likely to be toxic. The new service is saving an estimated 9.5 million pounds annually on drug development; its cost-effectiveness prompting re-assessments of existing drugs to discover new properties and commencement of work on promising new candidate drugs.



## Tamper Technologies Ltd

Moor Farm Road  
Airfield Industrial Estate  
Ashbourne  
Derbyshire  
DE6 1HD

**Website:** [www.tampertech.net](http://www.tampertech.net)  
**Employees:** 17  
**Immediate Parent:** N/A  
**Managing Director:** Mr Christopher Chiles  
**Contact for press enquiries:** Beth Chiles  
**Tel:** 01335 300335 or 07980 853432  
**Email:** [beth@tampertech.net](mailto:beth@tampertech.net)

The small company, Tamper Technologies Ltd, wins an Innovation Award for designing and manufacturing tamper-evident tape. Supplied to manufacturers of security bags and similar devices, it prevents unauthorised personnel from opening them and covering their tracks. Protecting against theft, terrorism and counterfeiting, the tape is applied during manufacture, not being sealed permanently until contents have been enclosed and a proprietary liner deliberately removed. Exploiting advances in ink and adhesives technologies, it responds to tampering when in service. Once sealed, the tape bonds to the device material and, if attempts are made to remove it, words are impregnated, semi-permanently, on the material; such words being difficult to remove. The enhanced products are used by a variety of customers, including international airlines, European banks and Homeland Security in America.



## Anpario Plc

5-6 Manton Wood Enterprise Park  
Worksop  
Nottinghamshire  
S80 2RS

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

**Employees:** 78

**Immediate Parent:** N/A

**Chief Executive Officer:** Mr David Bullen

**Contact for press enquiries:** Karen Prior

**Tel:** 07718 632 303

**Email:** [karen.prior@anpario.com](mailto:karen.prior@anpario.com)

Anpario plc (“Anpario”) has won the Queen’s Award for Enterprise having achieved outstanding continual growth in its international trade. Located in Worksop, Nottinghamshire, it manufactures natural high performance ingredients for animal feeds which are formulated to protect and improve the health and performance of livestock. It has a dedicated UK manufacturing plant and over 100 employees based in the UK, a regional sales office in Malaysia and wholly owned subsidiaries in China, USA, and Brazil. From these key strategic locations it exports and distributes its UK manufactured and branded products to over 70 countries. In the 3 years between 2011 and 2013 export sales increased by 60% from £12m to £20m resulting in overseas business rising to 75% of total turnover. The company looks to expand its overseas activities and targets principal pig and poultry producing countries which offer the greatest potential to its brands and earnings growth.



## Blue Skies Holdings Ltd

Paddock View  
Spring Hill Farm  
Harborough Road  
Pitsford  
Northampton  
NN6 9AA

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

**Employees:** 69

**Immediate Parent:** N/A

**Chairman and Founder:** Mr Anthony Pile

**Contact for press enquiries:** Simon Derrick

**Tel:** 01604 8812330

**Email:** [simon.derrick@blueskies.com](mailto:simon.derrick@blueskies.com)

A third Sustainable Development Award is made to Blue Skies Holdings Ltd which prepares juices and freshly-cut fruit. Operating in Ghana, Egypt, South Africa, Brazil and the UK, it undertakes inclusive, socially-equal and profitable activities, through its Joint Effort Enterprise programme. It supports employees and 'local' communities; aiding growth of agricultural industries through education and financing, giving protection and sustainability leadership to agriculture and food processing. In partnership with Waitrose and Albert Heijn BV, it established a foundation through which social investment is delivered. It enhances the socio-economic sustainability of countries where fruit is grown and harvested through investing in communities and ensuring workers, and their families, enjoy tangible dividends. Having been a pioneer for responsible sourcing, the company has established an impressive array of 'local' capacity-building initiatives.



## Wavestore Ltd

1 The Metro Centre  
Springfield Road  
Hayes  
Middlesex  
UB4 0LE

**Website:** [www.wavestore.com](http://www.wavestore.com)  
**Employees:** 27  
**Immediate Parent:** N/A  
**Chairman:** Mr Stuart Caldecourt  
**Contact for press enquiries:** David Solomons  
**Tel:** 01277 363733 or 07701 074524  
**Email:** [David.Solomons@wavestore.com](mailto:David.Solomons@wavestore.com)

Wavestore Ltd wins an Innovation Award for developing video management software which enables the surveillance of any number of sites. The software allows operators to manage video recording networks which comprise many cameras, sensors, access control devices and storage media. It unifies a broad range of functions, including controlling camera movements and performing analytics functions, such as people counting and facial recognition. The proprietary “de-warping” function for 360 degree cameras allows specific regions of interest to be inspected, whilst simultaneously monitoring and recording the entire field of vision - a task previously requiring an array of separate cameras. It allows third party systems to be integrated into the software, and allows customers to continue to use existing equipment without constraints. The software indexes items with virtually instantaneous identification of specific images from very large storage. The product enables customers to create innovative solutions to solve their security needs, delivering enhanced efficiency at a reduced cost. The company also wins the Queen’s Award for International Trade.



## Argus Media Ltd

Argus House  
 175-179 St John Street  
 London  
 EC1V 4LW

**Website:** [www.argusmedia.com](http://www.argusmedia.com)  
**Employees:** 267  
**Immediate Parent:** N/A  
**Chairman and CEO:** Mr Adrian Binks  
**Contact for press enquiries:** Cindy Galvin  
**Tel:** 07949 694751  
**Email:** [cindy.galvin@argusmedia.com](mailto:cindy.galvin@argusmedia.com)

Argus Media Ltd was founded in 1970 and produces global energy and commodity news and price reports. The company operates 19 offices globally and is clear on its vision to expand into new regions. Business development plans are established for each market and emphasis is put on superior language skills as appropriate. North America accounts for 31% of export sales in 2014, followed by Russia at 11%, with Latin America a relatively new market which has been built by creating a dedicated sales and business development team. It wins the Queen's Award for International Trade for continuous and cumulative overseas export earnings growth of 245% over six years.

## Avanti Communications Ltd

Cobham House  
 20 Black Friars Lane  
 London  
 EC4V 6EB

**Website:** [www.avantiplc.com](http://www.avantiplc.com)  
**Employees:** 177  
**Immediate Parent:** N/A  
**Chief Executive:** Mr David Williams  
**Contact for press enquiries:** Laura Hegarty  
**Tel:** 020 7749 1600  
**Email:** [laura.hegarty@avantiplc.com](mailto:laura.hegarty@avantiplc.com)

Established in 2002, Avanti Communications Ltd own and operate a fleet of satellites and 'Earth Stations' which deliver high-speed data communications across the globe. It wins the Queen's Award for International Trade for outstanding overseas earnings growth of 582% over the last three years, resulting in exports rising as a percentage of turnover from 36% to 76%. The company continues to grow and invest heavily in its technology in which they have a unique USP with a wholly owned satellite delivery mechanism to service large areas of the globe. The company strategy addresses markets and how technical and cultural barriers are being addressed.

## Brompton Bicycle Ltd

2-3b Lionel Road South  
 Brentford  
 Middlesex  
 TW8 9QR

**Website:** [www.brompton.co.uk](http://www.brompton.co.uk)  
**Employees:** 216  
**Immediate Parent:** N/A  
**Managing Director:** Mr William Butler-Adams  
**Contact for press enquiries:** Quinton Pullinger  
**Tel:** 020 8232 8484  
**Email:** [quinton@brompton.co.uk](mailto:quinton@brompton.co.uk)

Established in 1976, Brompton Bicycle Ltd sell a folding bicycle which is manufactured and designed to collapse for ease of carrying on other forms of transport. The company holds a 2010 Queen's Award for International Trade and a 2010 Queen's Award for Innovation. It wins the 2015 Queen's Award for International Trade for outstanding overseas sales growth over the last three years, showing a 70% overall growth. It exports to 48 territories selling through a distributor network who it works closely with to ensure appropriate brand promotion. The company recently opened up a network of Brompton only concept stores in seven different international cities, giving them control over all aspects of their product with this approach allowing them to better control quality and distribution.



## Catalyst Development Ltd

167 Fleet Street  
London  
EC4A 2EA

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

**Employees:** 47

**Immediate Parent:** Catalyst Development Holdings Ltd

**Founder and Chief Executive Officer:** Mr Greg Davis

**Contact for press enquiries:** Sue Primmer

**Tel:** 0870 901 4155 or 07942 264 020

**Email:** [sueprimmer@catalyst.co.uk](mailto:sueprimmer@catalyst.co.uk)

Established in 1994, Catalyst Development Ltd operates in a niche sector of the financial services market creating bespoke solutions for international exchanges, investment banks and asset managers. It operates in a complex market where innovation and domain expertise are key success factors and a reputation for quality delivery is the main vehicle to expand business. The company has established relationships with the major financial service providers in the main markets and operates against a long-term strategy which is reflected in their commercial success. It wins the Queen's Award for International Trade for outstanding growth in its export earnings of 66% in the last three years.

## Chrisanne Ltd

110-112 Morden Road  
Mitcham  
Surrey  
CR4 4XB

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

**Employees:** 60

**Immediate Parent:** N/A

**Chairman:** Mr Peter Dobner

**Contact for press enquiries:** Miss Jodie Rayward

**Tel:** 020 8687 3432

**Email:** [jrayward@chrisanne.com](mailto:jrayward@chrisanne.com)

Chrisanne Ltd manufacture finished dance dresses and costumes and supply fabrics, trimmings and decoration for dance and performance costumes. The company was established in 1986 by the present owners to create ballroom dresses and to supply the finest dance fabrics to dressmakers. It sources and supplies the best and most desirable fabrics from producers in the UK, the EU and globally, and works with dressmakers, resellers and shops in over 70 countries. The company's overseas sales have increased by more than 35% over the last three years and it exports around 80% of all sales. The company has a good set of strategies, selling through specialists in its field and aimed at developing close relationships with their end user customers. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

## Ikon Science Ltd

Causeway House  
13 The Causeway  
Teddington  
Middlesex  
TW11 0JR

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

**Employees:** 126

**Immediate Parent:** N/A

**CEO:** Mr Martyn Millwood Hargrave

**Contact for press enquiries:** Martyn Millwood Hargrave

**Tel:** 020 8943 1122

**Email:** [mmhargrave@ikonscience.com](mailto:mmhargrave@ikonscience.com)

Established in 2001, Ikon Science Ltd provide software, services and industry available studies, delivering sub-surface knowledge (underground conditions) for the energy industry, predominantly the oil and gas exploration and production sector. The company subsidiary, GeoPressure Technology Ltd, is a 2014 Queen's Award for International Trade winner. The company has successfully met a number of challenges, including the loss of a major client due to adverse economic conditions in the sector. However, strong leadership and clear planning has ensured the company has remained commercially viable throughout. Following a period of stabilisation and rebuilding, the company has established a presence in 80% of world oil and gas industry's markets. It wins the Queen's Award for International Trade for growth in overseas earnings of 455% over the last six years.



## Lee Broom Ltd

93 Rivington Street  
 London  
 EC2A 3AY

**Website:** [www.leebroom.com](http://www.leebroom.com)  
**Employees:** 14  
**Immediate Parent:** N/A  
**CEO:** Mr Charles Rudgard  
**Contact for press enquiries:** Adnan Abbasi  
**Tel:** 020 7420 1700  
**Email:** [Adnan.Abbasi@camronpr.com](mailto:Adnan.Abbasi@camronpr.com)

Trading since 2007, Lee Broom Ltd is a new exporter that designs and manufactures contemporary furniture, lighting and accessories and designs interiors. It has established its overseas profile through developing and promoting an exclusive British brand and creating iconic products, using materials in unusual ways. This approach has also succeeded in the company winning awards for its designs. The company selects its overseas markets through research and investigatory visits, with selected markets having products developed to compliment the territory. The company now has 100 dealers, with a target for significant expansion in dealers and countries within the next year. It wins the Queen's Award for International Trade for outstanding growth in its export earnings of 302% in the last three years.

## Nasco (UK) Ltd

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

**Website:** [www.nasco-uk.com](http://www.nasco-uk.com)  
**Employees:** 29  
**Immediate Parent:** N/A  
**Director:** Mr Suresh Vidani  
**Contact for press enquiries:** Nisha Vidani  
**Tel:** 020 8571 2333  
**Email:** [nisha@nasco-uk.com](mailto:nisha@nasco-uk.com)

Established in 2004, Nasco UK Ltd are an export and wholesale company which supply, stock and source over 8000 food, drink, toiletries and household items to around 50 countries worldwide. It is a 2013 and 2014 Queen's Award for International Trade winner. They have made some headway in streamlining their operation, acquiring new warehouse space and reorganising accordingly. The company has instigated several energy saving and environmentally friendly policies. Although growth has tailed off in comparison to their previous applications, the commercial performance has improved. It wins the Queen's Award for International Trade for outstanding growth in its export earnings of 168% in the last three years.

## Operation Europe Ltd

11 Angel Wharf  
 58 Eagle Wharf Road  
 London  
 N1 7ER

**Website:** [www.operationeurope.com](http://www.operationeurope.com)  
**Employees:** 15  
**Immediate Parent:** N/A  
**Director:** Mr Thomas Barrett  
**Contact for press enquiries:** Thomas Barrett  
**Tel:** 020 7566 5400  
**Email:** [tom@operationeurope.com](mailto:tom@operationeurope.com)

Operation Europe Ltd provides travel service for special interest group tours throughout Europe. The business was founded in 1988. The company demonstrate a strong business strategy, based on considerable experience and the development of an effective network of service providers in Europe. The company sells its services to travel companies outside of the EU, offering specialist knowledge of the region and has an overseas sales office in the United States and works to build and maintain good relations with clients elsewhere. Business development is actively pursued through market visits and research, using UK Trade and Investment support services. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.



## Pell Frischmann Consulting Engineers Ltd

4-5 Manchester Square  
 London  
 W1U 3PD

**Website:** [www.pellfrischmann.com](http://www.pellfrischmann.com)  
**Employees:** 457  
**Immediate Parent:** PF Consultants Holdings Ltd  
**Chairman:** Dr Wilem W. Frischmann CBE  
**Contact for press enquiries:** Keir Pratt  
**Tel:** 020 7299 2795  
**Email:** [kpratt@pellfrischmann.com](mailto:kpratt@pellfrischmann.com)

Pell Frischmann Consulting Engineers Ltd is a multi-disciplinary consultancy whose history dates back to 1926. The company operates as consulting engineers delivering feasibility, design, supervision and expert advice across a range of projects in sectors including water, rail, roads, transport, ports, airports, buildings and new towns and cities. The company has pursued a successful acquisition policy to expand their skill base and facilitate entry into new markets. This has proven to be successful and they have now undertaken projects in over 50 countries. It wins the Queen's Award for International Trade for outstanding growth in its export earnings of 590% in the last three years.

## Poppy Holdco Ltd t/a Phase Eight

90 Peterborough Road  
 Fulham  
 London  
 SW6 3HH

**Website:** [www.phase-eight.com](http://www.phase-eight.com)  
**Employees:** 829  
**Immediate Parent:** N/A  
**Chief Executive Officer:** Mr Benjamin Barnett  
**Contact for press enquiries:** Kelly Meade  
**Tel:** 020 7471 4419  
**Email:** [kelly.meade@phase-eight.co.uk](mailto:kelly.meade@phase-eight.co.uk)

Established in 1979, and trading under the Phase Eight brand name, Poppy Holdco Ltd sell UK designed, exclusive, stylish and contemporary women's clothing. The company is a leading proponent of concession-driven retail sales for its women's wear products around the world and now operates over 400 stores and concessions across 14 countries, of which over 100 are outside the UK. The company has driven concession sales into a number of international markets which has enabled it to partner with some large retail organisations. In all cases, whether wholly owned or others jointly owned, all concessions are managed from its UK head office and the company's international focus since 2011 has led to export sales growth. It wins the Queen's Award for International Trade for outstanding growth in its export earnings of 501% in the last three years.

## Rapture World Ltd t/a SCM World

2 London Bridge  
 London  
 SE1 9RA

**Website:** [www.scmworld.com](http://www.scmworld.com)  
**Employees:** 27  
**Immediate Parent:** N/A  
**CEO:** Mr Oliver Sloane  
**Contact for press enquiries:** Amanda Casela  
**Tel:** 020 3747 6200  
**Email:** [pr@scmworld.com](mailto:pr@scmworld.com)

Rapture World Ltd, trading as SCM World, provides supply chain talent development for the world's leading companies, empowering professionals with the capability, commitment and confidence to drive greater positive impact on business performance and help solve three of the world's fundamental challenges: health, hunger and environmental sustainability. The SCM World community accelerates collective learning and performance by harnessing the knowledge of the most forward-thinking supply chain practitioners, shared through industry-leading research, best-practice exchanges, peer networking and events. Over 140 companies participate in and contribute to the SCM World community, including P&G, Unilever, Nestlé, Samsung, Lenovo, Cisco, Merck, Caterpillar, Nike, Chevron and Shell. The largest overseas market for the company in 2013 was the USA. It wins the Queen's Award for International Trade for outstanding growth in its export earnings of 160% in the last three years.



## Robertson Taylor Insurance Brokers Ltd

America House  
 2 America Square  
 London  
 EC3N 2LU

**Website:** [www.rtworldwide.com](http://www.rtworldwide.com)  
**Employees:** 55  
**Immediate Parent:** N/A  
**Founder and CEO:** Mr John Silcock  
**Contact for press enquiries:** Clare Garnham  
**Tel:** 07921 057 170  
**Email:** [clare.garnham@speedcomms.com](mailto:clare.garnham@speedcomms.com)

Robertson Taylor Insurance Brokers Ltd, established in 1977, is an insurance broker for the live entertainment industry. The company offer innovative insurance products operating in a niche area of live entertainment, an area many competitors eschew and has achieved significant growth over the last three years. The company has insured eight of the top ten grossing music tours with some 65% of these premiums (£42.5m) being generated from overseas sales. It is able to construct coverage for most clients and a reasonable level of customisation is undertaken. It also supports a music therapy charity. Commercially successful, the company comply with some of the toughest financial regulations in the world and their innovative approach and market making activity is laudable against this background. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

## Seraphine Ltd

Unit 29, Kimberley Court  
 Kimberley Road  
 London  
 NW6 7SL

**Website:** [www.seraphine.com](http://www.seraphine.com)  
**Employees:** 50  
**Immediate Parent:** N/A  
**MD and Founder:** Mrs Cecile Reinaud  
**Contact for press enquiries:** John Bailey  
**Tel:** 020 7472 0213  
**Email:** [john@seraphine.com](mailto:john@seraphine.com)

Seraphine Ltd began trading in 2002 and retails its own brand of maternity wear. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years. The brand is sold in three London stores, via e-commerce websites and distributed by major retailing brands and selected boutiques in 30 countries worldwide. One of the biggest growing overseas markets for Seraphine is the US, at 30% of overseas sales in 2014, for which the company has a dedicated e-commerce domain, sells in dollars and is soon to open a new store there. Another significant overseas market for the company is France, for which there is another dedicated e-commerce domain. The company uses local, as well international public relations and advertising, distributes to over 30 countries, and has opened new markets in Japan, Australia, Finland and China.

## St Giles Schools of Languages Ltd

154 Southampton Row  
 London  
 WC1B 5JX

**Website:** [www.stgiles-international.com](http://www.stgiles-international.com)  
**Employees:** 177  
**Immediate Parent:** N/A  
**Managing Director:** Mr Mark Lindsay  
**Contact for press enquiries:** Shreyaa Patel  
**Tel:** 020 7837 0404  
**Email:** [spatel@stgiles.co.uk](mailto:spatel@stgiles.co.uk)

St Giles Schools of Language Ltd was established in 1958, remains independent, and its role is to teach English as a foreign language. The company is an experienced exporter and third generation family business. It wins the Queen's Award for International Trade for growth in overseas earnings over the last six years. The company sources its students through a large worldwide network of agents spanning over 109 countries. Its growth strategy sits primarily on the development of its international network of almost 4,000 registered language school agents and on recruiting new agents. It has recently created an e-learning zone to help with course delivery.



## TestPlant Ltd

6 Snow Hill  
 London  
 EC1A 2AY

**Website:** [www.testplant.com](http://www.testplant.com)  
**Employees:** 31  
**Immediate Parent:** N/A  
**Chief Executive Officer:** Mr George Mackintosh  
**Contact for press enquiries:** Milli d'Hangest d'Yvoy  
**Tel:** 020 7002 7888 or 07918 659 108  
**Email:** [marketing@testplant.com](mailto:marketing@testplant.com)

TestPlant Ltd is an international software business based in London. It has development centres in the USA and the UK with sales and support centres in the USA, the UK, Germany and China as well as an extensive network of business partners. TestPlant's products are used in over 30 countries by well over 300 enterprise customers in sectors which include Financial Services, Automotive, Healthcare and Life Sciences, Media and Entertainment, Retail and Defence and Aerospace. The company's achievements have been recognised within the software industry and by the venture capital community. TestPlant was a recipient of a Queen's Award for Enterprise in 2013.

## VOSAIO Travel Ltd

288 Bishopsgate  
 London  
 EC2M 4QP

**Website:** [www.vosaio.com](http://www.vosaio.com)  
**Immediate Parent:** N/A  
**Managing Director:** Mr Martin Knuepfer  
**Contact for press enquiries:** Martin Knuepfer  
**Tel:** 020 7858 6588  
**Email:** [mk@vosaio.com](mailto:mk@vosaio.com)

VOSAIO Travel Ltd is a wholesale tour operator. The core business focus is on supplying tailor-made logistic services across Europe to professional travel organisers from Asia and North America. The company was founded in 2009. In addition to opening overseas sales offices in China, Taiwan, Thailand, Indonesia and Vietnam, VOSAIO has been investing heavily into recruitment and IT in order to cater for the fast growing outbound tourism market from Asia. The company wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

## Wavestore Ltd

1 The Metro Centre  
 Springfield Road  
 Hayes  
 Middlesex  
 UB4 0LE

**Website:** [www.wavestore.com](http://www.wavestore.com)  
**Employees:** 27  
**Immediate Parent:** N/A  
**Chairman:** Mr Stuart Caldecourt  
**Contact for press enquiries:** David Solomons  
**Tel:** 01277 363733 or 07701 074524  
**Email:** [David.Solomons@wavestore.com](mailto:David.Solomons@wavestore.com)

Established in 2000, Wavestore Ltd is a leading British designer and manufacturer of video management software (VMS) which controls a range of input devices such as cameras, door access control units and biometric fingerprint or retina scanners. It wins the Queen's Award for International Trade for outstanding growth in its export earnings of 323% in the last three years. The company sells its software predominantly through licencing or directly to original equipment manufacturers (OEMs). Overseas sales are through a balanced mix of direct sales and local agents, with attention paid to market language and cultural issues, as well as transport and currency costs, which are actively managed. The company strategy identifies key targets for growth and it has dedicated agents in every major region, including a permanent office in Florida, serving the US, Canada and Mexico markets. The company is now actively targeting the Middle East. The company also wins the Queen's Award for Innovation.



## Wine and Spirit Education Trust

International House  
39-45 Bermondsey Street  
London  
SE1 3XF

**Website:** [www.wsetglobal.com](http://www.wsetglobal.com)  
**Employees:** 71  
**Immediate Parent:** N/A  
**Chief Executive:** Mr Ian Harris  
**Contact for press enquiries:** Ian Harris  
**Tel:** 07711 077009  
**Email:** [iharris@wset.co.uk](mailto:iharris@wset.co.uk)

The Wine and Spirit Education Trust began trading in 1969 and is a global provider of education and qualifications in the field of wines and spirits. The company's trading strategy is to encourage the drinks industry to invest in training to improve returns, while internationally, its strategy is to persuade consumers on the value of the company's training which is undertaken via a network of approved providers. The Wine and Spirit Education Trust operates in 62 countries worldwide and has significant penetration of both the French and Australian regions, two of the world's biggest wine producing regions. The company has developed its USA market by working closely with distributors and has developed China to be the company's biggest export market in 2014. It wins the Queen's Award for International Trade for continuous and cumulative overseas export earnings growth of 154% over six years.



## Howad Ltd t/a incognito

Unit 10, Baseline Business Studios  
Whitchurch Road  
London  
W11 4AT

**Website:** [www.lessmosquito.com](http://www.lessmosquito.com)  
**Employees:** 8  
**Immediate Parent:** N/A  
**Chief Executive:** Mr Howard Carter  
**Contact for press enquiries:** Jenny Liddle  
**Tel:** 01761 413 022  
**Email:** [info@excellart.co.uk](mailto:info@excellart.co.uk)

A Sustainable Development Award is made to Howad Ltd T/A incognito® for applying ethical standards to developing a range of insect repellents, which were the first DEET-free products of their kind. The products, which are 100 per cent natural and biodegradable, are extracted by a chemical-free process not requiring pesticides or fertilisers. Ingredients are grown in nitrate-free soils and extracted from plants by steam distillation. Being biodegradable, they do not pollute groundwater; the development saving, annually, many thousands of litres of pesticide from entering the environment. The company further improved its environmental footprint by reducing packaging by up to 50 per cent, incorporating recycled plastic in its bottles, achieving an overall recycling rate of 95 per cent and, through its Plant a Tree Today foundation, becoming carbon positive.



## Advanced Industrial Solutions Ltd

3-4 Jupiter Court  
Orion Business Park  
North Shields  
Tyne and Wear  
NE29 7SE

**Website:** [www.technical.aisgroup.co.uk](http://www.technical.aisgroup.co.uk)  
**Employees:** 53  
**Immediate Parent:** N/A  
**Managing Director:** Mr Paul Stonebanks  
**Contact for press enquiries:** Charlie Guthrie  
**Tel:** 0844 800 1810  
**Email:** [charlie.guthrie@aisgroup.co.uk](mailto:charlie.guthrie@aisgroup.co.uk)

Advanced Industrial Solutions Ltd manufacture industrial insulation and passive fire protection jackets. The company was founded in 2006 and aims to provide products specifically developed as a safety critical component for high risk process systems, which will hopefully help to prevent or mitigate consequences of incidents and prevention of loss of life. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years cumulating in a total increase of 120%. This success is seen to be in part related to the extensive research undertaken into potential market areas combined with a solid strategy to set up and grow new market territories.

## Elfab Ltd

Unit 13, West Chirton North Industrial Estate  
North Shields  
Tyne and Wear  
NE29 8SD

**Website:** [www.elfab.com](http://www.elfab.com)  
**Employees:** 59  
**Immediate Parent:** Halma PLC  
**Managing Director:** Mr Simon Keenan  
**Contact for press enquiries:** Mrs Jennifer Reeves  
**Tel:** 0191 293 1237  
**Email:** [jennifer.reeves@elfab.com](mailto:jennifer.reeves@elfab.com)

Elfab Ltd produces rupture discs, explosion vents and associated detection systems that are used in a wide range of industries, from oil and gas, to medical and aerospace. This long-established company has a strong business presence in the UK and Europe, and has recently achieved considerable growth in Australia and Asia Pacific countries. The growth in overseas sales was slower in 2014, but the strong position of this company in its existing markets support the case. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

## Oil Consultants Ltd

Parsons House  
Parsons Road  
Washington  
Tyne and Wear  
NE37 1EZ

**Website:** [www.oc99.com](http://www.oc99.com)  
**Employees:** 47  
**Immediate Parent:** Oil Consultants Holdco Ltd  
**Chief Executive Officer:** Mrs Helen Smith  
**Contact for press enquiries:** Helen Smith  
**Tel:** 0191 419 3180  
**Email:** [helen.smith@oc99.com](mailto:helen.smith@oc99.com)

Oil Consultants Ltd is a specialist recruitment agency supplying skilled human resources to companies in the oil industry. The company was founded in 2003 and is a 2010 and 2013 Queen's Award for International Trade winner. The company has a clear strategic approach to its business that recognises the different needs of mature and new markets alike. Although the business already operates in around 90 countries, it was successful in achieving new business in five countries during the period of the application. The company are able to show consistent growth and performance, compared to previous awards. It wins the Queen's Award for International Trade for outstanding growth in its export earnings of 80% in the last three years.



## Nicobrand

189 Castleroe Road  
Coleraine  
County Londonderry  
Northern Ireland  
BT51 3RP

**Website:** [www.nicobrand.com](http://www.nicobrand.com)  
**Employees:** 23  
**Immediate Parent:** Actavis PLC  
**Managing Director:** Mr Mark McQuillan  
**Contact for press enquiries:** Mark McQuillan  
**Tel:** 028 70868733  
**Email:** [mark.mcquillan@nicobrand.com](mailto:mark.mcquillan@nicobrand.com)

Nicobrand specialises in the manufacture of pharmaceutical grade nicotine and other nicotine active pharmaceutical ingredients for inclusion in smoking cessation therapies. Nicobrand has also developed a range of high quality products for supply into the electronic cigarette market. Nicobrand was established in Coleraine, Northern Ireland in 1982 and became a wholly owned subsidiary of its US parent Actavis PLC in 1998. By researching market trends in alternative nicotine therapies and leveraging its pharmaceutical pedigree, Nicobrand has established itself as a global manufacturer and supplier of concentrated nicotine liquids to the fast growing electronic cigarette market. The company has achieved very rapid growth by understanding the needs of its customers, which resulted in the development and commercialisation of new nicotine products. It wins the Queen's Award for International Trade for outstanding growth in its export earnings of 785% in the last three years.

## Vita Liberata Ltd

181a Templepatrick Road  
Ballyclare  
County Antrim  
Northern Ireland  
BT39 0RA

**Website:** [www.vitaliberata.com](http://www.vitaliberata.com)  
**Employees:** 32  
**Immediate Parent:** N/A  
**Founder and CEO:** Ms Alyson Hogg  
**Contact for press enquiries:** Claire Toner  
**Tel:** 028 93344411  
**Email:** [claire@vitaliberata.com](mailto:claire@vitaliberata.com)

Vita Liberata Ltd began trading in 2003 and is an independent company that brands, manufactures and distributes non-toxic, organic self-tan, spray-tan and skincare products. The company is a 2014 Queen's Award for International Trade winner. The company sells to more than 1,200 spas and salons in the UK and Ireland, and it has a growing presence in key retail chains, such as Boots, where products are placed in 1000 stores. Internationally, the company sold to 25 countries in over 1000 stores and in 2014, extended its channels to include QVC in the USA. Vita Liberata's growth strategy includes identifying beauty retailers in a market, choosing specific local distributors and partnering with key retailers. Key sales markets in 2014 were USA, France, and the Republic of Ireland.



## Contra Vision Ltd

Victoria House  
19-21 Ack Lane East  
Bramhall  
Stockport  
Cheshire  
SK7 2BE

**Website:** [www.contravision.com](http://www.contravision.com)  
**Employees:** 14  
**Immediate Parent:** N/A  
**Chairman:** Mr Roland Hill  
**Contact for press enquiries:** Jo Bentley  
**Tel:** 07557 037043  
**Email:** [jo@contravision.com](mailto:jo@contravision.com)

An Innovation Award is made to Contra Vision Ltd for developing a suite of see-through graphics products. The patented products comprise panels of transparent material onto which print patterns and other designs can be superimposed; a proportion of the panels remaining transparent. Commonly deployed as advertisement displays, for example on shop and bus windows, they are also utilised for architectural glazing, partitions, balustrades and signs in buildings and as security devices. The robust products provide clear views and can withstand considerable wear and tear. They enable customers to easily incorporate novel advertising, branding, signage and decoration. Configuration options include opaque and translucent print patterns, back lighting and reduction of solar heat, glare and UV radiation. Licensed to international corporations and deployed on various tasks, including covert observation, they are driving profitable growth in the company.

## Mike India 5 Ltd t/a The Brownsword Group

Delta House  
Alphagate Drive  
Denton  
Manchester  
M34 3SH

**Website:** [www.brownsword.com](http://www.brownsword.com)  
**Employees:** 319  
**Immediate Parent:** N/A  
**Managing Director:** Mr Anthony Heaton  
**Contact for press enquiries:** Mr Anthony Heaton  
**Tel:** 0161 320 2555  
**Email:** [aheaton@brownsword.com](mailto:aheaton@brownsword.com)

Mike India 5 Ltd wins an Innovation Award for developing the Credit Hire Validation Plus service. The valuable service enables insurance companies to check validity of claims by third parties for hire cars whilst third party vehicles are off the road. It responds to the growth of fraudulent claims for excessive hire charges; previously such claims being out of the control of the insurance companies of 'at fault' drivers. The service consists of interviews with third parties and witnesses, supported by proprietary questionnaires. Tailored to meet the needs of individual insurers, the questionnaires are designed to elicit legally admissible evidence. The service is supported by a field force comprising 170 trained personnel. Since its introduction in 2009, the commercially successful service has saved clients an estimated £50 million.



## Beaconsfield Footwear Ltd

Unit 2 Peel Road  
Skelmersdale  
Lancashire  
WN8 9PT

**Website:** [www.hotter.com](http://www.hotter.com)  
**Employees:** 1169  
**Immediate Parent:** Hotter Ltd  
**CEO:** Mr Peter Taylor  
**Contact for press enquiries:** Mel Killilea  
**Tel:** 01695 712720 / 07769 555308  
**Email:** [m.killilea@hotter.com](mailto:m.killilea@hotter.com)

Beaconsfield Footwear Ltd is a large shoe manufacturer which began trading in 1959. Its parent is Hotter Ltd and it is under this name that the company's retail arm is known. The company's experience in exporting is more recent and is a good example of a traditional British manufacturer adapting to opportunities in the 21st Century with commercial indicators seen to be positive. The company has invested £6m to build the largest new shoe making facility opened in the UK since the 1970s. This state-of-the-art factory is capable of making a pair of shoes every 20 seconds. The company has a call centre on site which services UK and US customers and since 2012 it has expanded from five UK stores to over 70. It wins the Queen's Award for International Trade for outstanding growth in its export earnings of 123% in the last three years.

## Evans Vanodine International Plc

142-146 Walton Summit Centre  
Bamber Bridge  
Preston  
Lancashire  
PR5 8AH

**Website:** [www.evansvanodine.co.uk](http://www.evansvanodine.co.uk)  
**Employees:** 134  
**Immediate Parent:** N/A  
**Managing Director:** Mr Peter Evans  
**Contact for press enquiries:** Joan Barlow  
**Tel:** 01772 322200  
**Email:** [jbarlow@evansvanodine.co.uk](mailto:jbarlow@evansvanodine.co.uk)

Evans Vanodine International Plc has been in operation since 1919 and is an experienced exporter of cleaning and hygiene chemicals for industrial and janitorial use. Evans Vanodine base their overseas sales strategy around expansion of its distributor network and the company uses exhibitions and trade shows to augment its expansion. It supports this approach with the use of local distributors alongside production of multi lingual packaging and materials. Total sales have increased from £22.9m in 2012 to £25.9m in 2014 and company profits are seen to be rising. The company currently exports to 72 countries worldwide, with a further 10 countries serviced by licensed manufacturing units overseas. Over the last three years new sales territories have been added such as New Zealand and South Africa, with the latter noted as being particularly promising. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

## Gen-X IT Ltd

Sol House  
24 Dark Lane  
Ardwick Green  
Manchester  
M12 6FA

**Website:** [www.gen-xit.co.uk](http://www.gen-xit.co.uk)  
**Employees:** 23  
**Immediate Parent:** N/A  
**Managing Director:** Mr Alan Gould  
**Contact for press enquiries:** Giles Roe  
**Tel:** 0161 274 1444  
**Email:** [giles@gen-xit.co.uk](mailto:giles@gen-xit.co.uk)

Gen-X IT Ltd was formed in 2002 and is a broker and authorised distributor of IT network equipment. It operates both nationally and internationally and wins the Queen's Award for International Trade for outstanding growth in its export earnings of 131% in the last three years. Total sales have increased from £8.9m in 2011 to £15.9m in 2013, with exports increasing to £4.8 million in 2013. The company has two distinct activities. As an authorised distributor (of Transition Networks, MRV, RAD, ZTE and StarView International) it operates largely domestically and this activity is the mainstay of the business. Through the brokerage activity it buys and sells branded stock to service a growing number of overseas clients. It has secured sales in a wide spread of markets mainly in Europe with a small number having been made to the US. There is a clear link between the company's overseas strategy and success to date.



## Grace Cole Ltd

2 Oakwater Avenue  
Cheadle Royal Business Park  
Cheadle  
Cheshire  
SK8 3SR

**Website:** [www.gracecole.co.uk](http://www.gracecole.co.uk)  
**Employees:** 27  
**Immediate Parent:** Georgia GC Ltd  
**Managing Director:** Mrs Tracy Mort MBE  
**Contact for press enquiries:** Charlotte Preston  
**Tel:** 0161 4925913  
**Email:** [charlottepreston@gracecole.co.uk](mailto:charlottepreston@gracecole.co.uk)

Founded in 2007, Grace Cole Ltd conceive, design and UK manufacture luxury bathing products which are sold both in the UK and worldwide. It wins the Queen's Award for International Trade for achieving significant export growth over the last three years with sales rising from £3.6m in FY12 to £6.7m in FY14, an overall growth of 84.28%. It has a clearly defined strategy and remains strongly focused on delivering further international growth, and prides itself on its expertise in product development often developing bespoke products to meet the requirements of discerning purchasers of luxury bathing products. The company currently exports to 74 countries and is currently seeking to enhance its international reach with opportunities in emerging markets such as Brazil, India and throughout Asia. Grace Cole completes extensive market research on a new territory in order to establish the best route to market and what the key consumer purchasing drivers are prior to product launches.

## Holroyd Precision Ltd

Harbour Lane North  
Milnrow  
Rochdale  
Lancashire  
OL16 3LQ

**Website:** [www.holroyd.com](http://www.holroyd.com)  
**Employees:** 98  
**Immediate Parent:** Chongqing Machinery & Electric Corporation Ltd  
**Chief Executive Officer:** Dr Tony Bannan  
**Contact for press enquiries:** Neil Jones  
**Tel:** 0170 6516254 / 0788 0031915  
**Email:** [Neil.jones@ptgltd.com](mailto:Neil.jones@ptgltd.com)

Established in 1861, and now a subsidiary company of Chongqing Machinery & Electric Corporation Ltd, Holroyd Precision Ltd design and build specialised grinding and milling machine tools for making accurate helical components such as compressor rotors, gears and pump spindles for the aerospace, automotive, marine, HVAC and power generation sectors. The company's overseas sales have increased over the last three years, driven by the success of its Zenith 400 grinding machine. Now owned by a Chinese engineering corporation, its current international business remains highly dependent upon the development of the market in China, although sales are also growing in the established markets of the USA, Germany and Japan. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.



## Worldwide Recruitment Solutions Ltd

Bowdon House  
Juniper Court  
Scott Drive  
Altrincham  
Cheshire  
WA15 8AB

**Website:** [www.worldwide-rs.com](http://www.worldwide-rs.com)  
**Employees:** 57  
**Immediate Parent:** N/A  
**Managing Director:** Mr Mark Brown  
**Contact for press enquiries:** Kathie Higginson  
**Tel:** 0161 926 2525  
**Email:** [kathie.h@worldwide-rs.com](mailto:kathie.h@worldwide-rs.com)

Established in 2008, Worldwide Recruitment Solutions Ltd specialise in sourcing both contract and permanent technical personnel for the global energy industries. The company operates centrally from the UK and provides support services to their contractors and employees. In addition, it has implemented regional units who deal with clients in particular geographical locations, with each unit having an understanding and language skills suited to its region. It has recently opened 'satellite' offices in the Kurdistan region of Iraq and Singapore and is looking to open more in Houston, Johannesburg and Abu Dhabi. Further hires have recently been made taking the headcount from 57 to 75, and investment has been made in both Learning and Development and Travel and Logistics. It wins the Queen's Award for International Trade for outstanding growth in its export earnings of 222% in the last three years.



## Knowsley Development Trust Ltd t/a North Mersey Business Centre

North Mersey Business Centre  
Managers Office Woodward Road  
Knowsley Industrial Park  
Liverpool  
Merseyside  
L33 7UY

**Website:** [www.knowsleytrust.org](http://www.knowsleytrust.org)  
**Employees:** 16  
**Immediate Parent:** N/A  
**Group Chief Executive:** Mr Stephen Dumbell  
**Contact for press enquiries:** Stephen Dumbell  
**Tel:** 01515 491388  
**Email:** [steve@knowsleytrust.org](mailto:steve@knowsleytrust.org)

A second Sustainable Development Award is made to Knowsley Development Trust for converting redundant land into industrial units and reducing deprivation. The units support start-up companies, create sustainable job opportunities and generate local community benefits within an area of high socio-economic deprivation. Financial surpluses from the company's Business Centre support value-adding community ventures. These include the Knowsley Enterprise Academy, which addresses youth unemployment and low educational attainment by those aged between 11 and 25 years, a transport-sharing initiative, bringing together community, schools and voluntary bodies, and a learning project, which uses film and social media to engage educationally-marginalised young people in personal development. Through other activities, 12,000 volunteer-hours and £50,000 were donated to refurbish Ormside Centre and over 150 people participated in charitable fundraising.



## Air Service Training (Engineering) Ltd

Crieff Road  
Perth  
Perth and Kinross  
Scotland  
PH1 2NX

**Website:** [www.airservicetraining.co.uk](http://www.airservicetraining.co.uk)  
**Employees:** 31  
**Immediate Parent:** Perth College (UHI)  
**Chief Executive:** Mr Peter Farrow  
**Contact for press enquiries:** Peter Farrow  
**Tel:** 01738 877105  
**Email:** [peter.farrow@perth.uhi.ac.uk](mailto:peter.farrow@perth.uhi.ac.uk)

Air Service Training (Engineering) Ltd provide training and consultancy services to the aviation industry worldwide. The company was originally formed in 1931 and is based in Perth, Scotland and is a long-established training and consulting organisation operating in an extremely competitive sector. Strong overall sales and a consistent export performance underpin the current growth with the company developing its offer in response to customer demand. It has successfully duplicated its original training site overseas establishing facilities in four countries. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

## Aubin Ltd t/a Aubin Group

Unit 1 Castle Street  
Castlepark Industrial Estate  
Ellon  
Aberdeenshire  
Scotland  
AB41 9RF

**Website:** [www.aubingroup.com](http://www.aubingroup.com)  
**Employees:** 40  
**Immediate Parent:** N/A  
**Chief Executive Officer:** Mr Daniel Young  
**Contact for press enquiries:** Paddy Collins  
**Tel:** 01358 724361  
**Email:** [paddy.collins@aubingroup.com](mailto:paddy.collins@aubingroup.com)

Aubin Ltd, trading as Aubin Group, is a specialist developer and supplier of chemical solutions for application in the oil and gas sector, ranging from quality well services chemicals to innovative subsea materials and has been in operation since 1986. The company has headquarters in Aberdeenshire, UK and an office in Dubai. With the support of local partners, Aubin Group now exports to over 16 markets. The UAE is currently the biggest overseas market, accounting for 45% of sales, and new business in the last three years has been secured in eight countries and these regions now represent 67% of international sales. Approximately one quarter of the company's staff are employed in research and development activities. It wins the Queen's Award for International Trade for outstanding growth in its export earnings of 108% in the last three years.

## Balmoral Comtec Ltd

Balmoral Park  
Aberdeen  
Scotland  
AB12 3GY

**Website:** [www.balmoraloffshore.com](http://www.balmoraloffshore.com)  
**Employees:** 271  
**Immediate Parent:** Balmoral Group Holdings Ltd  
**Chairman and Managing Director:** Dr James Milne CBE  
**Contact for press enquiries:** Steve Gibb  
**Tel:** 01224 859000  
**Email:** [S.Gibb@balmoral.co.uk](mailto:S.Gibb@balmoral.co.uk)

Balmoral Comtec Ltd is a subsidiary of Balmoral Group Holdings Ltd and was established in 2006. It manufactures technology-led buoyancy, insulation, and elastomer products which it supplies to the global oil and gas industry and holds 2010 and 2012 Queen's Awards for International Trade. This technology-led company has increased overseas sales on an upward trajectory by £20 million over the last three years, and profits have doubled. Their business in deep water areas of the world where their oil and gas customers are sited means that they do not operate to traditional country boundaries. The company is able to show continued positive performance over their previous Award with the total increase in overseas sales calculated at 61%.



## Calnex Solutions Ltd

Oracle Campus  
Linlithgow  
West Lothian  
Scotland  
EH49 7LR

**Website:** [www.calnexsol.com](http://www.calnexsol.com)  
**Employees:** 53  
**Immediate Parent:** N/A  
**CEO:** Mr Tommy Cook  
**Contact for press enquiries:** Tommy Cook  
**Tel:** 01506 671416  
**Email:** [tommy.cook@calnexsol.com](mailto:tommy.cook@calnexsol.com)

Calnex Solutions Ltd was established in 2006 and manufactures advanced electronic test and measurement equipment along with software that enables the next generation telecommunication network deployment. The company wins the Queen's Award for International Trade for continuous growth in overseas earnings of 942% over the last six years. Products are designed and manufactured in Scotland and sold through a global partner network, backed up by in-region staff who provide technical and commercial support. The company has invested heavily in product development, listening to emerging needs of equipment manufacturers and focusing on developing test solutions that meet the International Telecommunications Union (ITU) standard.

## Consarc Engineering Ltd

9 Woodside  
Holytown  
Motherwell  
North Lanarkshire  
Scotland  
ML1 4XL

**Website:** [www.consarceng.com](http://www.consarceng.com)  
**Employees:** 52  
**Immediate Parent:** Consarc Corporation  
**Managing Director:** Mr Eric Rennie  
**Contact for press enquiries:** Eric Rennie  
**Tel:** 01698 730450  
**Email:** [erennie@consarceng.com](mailto:erennie@consarceng.com)

Founded in 1937 and trading from Motherwell in Scotland, Consarc Engineering Ltd is a specialised engineering business designing, manufacturing and installing a wide range of vacuum and controlled atmosphere furnaces. The company has a clear vision and strategy across all areas of operation and is proactive in growing its international and domestic business, which has seen it secure major orders within the aerospace industry. Using the expertise of its local Scottish Enterprise organisation and the UK Embassy in Moscow, it has successfully entered the Russian market, which has resulted in the appointment of a local agent and the opening of an office and warehouse to aid its onward growth in this market. It also exhibits at international events which is a key part of their export expansion strategy. It wins the Queen's Award for International Trade for outstanding growth in its export earnings of 124% in the last three years.

## Global Pipe Components Ltd

GPC House  
Mugiemoss Road  
Bucksburn  
Aberdeen  
Scotland  
AB21 9NY

**Website:** [www.globalpipecomponents.co.uk](http://www.globalpipecomponents.co.uk)  
**Employees:** 12  
**Immediate Parent:** N/A  
**Managing Director:** Mr Richard Meldrum  
**Contact for press enquiries:** Richard Meldrum  
**Tel:** 01224 698888  
**Email:** [richard@globalpipecomponents.co.uk](mailto:richard@globalpipecomponents.co.uk)

Global Pipe Components Ltd is a supplier/stockist of valves, pipes, fittings, flanges, studbolts, gaskets and associated pipeline products in all sizes and materials. The company was established in 2000, and is based in Aberdeen, primarily serving companies in North Sea Oil. The nature of the company strategy means that the business is reactive to the key customers' activities, but the company has strengthened its overseas position by gaining key market knowledge and contacts in major markets, as well as developing an understanding of export procedures and restrictions that they can perform reliably in markets with strict rules on importing, such as Russia. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.



## Mackintosh Ltd

10a Greens Road  
Cumbernauld  
Glasgow  
Scotland  
G67 2TW

**Website:** [www.mackintosh.com](http://www.mackintosh.com)  
**Employees:** 143  
**Immediate Parent:** Yagi Tsusho Ltd  
**Managing Director:** Mr Kent Nomura  
**Contact for press enquiries:** Sophie Wright  
**Tel:** 020 749 58326  
**Email:** [sophiew@mackintosh.com](mailto:sophiew@mackintosh.com)

Mackintosh Ltd manufactures traditional raincoats in authentic, contemporary and classic styles and other outerwear. Mackintosh fabric was invented in the early 19th century. The company is committed to producing high quality garments from its two factories in Cumbernauld, Glasgow and Nelson in Lancashire. They have decided not to take any manufacturing overseas, but to position the garments at the high end of the market using UK skills and capabilities. This craftsmanship relies on investment in training, generally through three year apprenticeships. The company sells through distributors in the USA and Japan, and via agents in Europe. The company also have 'flagship' stores in London and Tokyo. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

## Rabbie's Trail Burners Ltd

6 Waterloo Place  
Edinburgh  
Scotland  
EH1 3EG

**Website:** [www.rabbies.com](http://www.rabbies.com)  
**Employees:** 73  
**Immediate Parent:** N/A  
**CEO:** Mr Robin Worsnop  
**Contact for press enquiries:** Robin Worsnop  
**Tel:** 07713 257128  
**Email:** [robin@rabbies.com](mailto:robin@rabbies.com)

Rabbie's Trail Burners Ltd provide scheduled mini-coach tours, holiday packages and other travel services for international consumers and trade. It was founded in 1993 and is located in Edinburgh. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years. The company has an overall long-term vision for trading. It identifies continual investment within its vehicle fleet as a key factor in growth and notes that passenger numbers on scheduled tours in 2013 reached 61,065 an increase of 36% from 2011. With 90% of clients being from overseas, the company sell through their multi-lingual website, tour operators and also local agents overseas.



## Mr Nelson Gray

Firth House  
Roslin  
Midlothian  
Scotland  
EH25 9QH

**Website:** [www.nelsongray.com](http://www.nelsongray.com)  
**Contact for press enquiries:** Mr Nelson Gray  
**Tel:** 01968671626  
**Email:** [nelson@nelsongray.com](mailto:nelson@nelsongray.com)

Nelson Gray is a well-known and highly regarded Business Angel. Since selling his own successful business in 1995, he has carried out a number of roles in the development of the Business Angel establishment in Scotland, often going beyond the basic investment role. As an active Business Angel he has directly provided numerous start-up and early stage entrepreneurs with funding, support and mentoring. In addition to these activities he has carried out a number of broader activities which include: being a 'gatekeeper' of an angel group that has become one of Scotland's largest and most active players; as a founding member of the Scottish Institute for Enterprise which was established to help students in Scotland discover their entrepreneurial talent; and an unpaid member of GlobalScot, a worldwide network of mentors for Scottish companies run by Scottish Development International.

## Mrs Margaret Gibson

Chief Executive, Women's Enterprise Scotland  
Alcaig  
Bentham Street  
Ardler  
Scotland  
PH12 8SU

**Website:** [www.wescotland.co.uk](http://www.wescotland.co.uk)  
**Contact for press enquiries:** Jennifer Lindsay  
/Margaret Gibson  
**Tel:** 07988 775036/07764 261091  
**Email:** [jennifer@wescotland.co.uk](mailto:jennifer@wescotland.co.uk)  
[/margaret@wescotland.co.uk](mailto:/margaret@wescotland.co.uk)

Margaret Gibson has over 20 years' experience in enterprise promotion in Scotland. In 1990, after five years running her own food production company, Wild Rice, she joined the Prince's Scottish Youth Business Trust (PSYBT) and rose to Deputy CEO after 21 years. In 2013, Mrs Gibson then joined Women's Enterprise Scotland in a part-paid role as its Chief Executive. Throughout her career she has provided mentoring to young people all over Scotland, partly as a voluntary mentor with Young Enterprise Scotland and more recently with Entrepreneurial Spark, a new incubator initiative in Glasgow, where she 'hot-desks'. She is said to be one of the best-known enterprise support professionals in Scotland who will gladly give her time.



## accesso Technology Group Plc

Unit 2, The Pavilions  
Ruscombe Business Park  
Twyford  
Reading  
Berkshire  
RG10 9NN

**Website:** [www.accesso.com](http://www.accesso.com)  
**Employees:** 60  
**Immediate Parent:** N/A  
**Chief Executive Officer:** Mr Tom Burnet  
**Contact for press enquiries:** Leonard Sim  
**Tel:** 07765404804  
**Email:** [Leonard.Sim@accesso.com](mailto:Leonard.Sim@accesso.com)

An Innovation Award is made to accesso Technology Group Plc for the continuous development of a digital system, designated VQ2020, which enhances visitor experiences at theme parks and similar venues. Extending the company's pioneering virtual queuing system, the new product provides flexible, robust communications for visitors regarding waiting times and other information associated with individual attractions. It supports remote visitor bookings of rides on attractions or attendances at events and enables operators to offer premium price deals at non-busy times. Hosted on cloud-based servers and incorporating specially-designed algorithms, the system operates on dedicated handsets or visitor's own mobile phones. Apart from providing added value to visitors, the innovation benefits theme parks through increased spend per visitor and enlarges the company's commercial success through its expanding sales.

## Aqua Cooling Solutions Ltd

Unit D4, Segensworth Business Centre  
Segensworth Road  
Fareham  
Hampshire  
PO15 5RQ

**Website:** [www.aquacooling.co.uk](http://www.aquacooling.co.uk)  
**Employees:** 35  
**Immediate Parent:** N/A  
**Director:** Mr Simon Davis  
**Contact for press enquiries:** Sue Davis  
**Tel:** 0845 0941 800 (X1)  
**Email:** [sue.davis@aquacooling.co.uk](mailto:sue.davis@aquacooling.co.uk)

An Innovation Award is made to Aqua Cooling Solutions Ltd for developing a leak prevention system. It is designed for water-cooled equipment cabinets deployed in computer installations, such as data-centres. The patented system provides safe removal of waste heat generated in densely populated equipment racks. A key component ensures that water circulates at negative pressure; thus, potential water damage to electrical equipment is prevented. The product can be scaled to suit a range of room sizes and densities and works with various ambient water temperatures. Proprietary dew point controls prevent condensation. The new device facilitates heat recovery rates exceeding capabilities of other air-conditioning systems. It offers a safe, energy-efficient solution to problems of accommodating increasing concentrations of computer power. It is enabling the company to penetrate a new market sector.



## Doyle & Tratt Products Ltd

Carylls Lea  
Faygate Lane  
Faygate  
Horsham  
West Sussex  
RH12 4SJ

**Website:** [www.varilight.co.uk](http://www.varilight.co.uk)  
**Employees:** 23  
**Immediate Parent:** N/A  
**Chairman and Technical Director:** Dr Tony Doyle  
**Contact for press enquiries:** Dr Tony Doyle  
**Tel:** 01293 851540  
**Email:** [anthony.doyle@materials.ox.ac.uk/tony@varilight.co.uk](mailto:anthony.doyle@materials.ox.ac.uk/tony@varilight.co.uk)

An Innovation Award is made to Doyle and Tratt Products Ltd for devising the world's first universal energy-saving dimmer-switch for LED lighting. The majority of the lamp systems on the market today incorporate LED technology; the drive circuitry varying considerably between types. There were many challenges in designing a dimmer-switch applicable to any make of lamp, ensuring that it can both control the low electrical loads of LED lights and do so without flickering. Each dimmer-switch offers three operating modes from which users make selections according to particular lighting type. Thus, the brightness of dimmable LED lighting of all types can be adjusted smoothly. These compact products can be retro-fitted in place of traditional dimmer-switches, or a modular version is available to fit existing faceplates. Supplied to many major lighting companies worldwide, the innovation is leading to significant uptake of energy saving lighting by consumers, hitherto deterred by the incompatibility of other dimmers with LED lights.

## Elekta Ltd

Linac House  
Fleming Way  
Crawley  
West Sussex  
RH10 9RR

**Website:** [www.elekta.com](http://www.elekta.com)  
**Employees:** 689  
**Immediate Parent:** Elekta AB  
**EVP Business Area Oncology Systems:** Mr Bill Yaeger  
**Contact for press enquiries:** Doug Knifton  
**Tel:** 07799 413585  
**Email:** [doug.knifton@elekta.com](mailto:doug.knifton@elekta.com)

An Innovation Award is made to Elekta Ltd for developing a high-resolution, multi-leaf collimator, called Agility. Used within linear accelerators, it is the world's fastest and most accurate high-resolution beam-shaping system. It facilitates targeting of radiotherapy treatments, destroying tumours with minimal healthy tissue damage. Incorporating Rubicon optical technology, it controls collimator leaves at speeds and accuracies surpassing those of previous generation equipment. Thus, radiation beams can be shaped precisely and speedily to fit unique tumour contours and conform precisely to treatment areas. The novel equipment supports a broad spectrum of modern therapies and has led to reducing treatment times by up to 60 per cent.; thus improving treatment and prognoses for cancer patients. It is enabling the company to thrive in a highly competitive world market.



## Hallmarq Veterinary Imaging Ltd

Unit 5 Bridge Park  
Marrow Lane  
Guildford  
Surrey  
GU4 7BF

**Website:** [www.hallmarq.net](http://www.hallmarq.net)

**Employees:** 24

**Immediate Parent:** N/A

**Chief Executive Officer:** Mr Jos Belgrave

**Contact for press enquiries:** Jos Belgrave

**Tel:** 01483 877812

**Email:** [press@hallmarq.net](mailto:press@hallmarq.net)

An Innovation Award is made to Hallmarq Veterinary Imaging Ltd for designing a magnetic resonance imaging scanner for examining the lower limbs of horses. The scanner has revolutionised the diagnosis of equine lameness. It incorporates a specially-designed, tapered magnet, proprietary motion correction software, which compensates for leg movements during scanning, and a patented weight-bearing support for the legs being examined. The new equipment enables the conduct of procedures which eliminate the health risks associated with anaesthetised horses lying down as required previously. Using the equipment to characterise bone pathology, the services, and income, of veterinary clinics have been enhanced; also, owners benefit from early diagnosis of diseases and reduced pain in their animals. The innovative development is delivering profitable growth to the company. The company also wins the Queen's Award for International Trade.



## AbBaltis Ltd

Unit 1020, Kent Science Park  
Sittingbourne  
Kent  
ME9 8HL

**Website:** [www.abbaltis.com](http://www.abbaltis.com)  
**Employees:** 6  
**Immediate Parent:** N/A  
**Managing Director:** Mrs Giedre Brandao  
**Contact for press enquiries:** Mrs Giedre Brandao MD  
**Tel:** 01795 227035  
**Email:** [giedre.brandao@abbaltis.com](mailto:giedre.brandao@abbaltis.com)

AbBaltis Ltd, formed in 2010, specialises in providing research materials to the In Vitro Diagnostics (IVD) industry. Their niche customer base comprises international manufacturers in the IVD industry whose product needs can vary from country to country which has resulted in an adaptation in the ways it sells. The company products are perishable and as a result the speed of delivery is essential. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

## Accuracy International Ltd

Sharps Close  
Portsmouth  
Hampshire  
PO3 5PS

**Website:** [www.accuracyinternational.com](http://www.accuracyinternational.com)  
**Employees:** 68  
**Immediate Parent:** N/A  
**Director:** Mr Thomas Irwin  
**Contact for press enquiries:** Thomas Irwin  
**Tel:** 02392 629764  
**Email:** [tomirwin@accuracyinternational.us](mailto:tomirwin@accuracyinternational.us)

Formed in 2005, Accuracy International Ltd manufacture bolt action rifles, stocks, magazines and systems which it sells to military, law enforcement and the civilian sporting markets. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years cumulating in a total increase of 125%. This success is seen to be, in part, a result of the establishment a US subsidiary which works to support its distributors and which has led to the USA becoming the company's most important market. However, the company also recognises that international trade is vital to sustain and grow its business and has continued to establish new markets, specifically in Latin America.

## Acro Aircraft Seating Ltd

Old Brighton Road  
Lowfield Heath  
Crawley  
West Sussex  
RH11 0PR

**Website:** [www.acro.aero](http://www.acro.aero)  
**Employees:** 49  
**Immediate Parent:** N/A  
**Managing Director:** Mr Christopher Brady  
**Contact for press enquiries:** Cameron Allan  
**Tel:** 01737 304702  
**Email:** [callan@acro.aero](mailto:callan@acro.aero)

Acro Aircraft Seating Ltd was established in 2006 and designs and manufactures aircraft passenger seats for the economy cabin. The company has a successful record of producing ergonomic designs which provide both passenger comfort as well as contributing to reducing airline operating costs. The company has recorded strong export led growth, consolidating its presence in key markets, while also expanding into new territories. It wins the Queen's Award for International Trade for outstanding growth in its export earnings of 1682% over the last three years, resulting in exports rising as a percentage of turnover from 41% to 88%.



## Cobalt Light Systems Ltd

174 Brook Drive  
Milton Park  
Abingdon  
Oxfordshire  
OX14 4SD

**Website:** [www.coballight.com](http://www.coballight.com)  
**Employees:** 32  
**Immediate Parent:** N/A  
**Chief Executive Officer:** Dr Paul Loeffen  
**Contact for press enquiries:** Oliver Presly  
**Tel:** 01235 856555  
**Email:** [oliver.presly@coballight.com](mailto:oliver.presly@coballight.com)

Established in 2008, Cobalt Light Systems Ltd develop and manufacture laboratory instruments and spectroscopy systems used predominantly for airport security and pharmaceutical quality control. The company demonstrates rapid growth in overseas sales and the strategic location of its own offices to develop business in the USA, and a network of European distributors located close to hub airports correlates directly with the commercial successes that it has achieved. It wins the Queen's Award for International Trade for outstanding overseas earnings growth of 1675% over the last three years, resulting in exports rising as a percentage of turnover from 56% to 71%.

## CRM Logistics Ltd

Unit 8, Lakeside Neptune Close  
Medway City Estate  
Rochester  
Kent  
ME2 4LT

**Website:** [www.crmlogistics.co.uk](http://www.crmlogistics.co.uk)  
**Employees:** 16  
**Immediate Parent:** N/A  
**Managing Director:** Mr Matthew Smith  
**Contact for press enquiries:** Matt Smith  
**Tel:** 01634 290222  
**Email:** [matt@crmlogistics.co.uk](mailto:matt@crmlogistics.co.uk)

Established in 2003, CRM Logistics Ltd provide freight and warehousing services. The company provide bespoke services and has a policy of high-quality after-sales reporting which underpins its approach and serves as a strong baseline for winning new business. Although small with 16 employees, the company is a successful exporter and it has expanded its markets through recommendations and overseas visits. The company also follows a defined strategy and invests in facilities to support its strategy such as advanced software to allow customers to track and trace their cargo. It wins the Queen's Award for International Trade for growth in overseas earnings of 575% over the last six years.

## Curo Consulting Ltd

Chilterns House  
49-51 Dean Street  
Marlow  
Buckinghamshire  
SL7 3AA

**Website:** [www.curo.co.uk](http://www.curo.co.uk)  
**Employees:** 12  
**Immediate Parent:** N/A  
**Managing Director:** Dr Jonathan Mowl  
**Contact for press enquiries:** Jonathan Mowl  
**Tel:** 07970 825309  
**Email:** [jmowl@curo.co.uk](mailto:jmowl@curo.co.uk)

Founded in 2002 and located in Marlow, Buckinghamshire, Curo Consulting Ltd design, develop and deploy tablet-based sales tools for the pharmaceutical sector. The company has recently identified a gap within the pharmaceutical industry and using market research has targeted likely clients with the company's modern and proactive system which has secured the current growth over the last three years. The company has identified that its route to long-term growth is the development of complimentary products to its current system and, specific to their industry, brand extensions to satisfy other associated market products. The company is also able to show that it has identified its international and domestic growth expectations and is supporting its strategy by exhibiting, sponsoring and attending medical conferences worldwide. It wins the Queen's Award for International Trade for outstanding growth in its export earnings of 684% in the last three years.



## Hallmarq Veterinary Imaging Ltd

Unit 5 Bridge Park  
Marrow Lane  
Guildford  
Surrey  
GU4 7BF

**Website:** [www.hallmarq.net](http://www.hallmarq.net)  
**Employees:** 24  
**Immediate Parent:** N/A  
**Chief Executive Officer:** Mr Jos Belgrave  
**Contact for press enquiries:** Jos Belgrave  
**Tel:** 01483 877812  
**Email:** [jos.belgrave@hallmarq.net](mailto:jos.belgrave@hallmarq.net)

Hallmarq Veterinary Imaging Ltd is an independent company which began trading in 2000. It develops, manufactures and supports MRI scanners for the veterinary market. Due to the complexity of the product and the need for after sales services, the company deal directly with customers and do not use agents or distributors. As part of this approach, Hallmarq run a wholly owned subsidiary to service the US market. The company also uses education to promote its products, targeting practitioners and key opinion leaders and is also active in supporting around 20 projects at any one time. Hallmarq is in the process of rolling out its latest PetVet product after a three year R&D programme, representing a \$1m investment. The company exports to around 20 countries and its top overseas sales markets are the USA and Germany. It wins the Queen's Award for International Trade for growth in overseas earnings of 105% over the last six years. The company also wins the Queen's Award for Innovation.

## Isis Innovation Ltd t/a Isis Enterprise

Ewert House  
Ewert Place  
Summertown  
Oxford  
OX2 7SG

**Website:** [www.isis-innovation.com](http://www.isis-innovation.com)  
**Employees:** 15  
**Immediate Parent:** Isis Innovation Ltd  
**Managing Director:** Mr Tom Hockaday  
**Contact for press enquiries:** Renate Krelle  
**Tel:** 01865 280867  
**Email:** [renate.krelle@isis.ox.ac.uk](mailto:renate.krelle@isis.ox.ac.uk)

Isis Innovation Ltd, trading as Isis Enterprise, provides technology commercialisation and innovation management consultancy services to organisations around the world. Established in 2004, Isis Enterprise is a division within Isis Innovation Ltd, the technology commercialisation company of the University of Oxford. Following extensive market research and the recruitment of international associate consultants with excellent local knowledge, the company expanded its service offering into Spain, Latin America, UAE, Oman, Malaysia and Australia, and established a subsidiary company in China. Malaysia was the largest export market for company sales in 2014 at 36% of sales, followed by China at 32%. Isis Enterprise has been supported in its international activities by both the UKTI and British Embassies.



## Lakesmere Group Ltd

Ring Tower Centre  
Moorside Road  
Winnall  
Winchester  
Hampshire  
SO23 7RZ

**Website:** [www.lakesmere.com](http://www.lakesmere.com)  
**Employees:** 336  
**Immediate Parent:** N/A  
**Chief Executive Officer:** Mr Mark Davey  
**Contact for press enquiries:** Mo Morgan  
**Tel:** 01962 826532/07971 578732  
**Email:** [mmorgan@lakesmere.com](mailto:mmorgan@lakesmere.com)

Established in 1993, Lakesmere Group Ltd is a specialist roofing, cladding, and building envelope contractor and manufacturer, providing design, engineering and installation expertise. Demonstrating implementation of two core strategies, the company can show success including its subsidiary Lakesmere Arabia LLC which contributed 86% of the company's overseas sales in 2014. The company has shown a major achievement in winning work for some of the largest construction projects in the Middle East, and with the company now spreading into South East Asia, there would appear to be a positive outlook. It wins the Queen's Award for International Trade for outstanding overseas earnings growth of over 6400% over the last three years, resulting in exports rising as a percentage of turnover from 1% to 30%.

## Lambdatek Ltd

Unit 21, Kings Meadow Ferry  
Hinksey Road  
Oxford  
OX2 0DP

**Website:** [www.lambda-tek.com](http://www.lambda-tek.com)  
**Employees:** 17  
**Immediate Parent:** N/A  
**CEO:** Dr Thomas Felici  
**Contact for press enquiries:** Tom Felici  
**Tel:** 07748 338071  
**Email:** [tfelici@lambda-tek.com](mailto:tfelici@lambda-tek.com)

Lambdatek Ltd resells computer equipment. The family run business was established in 2005, and has recently extended the UK business into Europe. The company website resells over 150000 products and covers most consumer electronics and IT equipment. To extend its operation overseas, it had to upgrade back office systems to manage multiple currencies and languages, provide a multilingual website and extend its skill base to include native speakers for each of the target markets. Lambdatek has been seen to grow its business through considered expansion in both domestic and overseas markets. The company is achieving success in their overseas sales through well considered and well supported activities. It wins the Queen's Award for International Trade for outstanding growth in its export earnings of 680% in the last three years.

## Mediastation Creative Solutions Ltd t/a Smart Cookie

Westbury House  
15 Bury Street  
Guildford  
Surrey  
GU2 4AW

**Website:** [www.wearesmartcookie.com](http://www.wearesmartcookie.com)  
**Employees:** 33  
**Immediate Parent:** N/A  
**Chairman:** Mr Christopher Searson  
**Contact for press enquiries:** Ellie Box  
**Tel:** 020 7048 2700  
**Email:** [ellie@onyx-pr.com](mailto:ellie@onyx-pr.com)

Mediastation Creative Solutions Ltd began trading in 2011 and provide digital technology agency services, offering strategy, creativity, and cutting edge production of Computer Graphic Imagery (CGI). The company trades as Smart Cookie and it wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years. The company implements a strategy which is focused around collaboration and project work. It identifies sectors and projects that they may be able to assist through extensive desk research and makes direct approaches and uses collaborations with larger firms to gain entry into new markets and opportunities. A fast growth start up business showing good results in its overseas sales.



## Minesoft Ltd

Boston House  
Little Green  
Richmond  
Surrey  
TW9 1QE

**Website:** [www.minesoft.com](http://www.minesoft.com)  
**Employees:** 21  
**Immediate Parent:** N/A  
**Co-Founder & Managing Director:** Mrs Ann Chapman  
**Contact for press enquiries:** Katy Wood  
**Tel:** 020 8404 0651  
**Email:** [katy@minesoft.com](mailto:katy@minesoft.com)

Established in 1996, Minesoft Ltd create web-based patent and intellectual property related business databases, and provide scientific and technology documents and journal information via a subscription based online platform. It sells to the R&D divisions of major manufacturing corporations, specialist IP law firms, and Patent attorneys. The company strategy is seen to be a continued focus on established customer networks, although a part of the growth plan includes working with small, specialist distributors familiar with the sector. It wins the Queen's Award for International Trade for growth in overseas earnings of 87% over the last six years.

## OCS Group Ltd

Tilgate Forest Business Park  
Brighton Road  
Crawley  
West Sussex  
RH11 9BP

**Website:** [www.ocsinternational.com](http://www.ocsinternational.com)  
**Employees:** 25263  
**Immediate Parent:** N/A  
**Group Chief Executive:** Mr Christopher Cracknell  
**Contact for press enquiries:** Eleanor Kerry  
**Tel:** 07831 093288  
**Email:** [eleanor.kerry@ocs-group.com](mailto:eleanor.kerry@ocs-group.com)

Founded in 1900 and located in Crawley, OCS Group Ltd are an international facilities services company, delivering strategic and sustainable solutions to complex facilities management issues. OCS Group has been able to show an all-encompassing description of strategy, precisely detailing its domestic and international strategies, even detailing regional sub-sections and its routes to market within each. Furthermore, the company constantly seeks new technologies and innovation that it can implement around its Group to help grow its business and achieve its strategy. To facilitate this, it has created a number of Transnational Development Groups, made up of employees from around the globe to share knowledge, best practice and expertise. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

## Original BTC Ltd

Unit 21-22 Avenue One  
Witney  
Oxfordshire  
OX28 4XZ

**Website:** [www.originalbtc.com](http://www.originalbtc.com)  
**Employees:** 45  
**Immediate Parent:** N/A  
**Managing Director:** Mr Peter Bowles  
**Contact for press enquiries:** Rachel Mackinnon  
**Tel:** 0208 9693561  
**Email:** [rachel@portraitcommunications.com](mailto:rachel@portraitcommunications.com)

Original BTC Ltd began trading in 1998 and designs and manufactures lighting fittings, exporting to markets around the world. It wins the Queen's Award for International Trade for outstanding growth in its export earnings of 98% in the last three years. The company sets out its sales expansion plans for existing and new markets that includes retail, online and contracting opportunities. In 2013 most export sales were made to France and the USA, but the company is extending its territories to regions such as China and is carefully planning its market entry strategies for these regions. A determined, experienced exporter with great ambition who is proudly promoting British manufacturing and building a strong market brand.



## Oxford PharmaGenesis Ltd

Tubney Warren Barn  
Tubney  
Abingdon  
Oxfordshire  
OX13 5QJ

**Website:** [www.pharmagenesis.com](http://www.pharmagenesis.com)  
**Employees:** 108  
**Immediate Parent:** Oxford PharmaGenesis Holdings Ltd  
**Managing Director:** Dr Christopher Winchester  
**Contact for press enquiries:** Ellie Collins  
**Tel:** 01865 390144  
**Email:** [ellie.collins@pharmagenesis.com](mailto:ellie.collins@pharmagenesis.com)

Founded in 1998 and located in Abingdon, Oxfordshire, Oxford PharmaGenesis Ltd provide marketing and writing services to pharmaceutical companies. The company is owned by Oxford PharmaGenesis Holdings Ltd. Oxford PharmaGenesis show that personal relationships are fundamental to its success, not only with its clients, but also with the medical experts with whom it works on a daily basis. The company has a good reputation within its industry, and its established position is the core of its trading. To support its position, the company exhibits and presents its own original research at society congresses around the world and it encourages employees to publish their own work in international academic journals. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

## PpTek Ltd

Orchard Business Park  
Unit 22 North End Road  
Yapton  
Arundel  
West Sussex  
BN18 0GA

**Website:** [www.pptek.co.uk](http://www.pptek.co.uk)  
**Employees:** 10  
**Immediate Parent:** N/A  
**Sales Director:** Mr William Cowing  
**Contact for press enquiries:** Bill Cowing  
**Tel:** 07952 065775  
**Email:** [bcowing@pptek.co.uk](mailto:bcowing@pptek.co.uk)

Established in 2000, PpTek Ltd manufactures 'Siloxane' removal solutions, a system for cleaning gas in the BioGas industry. The company holds a unique position as the world's market leader in its specialised market place, providing patented systems for the removal of contaminants from biogas production. The company provides systems directly to companies engaged in the extraction of gas from waste products and its approach is very much project-driven with a strategy based around direct customer solutions. The company demonstrates strong overseas sales growth during the last three years and it wins the Queen's Award for International Trade for outstanding growth in its export earnings of 317% in the last three years.

## RWS Group Ltd

Europa House  
Chiltern Park, Chiltern Hill  
Chalfont St Peter  
Gerrards Cross  
Buckinghamshire  
SL9 9FG

**Website:** [www.rws.com](http://www.rws.com)  
**Employees:** 325  
**Immediate Parent:** RWS Holdings plc  
**Chairman:** Mr Andrew Brode  
**Contact for press enquiries:** Chris Rayner  
**Tel:** 01753 480200  
**Email:** [Chris.Rayner@rws.com](mailto:Chris.Rayner@rws.com)

Established in 1982 and a subsidiary company of RWS Holdings plc, RWS Group Ltd provides translations and intellectual property and language support services. The company has four specialist divisions: Intellectual Property, for the translation and filing of patents worldwide; Information, for search and retrieval services; Medical Translation, serving the needs of the life sciences industry; and Translation & Localisation for technical and commercial documents. Its growth has been fuelled by the increase in filings of global patent applications. It wins the Queen's Award for International Trade for growth in overseas earnings over the last six years.



## Ultrasonic Sciences Ltd

Unit 4 Springlakes Industrial Estate  
Deadbrook Lane  
Aldershot  
Hampshire  
GU12 4UH

**Website:** [www.ultrasonic-sciences.co.uk](http://www.ultrasonic-sciences.co.uk)  
**Employees:** 23  
**Immediate Parent:** N/A  
**Chairman:** Mr John Kennelly  
**Contact for press enquiries:** Chris Gartside  
**Tel:** 01252 350550  
**Email:** [chris.gartside@ultrasonic-sciences.co.uk](mailto:chris.gartside@ultrasonic-sciences.co.uk)

Ultrasonic Sciences Ltd design and manufacture ultrasonic non-destructive testing systems and instruments, used in a wide range of manufacturing and construction sectors. The company was founded in 1989, and is the only UK company manufacturing complete ultrasonic testing systems. Ultrasonic Sciences has seen growth in sales and exports with good success recorded. This success is backed by a good understanding of its product, technology and overall market, with a matched strategy. The company has a focused approach to the development of new markets with several being established over the last three years. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

## Zigzag Associates Ltd

99 Park Drive  
Milton Park  
Abingdon  
Oxfordshire  
OX14 4RY

**Website:** [www.zigzag.eu.com](http://www.zigzag.eu.com)  
**Employees:** 11  
**Immediate Parent:** N/A  
**CEO:** Mr Stephen Graham Smith  
**Contact for press enquiries:** Stephen Smith  
**Tel:** 07799 522233  
**Email:** [steve@zigzag.eu.com](mailto:steve@zigzag.eu.com)

Established in 2010, Zigzag Associates Ltd provide quality assurance services to the pharmaceutical and biotechnology industry. It operates as independent auditors for the industry, ensuring that pharmaceutical companies are adhering to the regulators required standards and that procedures are followed. Zigzag currently undertakes audit activities globally and over the past two years has audited in 70 different countries. The company initially started working within the UK only, however referrals led to work contracts overseas. This stream of business has been supported by an expansion in the company's network of consultants which was followed by additional investments in the business infrastructure as well as an increase in marketing. It wins the Queen's Award for International Trade for outstanding growth in its export earnings of 316% in the last three years.

## 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:** 73  
**Immediate Parent:** Zinc Ahead Holdings Ltd  
**Chief Executive Officer:** Mr James Brown  
**Contact for press enquiries:** James Brown  
**Tel:** 01865 396175  
**Email:** [jamesbrown@zinc-ahead.com](mailto:jamesbrown@zinc-ahead.com)

Established in 2001, Zinc Ahead Ltd is the world's leading provider of software solutions which enable life science companies to comply with the requirements of regulatory bodies governing the promotion of pharmaceutical and other healthcare products. The company is a 2013 Queen's Award for International Trade winner and it wins the Queen's Award for International Trade this year for outstanding growth in its export earnings of 109% in the last three years. The company has reacted to changes in the life science industry as it has become more global, while individual customers' operations have become more centrally focused. Zinc Ahead has responded by establishing local regional offices (Basel, San Francisco and Tokyo) to support existing business. In addition, an 'inside sales' team has been created to generate new business both in new territories and with existing customers. This strategy has resulted in the company growing and penetrating into new markets.



## Benchmark Woodworking Ltd

Barton Court  
Kintbury  
Hungerford  
Berkshire  
RG17 9SA

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

**Employees:** 66

**Immediate Parent:** N/A

**Co-Founder and Managing Director:** Mr Sean Sutcliffe

**Contact for press enquiries:** Jess Tully

**Tel:** 07973 630 421

**Email:** [stock@jesstully.com](mailto:stock@jesstully.com)

A second Sustainable Development Award is made to Benchmark Woodworking Ltd, a furniture-maker having long-established focus on craftsmanship, design and sustainability and an exemplary approach to transparency and accountability. In conjunction with Imperial College London and PE Associates in Stuttgart, it developed the world's first wooden furniture with full Life Cycle Assessment results. Prioritising local sourcing, to reduce material and personnel travel, and active in the Grown in Britain campaign, it was the first furniture-maker accredited by the Forest Stewardship Council and the Programme for the Endorsement of Forest Certification. Deeply-rooted in local communities, it provides strong support to students, including those with disabilities, through apprenticeships, work experience and schools workshops. Widely acknowledged for environmental commitment, the commercially-successful company has been commissioned to participate in high-profile, environmentally-focussed projects.



## Renishaw Plc

New Mills  
Wotton-under-Edge  
Gloucestershire  
GL12 8JR

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

**Employees:** 2221

**Immediate Parent:** N/A

**Director and General Manager, Encoder Products Division:** Dr James Henshaw

**Contact for press enquiries:** Mr Chris Pockett

**Tel:** 01453 524133

**Email:** [Chris.Pockett@renishaw.com](mailto:Chris.Pockett@renishaw.com)

An innovation Award is made to Renishaw Plc for the development and manufacture of RESOLUTE, a family of non-contact, optical position feedback devices. RESOLUTE enables a step change in the performance of motion control systems used in manufacturing and other environments. Suitable for the most demanding applications, it can determine position to within one nanometre with motion speeds of up to 100 metres per second. Incorporating proprietary technology, its design reduces the probability of failure while accommodating wide installation tolerances and eliminating the traditional trade-off between fine resolution and high motion speeds. RESOLUTE is able to operate over extensive temperature ranges and in ultra-high vacuum environments. It is employed in a diverse variety of applications including safety-critical position feedback for medical robots, the control of precision metalworking machines, the manufacture of flat panel displays and the production of semiconductors.

## Spirax-Sarco Engineering Plc

Charlton House  
15 Cirencester Road  
Cheltenham  
Gloucestershire  
GL53 8ER

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

**Employees:** 1319

**Immediate Parent:** N/A

**Chief Executive Officer:** Mr Nick Anderson

**Contact for press enquiries:** Louise Foster

**Tel:** 01242 535 535

**Email:** [Louise.Foster@uk.spiraxsarco.com](mailto:Louise.Foster@uk.spiraxsarco.com)

An Innovation Award is made to Spirax-Sarco Engineering Plc for the design and manufacture of a novel flow-meter, the TVA flow-meter. The device measures steam mass flows in many environments worldwide, including healthcare organisations, breweries, university campuses and petrochemical industries. Incorporating a proprietary strain gauge and mathematical algorithms, it can measure the high flow rates encountered such as in hospital sterilisers and low rates associated with small leaks, without invoking velocities outside safety limits. For example, droplets of condensate that cause metal erosion and lead to expensive repairs are detected early. It informs customers of quality, CO2 content and costs of steam usage; thus energy efficiency is improved and costs and carbon dioxide emissions are reduced. The innovation is benefiting the company from higher sales and global market penetration.



## The ANVIL Group International Ltd

Hello House, Suite 4  
135 Somerford Road  
Christchurch  
Dorset  
BH23 3PY

**Website:** [www.anvilgroup.com](http://www.anvilgroup.com)  
**Employees:** 39  
**Immediate Parent:** N/A  
**Chief Executive Officer:** Mr John Greenslade  
**Contact for press enquiries:** Amy Ashford  
**Tel:** 02380 382970/07540 204149  
**Email:** [amy.ashford@grayling.com](mailto:amy.ashford@grayling.com)

An Innovation Award is made to The ANVIL Group International Ltd for designing and developing an Employee Travel Monitoring System. The innovative tool facilitates communications with employees at risk, and identifies breaches in travel risk policies. Used by corporate clients responding to growing worldwide threats, such as terrorist attacks and political unrest, it ensures compliance with laws and regulations concerning the safety and well-being of travelling employees. Incorporating customised information and accessing global intelligence in real-time, it can be vital in mitigating emerging security threats to travellers by giving them immediate access to comprehensive and user-friendly support tools with high functionality. It benefits employers, who, through its compilation of incident audit trails, can easily demonstrate the implementation of effective risk management strategies. The commercially successful product meets an increasingly important need.

## Westwind Air Bearings, a division of GSI Group Ltd

Holton Road  
Holton Heath Trading Park  
Poole  
Dorset  
BH16 6LN

**Website:** [www.westwind-airbearings.com](http://www.westwind-airbearings.com)  
**Employees:** 89  
**Immediate Parent:** GSI Group Inc  
**Managing Director:** Mr Stephen Webb  
**Contact for press enquiries:** Steve Webb  
**Tel:** 01202 627211  
**Email:** [steve.webb@gsig.com](mailto:steve.webb@gsig.com)

Westwind Air Bearings wins an Innovation Award for designing and developing high-speed drilling spindles utilised in printed circuit-board manufacture. Incorporating patented technology and proprietary air bearings, the new spindle has a large working-speed range from 20,000 revolutions per minute, for drilling large holes, to 200,000 revolutions per minute for drilling small holes, of approximately 0.075 millimetres diameter. To enable the high speeds without dynamic instability, heavy damping was achieved through water-cooled bearing sleeves and specially-designed assemblies; the extraction of generated heat being one of the many challenges that were overcome in the development. The spindle improves printed circuit-board machining, giving higher accuracy of hole placements and improved thermal performance. Higher spindle reliability, longer spindle lifetimes and easier bearing sleeve replacement reduce machine running costs and improve customer profits.



## Ashley Chase Estate Ltd

Parks Farm  
Litton Cheney  
Dorchester  
Dorset  
DT2 9AZ

**Website:** [www.fordfarm.com](http://www.fordfarm.com)  
**Employees:** 77  
**Immediate Parent:** AJ & RG Barber  
**Company Director:** Mr Mike Pullin  
**Contact for press enquiries:** Heloise D'Souza/Mike Pullin  
**Tel:** 01460 239299/07770 988 612  
**Email:** [heloise@dsouzapr.co.uk](mailto:heloise@dsouzapr.co.uk); [mike@fordfarm.com](mailto:mike@fordfarm.com)

Ashley Chase Estate Ltd produce a range of speciality cheeses. The business was founded in 1998, and began exporting in 2007. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years. Ashley Chase Estate has achieved excellent export growth within its sector, creating employment in a rural area and utilising local agricultural produce. The UK plant occupies a footprint of 17,000 square metres and the Farm exports close to 1,700 tonnes of cheese per year. As part of its overseas activities the company also set up a manufacturing establishment in the USA, its largest overseas market. Approximately 33% of output is exported, which is more than double the sector average.

## BG Automotive Ltd

BGA House  
Cheney Manor Industrial Estate  
Swindon  
Wiltshire  
SN2 2DS

**Website:** [www.bgautomotive.co.uk](http://www.bgautomotive.co.uk)  
**Employees:** 62  
**Immediate Parent:** N/A  
**Managing Director:** Mr Chris Cameron  
**Contact for press enquiries:** Chris Cameron  
**Tel:** 01793 491777  
**Email:** [ccameron@bgautomotive.co.uk](mailto:ccameron@bgautomotive.co.uk)

Established in 1998, BG Automotive Ltd develops and manufactures automotive parts, distributing them through wholesalers and motor factors. It wins the Queen's Award for International Trade for outstanding overseas earnings growth of 269% over the last three years, resulting in exports rising as a percentage of turnover from 8% to 24%. The company demonstrates excellent growth in overseas sales and a widening international reach, having entered nine new markets over the last three years including Poland, Belarus and Moldova. Russia, Portugal and Serbia make up the largest overseas markets.

## Floortex Europe Ltd

10 Miller Court  
Severn Drive  
Tewkesbury Business Park  
Gloucestershire  
GL20 8DN

**Website:** [www.floortex.com](http://www.floortex.com)  
**Employees:** 11  
**Immediate Parent:** N/A  
**Chairman & CEO:** Mr Steven Bull  
**Contact for press enquiries:** John Barker  
**Tel:** 01684 853030  
**Email:** [jbarker@floortex.com](mailto:jbarker@floortex.com)

Founded in 2002 and Head Quarters in Tewkesbury, Gloucestershire, Floortex Europe Ltd manufacture floor protection mats that prevent damage caused by chair castors. The company has identified its corporate responsibilities across all areas of its activity and works to limit its environmental impact. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years, seeing total growth of 53%. The company is able to demonstrate how it has achieved its present market position through marketing efforts, in establishing regional, European and USA bases and with product differentiation focusing on offering a higher quality and better performing product.



## Fraser Anti-Static Techniques Ltd

1 Scotts Business Park  
Bampton  
Tiverton  
Devon  
EX16 9DN

**Website:** [www.fraser-antistatic.co.uk](http://www.fraser-antistatic.co.uk)  
**Employees:** 30  
**Immediate Parent:** N/A  
**Marketing Manager:** Mr Robert Fraser  
**Contact for press enquiries:** Davin Broadbent  
**Tel:** 01398 331114  
**Email:** [dbroadbent@fraser-antistatic.co.uk](mailto:dbroadbent@fraser-antistatic.co.uk)

Founded in 1997 and located in Tiverton, Devon, Fraser Anti-static Techniques Ltd manufacture high voltage electrostatic equipment used in plastics, packaging, paper and related industries. The products are used to neutralise or generate static electricity. It wins the Queen's Award for International Trade for continuous growth in overseas earnings amounting to some 320% over the last six years. The company operates against a well-structured strategy, identifying the key areas required for the continuation of its international growth, while in addition the company is clearly proactive in the key areas required to sustain its growth. Product innovation, research and development (for which 10% of annual sales are reinvested), rapid response, investing in skills, and improving efficiency are all noted as key areas of focus.

## Hartley and Tissier Ltd

24 Knightsbridge Business Centre  
Knightsbridge Green  
Knightsbridge  
Cheltenham  
Gloucestershire  
GL51 9TA

**Website:** [www.hartleytissier.com](http://www.hartleytissier.com)  
**Employees:** 5  
**Immediate Parent:** N/A  
**Managing Director:** Mr Andrew Suddards Hartley  
**Contact for press enquiries:** Emma Walton  
**Tel:** 01451 821800/ 07515 357842  
**Email:** [emma@clearheadedcomms.com](mailto:emma@clearheadedcomms.com)

Hartley and Tissier Ltd began trading in 2007. It designs, manufactures and supplies bespoke wool carpet for hotels, restaurants and private homes. All of the manufacturing is carried out in the UK with the company using a range of small scale specialist manufacturers to meet its designs and quality specifications. The company's design work takes place at its Paris Showroom under the guidance of Stephanie Tissier. Overseas sales strategies vary depending on each market: in France the company now owns its French distribution company. In Switzerland, it operates via an exclusive agent; while in Holland and Belgium it operates via several agents, seeking suitable agents or distribution companies in other markets. The company website development is proving a useful route to market. A small, niche company, doing well in a mature market selling on quality and bespoke design. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

## Kiddimoto Ltd

Unit 16-18, Lodge Hill Industrial Estate  
Station Road  
Westbury-sub-Mendip  
Wells  
Somerset  
BA5 1EY

**Website:** [www.kiddimoto.co.uk](http://www.kiddimoto.co.uk)  
**Employees:** 12  
**Immediate Parent:** N/A  
**Managing Director:** Mr Simon Booth  
**Contact for press enquiries:** Chloe Fuller  
**Tel:** 020 3627 9073  
**Email:** [chloe@crescendopr.co.uk](mailto:chloe@crescendopr.co.uk)

Kiddimoto Ltd began trading in 2004 and is a small independent company that designs, develops and manufactures balance bikes, cycle helmets, gloves and carts for children aged 2-12 years. It has been exporting for six years and over the last three years has seen its overseas sales rise from £533k to £988k in 2013. Exports now represent around 50% of total sales. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years. The company sells in the domestic market directly to retailers and with international sales via distributors who are supported from the UK headquarters. The company operate in 30 countries worldwide, with France the biggest overseas market in 2013. A good example of a small, relatively new exporting company, which is growing at a very good, solid rate.



## Kinneir Dufort Design Ltd

5 Host Street  
Bristol  
BS1 5BU

**Website:** [www.kinneirdufort.com](http://www.kinneirdufort.com)  
**Employees:** 56  
**Immediate Parent:** Kinneir Dufort Ltd  
**Managing Director:** Mr James Orkney  
**Contact for press enquiries:** Sean Devane  
**Tel:** 0117 901 4000  
**Email:** [Sean.Devane@kinneirdufort.com](mailto:Sean.Devane@kinneirdufort.com)

Established in 1977, Kinneir Dufort Design Ltd provide integrated research, innovation, design and product development consultancy services to UK and International clients. The company has a clear strategy and demonstrate strong leadership, reacting positively to a changing domestic market and driving forward overseas sales. This has strengthened its overall performance, leading to significant overall growth for the period. Kinneir Dufort wins the Queen's Award for International Trade for outstanding overseas earnings growth of 176% over the last three years, resulting in exports rising as a percentage of turnover from 18% to 62%.

## Pulse Roll Label Products Ltd

Unit U, Lawrence Drive  
Yate  
Bristol  
Gloucestershire  
BS37 5PG

**Website:** [www.pulserl.com](http://www.pulserl.com)  
**Employees:** 31  
**Immediate Parent:** N/A  
**Managing Director:** Mr Gary Seward  
**Contact for press enquiries:** Sarah Harriman  
**Tel:** 01454 272433  
**Email:** [sarah@pulserl.com](mailto:sarah@pulserl.com)

Established in 2001, Pulse Roll Label Products Ltd manufacture ultra violet inks and varnishes for the narrow web label industry. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years. The company demonstrates good strategy and a methodical approach to researching international markets and it appreciates that export markets are vital to the company's growth, due to the maturity of the UK market. It has a strong commitment to market research, and continues to attract new customers and interact with existing customers through good PR, email marketing campaigns and attendance/exhibiting at international trade fairs and events.

## Radiodetection Ltd

Western Drive  
Bristol  
BS14 0AF

**Website:** [www.radiodetection.com](http://www.radiodetection.com)  
**Employees:** 160  
**Immediate Parent:** SPX Corp  
**Managing Director:** Mr Kevin Lench  
**Contact for press enquiries:** Tony Rush  
**Tel:** 0117 988 6283  
**Email:** [tony.rush@spx.com](mailto:tony.rush@spx.com)

Established in 1977, Radiodetection Ltd designs and manufactures products to locate buried utilities and to assist the management of underground infrastructure. This specialist company's overseas sales show growth for the last three years, and the company has established its own offices in North America, China, Hong Kong, Australia and Europe. This correlates well with the regions where the company achieves most of its overseas sales. Most of the company's manufacturing is in the UK, with a limited amount, for specific product lines, done through its USA parent company (SPX). It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.



## Sub10 Systems Ltd

Ash House Canal Way  
Kingsteignton  
Newton Abbot  
Devon  
TQ12 3RZ

**Website:** [www.sub10systems.com](http://www.sub10systems.com)  
**Employees:** 24  
**Immediate Parent:** N/A  
**Chief Executive Officer:** Mr Stuart Broome  
**Contact for press enquiries:** Grant Grafton  
**Tel:** 07887 765643  
**Email:** [grant.grafton@sub10systems.com](mailto:grant.grafton@sub10systems.com)

Sub10 Systems Ltd incorporated in May 2010 provide advanced systems for the delivery of broadband using millimetre wave (mmW) wireless frequencies. This highly technical product is sold through distributors or directly to major integrators and customers with global reach, e.g. Vodaphone. The company describes a high reliance on innovation, quality and research that it links directly to its further growth and development. Sub10 also works with regulators in foreign markets in order to develop licences to enable its product to gain air space. In 2014 the biggest overseas market was Russia, followed by Germany and Austria, but the company's reach has seen sales from Bahrain to the USA and Canada. It wins the Queen's Award for International Trade for outstanding growth in its export earnings of 290% in the last three years.

## Terrapart International Ltd

Blacksmith's Yard  
Broad Hinton  
Swindon  
Wiltshire  
SN4 9PB

**Website:** [www.terrapart.com](http://www.terrapart.com)  
**Employees:** 9  
**Immediate Parent:** N/A  
**Managing Director:** Mr Chris Drewett  
**Contact for press enquiries:** Mrs Fiona Drewett, Director  
**Tel:** 01793 731990  
**Email:** [Fiona@terrapart.com](mailto:Fiona@terrapart.com)

Terrapart International Ltd has been trading for 25 years and is a distributor of spare parts for heavy earthmoving equipment. It exports globally, but its particular focus at present is on USA, Western Europe, and Southern Europe with the USA being the top overseas market in 2014, followed by Spain and Portugal. Its export marketing has achieved penetration into 98 countries. A focused strategy, led by the Directors, is based on maintaining high-level, long-term relationships with both suppliers and customers in order to sustain and grow its business. Transport, distribution, stock control and product knowledge is key to its success. The company has invested heavily in product and in more efficient routes to market that have produced good growth rates. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.



## The Tintometer Ltd

Lovibond House  
Solar Way  
Amesbury  
Salisbury  
Wiltshire  
SP4 7SZ

**Website:** [www.lovibond.com](http://www.lovibond.com)  
**Employees:** 88  
**Immediate Parent:** Tintometer GmbH  
**Managing Director:** Mr Christopher Counsell  
**Contact for press enquiries:** Elizabeth Wilkinson  
**Tel:** 01980 664800  
**Email:** [e.wilkinson@tintometer.com](mailto:e.wilkinson@tintometer.com)

The Tintometer Ltd, a member of the Tintometer® Group, was established in 1885 and is a manufacturer and supplier of the Lovibond® brand of colour measuring instruments and water testing equipment and reagents. The company markets its products primarily under its Lovibond® brand, but also sells OEM-branded equipment. It has two distinct market areas with 62% of its business in water analysis sales and 38% in colour measurement instruments. The company began to explore opportunities in emerging markets in anticipation of the recession in 2009, noting in particular an international high demand for the colour measurement of petroleum and edible oil products. The company focused on a tailored approach to the export market, with improved competitiveness, reach and local service, working with government bodies and other influencers to educate the market and promote the brand. It wins the Queen's Award for International Trade for growth in overseas earnings of 160% over the last six years.

## Third Dimension Software Ltd

3 Brabazon Office Park  
Golf Course Lane  
Filton  
Bristol  
BS34 7PZ

**Website:** [www.third.com](http://www.third.com)  
**Employees:** 28  
**Immediate Parent:** N/A  
**CEO:** Mr Peter Marchbank  
**Contact for press enquiries:** Sara Martin  
**Tel:** 0333 443000 ext 516  
**Email:** [Sara.martin@third.com](mailto:Sara.martin@third.com)

Founded in 1995 and located in Filton, Bristol, Third Dimension Software Ltd is a manufacturer of metrology products and services for non-contact laser, precision profile measurement solutions. The company's GapGun product uses optical triangulation technology to measure gaps, forms and features of surfaces incredibly quickly and accurately. Applications range from seal gap checks to sharp edge measurement on all manner of surfaces and is used extensively by the aerospace, automotive, turbine and energy industries. Its international and domestic marketing and sales strategies are well defined and new overseas countries are chosen through market research. The company exhibit and attend shows all around Europe and in the past two years it has attended shows in Germany, Holland, France and Sweden, as well as further afield in Brazil, China and the US. It wins the Queen's Award for International Trade for growth in overseas earnings of 337% over the last six years.



## Vistair Systems Ltd

Broadway House  
Woodlands  
Bradley Stoke  
Bristol  
Gloucestershire  
BS32 4QH

**Website:** [www.vistair.com](http://www.vistair.com)  
**Employees:** 95  
**Immediate Parent:** N/A  
**Managing Director:** Mr Ian Herbert  
**Contact for press enquiries:** Ian Herbert  
**Tel:** 07813 938892  
**Email:** [ian.herbert@vistair.com](mailto:ian.herbert@vistair.com)

Founded in 2005, Vistair Systems Ltd is a developer of web-based management software to the global airline industry. It provides outsourced electronic solutions to commercial airlines, helping them become more streamlined and effective in their 'management of highly pressurised and often stress-inducing flight operations'. The company has a well balanced mix of domestic and overseas clients and has improved export activity. It wins the Queen's Award for International Trade for outstanding growth in its export earnings of 221% in the last three years. As well as striving for technical excellence in a highly specialised area, the company has put in customer service systems to position it to become the "outsourcer" of choice for airlines, large or small. Export performance has strengthened considerably over the period with exports now accounting for 55% of sales across 28 countries.



## Clinton Devon Estates

Bicton Arena  
East Budleigh  
Budleigh Salterton  
Devon  
EX9 7BL

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

**Employees:** 51

**Immediate Parent:** N/A

**Estates Director:** Mr John Varley

**Contact for press enquiries:** Annette Richman

**Tel:** 01392 466733 or 07919 174715

**Email:** [annette.richman@korcommunications.co.uk](mailto:annette.richman@korcommunications.co.uk)

A third Sustainable Development Award is made to Clinton Devon Estates for implementing its Smart Growth programme, which, between 2010 and 2014, delivered benefits worth over £50 million to the Estate and local communities. Through commitment to efficient farming and empowering employees, it reduced carbon and waste generation, lowered potable water consumption, enhanced biodiversity and generated over £2 million for charitable causes. It installed slurry-storage facilities enabling efficient manure spreading; reducing fertiliser requirements and water pollution and improving land fertility. Other measures included optimising wood harvesting, re-using low-grade wood for biomass heating and processing culled venison for market sales. In five years, 100,000 kilowatt hours of renewable electricity were produced, 8,000 tonnes of biomass and 40 million litres of natural water supplied; saving over 4,500 tonnes of carbon emissions.



## Mr Richard Holt

Creative Innovation Centre  
Memorial Hall  
Paul Street  
Taunton  
Somerset  
TA1 3PF

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

**Contact for press enquiries:** Andrew Knutt

**Tel:** 01823 337477/07739 631850

**Email:** [andy@creativeinnovationcentre.co.uk](mailto:andy@creativeinnovationcentre.co.uk)

Richard Holt has had a significant and growing impact in the South West in linking enterprise promotion and design, with an emphasis on the creative industries. As the Manager of Art, Design and Enterprise at Somerset College of Arts and Technology, he identified an enterprise support gap. In response he opened the Creative Innovation Centre (CIC) in June 2012. Located in Taunton, the CIC is a non-profit community interest company offering a unique blend of creative community access and business enterprise training, and now supports over 130 artists, 45 designers and 95 musicians, and exhibits over 400 paintings and sculptures. In just over two years this creative space has been used by 6,000 community members and enabled over 1,000 start-ups, SMEs and other businesses to take part in a range of enterprise-based training and workshop activities.



## Airborne Systems Ltd

Llangeinor  
 Bridgend  
 Mid Glamorgan  
 Wales  
 CF32 8PL

**Website:** [www.airborne-sys.com](http://www.airborne-sys.com)  
**Employees:** 379  
**Immediate Parent:** Transdigm Group Inc  
**President & Managing Director:** Mr Christopher Rowe  
**Contact for press enquiries:** Jessica Cook  
**Tel:** 01656 727008  
**Email:** [jessica.cook@airborne-sys.co.uk](mailto:jessica.cook@airborne-sys.co.uk)

Acquired during the application period by the US Transdigm Group, the roots of the company go back more than 90 years. Airborne Systems Ltd designs and manufactures military parachutes, aerial delivery systems, and naval decoys. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years. The company is a world leader in two distinct fields: parachutes; and airborne and floating naval decoy systems. All of the design activities remain UK based and most of the company's manufacturing is also undertaken in the UK with some manufacture of certain parachute products undertaken overseas to service price sensitive markets.

## Lumishore Ltd

Unit 11, Technium 1  
 Kings Road  
 Swansea  
 West Glamorgan  
 Wales  
 SA1 8PH

**Website:** [www.lumishore.com](http://www.lumishore.com)  
**Employees:** 13  
**Immediate Parent:** N/A  
**CEO:** Mr Eiffrion Evans  
**Contact for press enquiries:** Corinne Fresko  
**Tel:** 02081 441694  
**Email:** [corinne.fresko@lumishore.com](mailto:corinne.fresko@lumishore.com)

A 2014 Queen's Award for International Trade winner, Lumishore Ltd began trading in 2009 and produce high output, innovative underwater LED lighting systems for the leisure marine industry. The company presents a coherent, well researched strategy and it uses a combination of distribution and direct sales to its markets, addressing the needs of distinct geographies and sub-sectors (shipyards, boat builders, dealers and consumers). The company innovates and invests in R&D, as well as taking part in many exhibitions and shows, producing literature and web collateral to support its new product releases. The USA is the biggest export market in terms of sales at 50%, with Holland the next biggest at 20%. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

## Markes International Ltd

Talbot Green  
 Llantrisant  
 Mid Glamorgan  
 Wales  
 CF72 8XL

**Website:** [www.markes.com](http://www.markes.com)  
**Employees:** 72  
**Immediate Parent:** Schauenburg Analytics Ltd  
**Managing Director:** Mr Alun Cole  
**Contact for press enquiries:** Tim Hawkins  
**Tel:** 01443 230935  
**Email:** [thawkins@markes.com](mailto:thawkins@markes.com)

Markes International Ltd began trading in 1997 and manufactures scientific equipment for extraction and detection of ultra-low levels of organic chemicals from gases, liquids and solids. It sells to a global customer base that includes major industry, government agencies, academia and the service laboratory sector. Markes is part of Schauenburg Group (a multinational group of companies with expertise ranging from satellite to analytical technologies.) The company sells direct to its UK marketplace and through regional offices in Germany and the USA, along with distribution partners and representatives around the world. The company's strategy is based on 'thought-leadership' which is implemented through product development and innovation, along with working with key industry influencers and advising international agencies developing standard test methods. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.



## Wales Millennium Centre

Bute Place  
Cardiff  
South Glamorgan  
Wales  
CF10 5AL

**Website:** [www.wmc.org.uk](http://www.wmc.org.uk)

**Employees:** 204

**Immediate Parent:** N/A

**President & Managing Director:** Mr Mathew Milsom

**Contact for press enquiries:** Bet Davies

**Tel:** 02920 63 6440

**Email:** [bet.davies@wmc.org.uk](mailto:bet.davies@wmc.org.uk)

A Sustainable Development Award is made to Wales Millennium Centre, a national asset committed to strong cultural and sustainable leadership. It promotes Welsh identity and benefits the economy and population of Wales. Comprising two theatres, recital hall and dance house and attracting over 1.5 million visitors annually, it delivers a range of education and outreach programmes to all sectors of the community. In 2013/14, it attracted over 32,000 participants to its creative learning programme and provided 385 free foyer performances. It provides free meeting and performance spaces to community groups, operates education programmes and supports artists and theatre groups in developing new works. Also, it targets activities at minority communities, for example master-classes to improve children's literacy, prison art exhibitions and events involving young offenders in environmental projects.



## Professor Andrew Penaluna

University of Wales Trinity Saint David  
International Institute for Creative Entrepreneurial  
Development  
Mount Pleasant  
Swansea  
West Glamorgan  
Wales  
SA1 6ED

**Website:** [www.smu.ac.uk/cce](http://www.smu.ac.uk/cce)  
**Contact for press enquiries:** Steven Stokes  
**Tel:** 07872 423788  
**Email:** [steven.stokes@uwtsd.ac.uk](mailto:steven.stokes@uwtsd.ac.uk)

Andrew Penaluna is the Professor of Creative Entrepreneurship at University of Wales Trinity Saint David, where he has taught enterprise and entrepreneurship for over 30 years. He is acknowledged to have carried out his role of teaching, mentoring and guidance of students, at an individual level very effectively, and has helped to achieve one of the best records in graduate start-ups of any Higher Education Institution in Wales. Since 2008 he has also carried out a number of voluntary activities to help influence and develop national and international policy and practice in enterprise and entrepreneurial education. This has included contributing to the UK's first formally validated Higher Education teacher training in enterprise education, a qualification that can be taken by teachers at any level and is the first of its kind in Europe.



## GeoPost UK Ltd

Roebuck Lane  
Smethwick  
West Midlands  
B66 1BY

**Website:** [www.dpd.co.uk](http://www.dpd.co.uk)  
**Employees:** 7882  
**Immediate Parent:** GeoPost SA  
**CEO:** Mr Dwain McDonald  
**Contact for press enquiries:** Gordon Maw  
**Tel:** 07710 702267  
**Email:** [gordon@mawcomms.co.uk](mailto:gordon@mawcomms.co.uk)

GeoPost UK Ltd wins an Innovation Award for developing the 'Predict' service, which provides internet shoppers with dependable, one-hour windows in which door-step deliveries are made. The trail-blazing service, which incorporates route optimisation software, is interactive and live; parcel addressees being able to re-arrange delivery addresses, times and dates to suit their convenience through text or e-mail messages. Having high success rates at hitting agreed target times, the innovative service has improved customer satisfaction significantly. Consequently, the company has become the preferred choice carrier for retailers whose success depends on satisfied customers making repeat purchases. In addition, drivers have become more productive, despite increased road congestion, and, thus, enjoy increased wages. Through implementing the service, the company has become the number one UK domestic parcels deliverer.

## Grey Technology Ltd (Gtech)

1-2 Cupola Court  
Spetchley  
Worcestershire  
WR5 1RL

**Website:** [www.gtech.co.uk](http://www.gtech.co.uk)  
**Employees:** 59  
**Immediate Parent:** N/A  
**CEO and Founder:** Mr Nick Grey  
**Contact for press enquiries:** Mrs Michelle Redmond  
**Tel:** 07734 681796 / 020 8288 0849  
**Email:** [michelle@minxpr.com](mailto:michelle@minxpr.com)

An Innovation Award is made to Grey Technology Ltd (Gtech) for developing a new type of cordless powered vacuum cleaner. Dispensing with the cord, bag and cyclone technology of more traditional designs, Gtech AirRam uses only 100W of energy yet matches the cleaning performance of leading mains vacuums on carpets and hard floors. The novel design combined with the latest Li-ion battery technology gives a run time of 40 minutes making it capable of cleaning even the busiest of homes on a single charge. AirRam doesn't collect dust and debris into a bag or cylinder; instead its unique technology compresses the dirt into bales that are tipped into the bin. Lightweight at only 3.5kg it is easy to manoeuvre compared to other upright vacuums. AirRam's high performance, convenient, cordless cleaning offers consumers a real alternative to mains powered vacuum cleaners, making it commercially very successful.



## Prometheus Medical Ltd

The Old Rectory  
Hope-under-Dinmore  
Leominster  
Herefordshire  
HR6 0PW

**Website:** [www.prometheusmed.com](http://www.prometheusmed.com)  
**Employees:** 21  
**Immediate Parent:** N/A  
**Chief Executive Officer:** Dr Malcolm Russell MBE  
**Contact for press enquiries:** David Preece  
**Tel:** 01568 613942  
**Email:** [david.preece@prometheusmed.com](mailto:david.preece@prometheusmed.com)

An Innovation Award is made to Prometheus Medical Ltd for the design and development of the Russell Chest Seal, a disposable device that enables patients to breathe after receiving severe chest injuries. Serious chest injuries often involve a hole being made in the chest wall which can cause lung collapse and affect the patient's ability to breathe. The patented seal incorporates valves and a proprietary gel, which conforms closely to chest shapes around wounds and sticks effectively to skin, even if covered in blood. The valves, which can operate at low pressures, eliminate gases and liquids from the pleural cavity more effectively than alternative products. Being tolerant of a wide range of storage conditions, the life-saving device has been adopted by UK ambulance trusts and deployed by emergency and military services at home and abroad.

## Proserve Ltd

80 Priory Road  
Kenilworth  
Warwickshire  
CV8 1LQ

**Website:** [www.proserveltd.co.uk](http://www.proserveltd.co.uk)  
**Employees:** 17  
**Immediate Parent:** N/A  
**Director:** Mr Martin Hawkswood  
**Contact for press enquiries:** James Hawkswood  
**Tel:** 01926 512222  
**Email:** [hawkswood@proserveltd.co.uk](mailto:hawkswood@proserveltd.co.uk)

An Innovation Award is made to Proserve Ltd for designing an automated system for remotely filling 'grout' bags with cement grout. Forming foundations between underwater structures and the sea-bed, the bags prevent grout from being washed away. They stabilise, for example, supports for pipes laid on the sea-bed and revetment protective structures. Robust bags, a novel method of attaching them to structures before placement and a mechanism for their complete filling from the surface were developed; the shape and linkage of the bag folds being important features. The system reduces the thoroughness of sea-bed preparation required prior to construction, thus reducing costs whilst increasing foundation stability and lifetimes. It has been deployed on many of the world's largest construction projects, some of which could not have been completed without it.

## Thermserve Ltd

Halesfield 2  
Telford  
Shropshire  
TF7 4QH

**Website:** [www.thermserve.com](http://www.thermserve.com)  
**Employees:** 28  
**Immediate Parent:** N/A  
**Managing Director:** Mr Steven Hodgkiss  
**Contact for press enquiries:** Steven Hodgkiss  
**Tel:** 01952 684488  
**Email:** [steve@thermserve.com](mailto:steve@thermserve.com)

Thermserve Ltd wins an Innovation Award for developing a range of advanced temperature control facilities. They are deployed in ovens, which pre-heat dies used in aluminium extrusion processing. Uniquely, they incorporate infra-red die surface-sensing technology and proprietary predictive algorithms to assess die temperatures in real-time. The development involved mathematical modelling, empirical modelling and the use of MathCad software. The system improves oven efficiency and, through its high accuracy, reduces scrap extrusion levels. Traditionally, a press extruded up to five billets before a homogeneous temperature was achieved; the 'warm-up' billets being scrap. Precise control of die temperatures improves die-life and product consistency during extrusion. The system saves customers more than an estimated two thousand pounds per press per month and reduces heating costs by up to 20 per cent.



## Coventry University

Priory Street  
Coventry  
West Midlands  
CV1 5FB

**Website:** [www.coventry.ac.uk](http://www.coventry.ac.uk)  
**Employees:** 2818  
**Immediate Parent:** N/A  
**Vice-Chancellor:** Mr John Latham  
**Contact for press enquiries:** Jo Lumani  
**Tel:** 02477 659752  
**Email:** [jo.lumani@coventry.ac.uk](mailto:jo.lumani@coventry.ac.uk)

Coventry University was established in 1992 and provides teaching, learning and applied research in higher education. The University was ranked within the top 4% of universities in the world in the 2013/14 QS World University Rankings. It is able to show a clear relationship between its international strategy and results achieved, which has been maintained and improved over the last six years. Export sales have grown each year and the increases in student applications from overseas, and in particular China, has been impressive. It wins the Queen's Award for International Trade for growth in overseas earnings of 184% over the last six years.

## LA International Computer Consultants Ltd

International House  
Festival Way  
Stoke-on-Trent  
Staffordshire  
ST1 5UB

**Website:** [www.lainternational.com](http://www.lainternational.com)  
**Employees:** 98  
**Immediate Parent:** N/A  
**Chairman and Chief Executive Officer:** Mr Paul Lukic  
**Contact for press enquiries:** David Barnes  
**Tel:** 01782 203040  
**Email:** [dbarnes@lainternational.com](mailto:dbarnes@lainternational.com)

Established in 1982, LA International Computer Consultants Ltd provide recruitment services, specialising in IT and Project/ Programme Management. The company has demonstrated positive and sustained growth over the period and has established itself in a specific sector of the recruitment market, which has proven to be commercially successful. A well researched strategy and effective implementation has enabled the company to expand its overseas customer base considerably. It wins the Queen's Award for International Trade for growth in overseas earnings of 149% over the last six years.



## NutraHealth Plc

180 Lifford Lane  
Kings Norton  
Birmingham  
B30 3NU

**Website:** [www.nutrahealth.co.uk](http://www.nutrahealth.co.uk)  
**Employees:** 337  
**Immediate Parent:** Elder International FZCO  
**Chief Executive Officer:** Mr James McEuen  
**Contact for press enquiries:** James McEuen  
**Tel:** 07738 320518  
**Email:** [j.mceuen@nutrahealth.co.uk](mailto:j.mceuen@nutrahealth.co.uk)

NutraHealth Plc is a UK manufacturer and distributor of vitamins, minerals, and food supplements. The NutraHealth Group operates two divisions, contract manufacturing and branded healthcare products. The company's international marketing priorities are the EU, the BRIC countries, and the CIVETS countries (Colombia, Indonesia, Vietnam, Egypt, Turkey, and South Africa). It adopts a multichannel approach across its two divisions that include contract manufacturing, direct distribution, distribution to retail, and online business to consumer sales. The company shows a clear strategy across its two divisions and close correlation between its strategies and the commercial successes it has achieved. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

## T A Savery & Company Ltd

Longford Road  
Exhall  
Coventry  
West Midlands  
CV7 9NE

**Website:** [www.oleo.co.uk](http://www.oleo.co.uk)  
**Employees:** 185  
**Immediate Parent:** N/A  
**Chairman:** Mr Sul Sahota  
**Contact for press enquiries:** Dr Denise Taylor  
**Tel:** 024 7652 0025  
**Email:** [denise@bridgepr.co.uk](mailto:denise@bridgepr.co.uk)

Established in 1933, T A Savery & Company Ltd manufacture hydraulic products and simulation software for both domestic and overseas markets. The company has two principle products of impact energy absorption and hydraulic systems, sold under the Oleo International and Savery Hydraulics brands. Oleo impact energy absorption products are principally hydraulic buffers, while Savery specialist hydraulic solutions include closed loop test systems and power packs for marine and aerospace. Most manufacturing is done in Coventry but some manufacturing is undertaken in China, where lower speed and lower cost elevator buffers are produced in order to compete effectively in the local market. The company has office and distribution facilities in China, Germany, the USA, and more recently India. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.



## Jaguar Land Rover Ltd

Abbey Road  
Whitley  
Coventry  
West Midlands  
CV3 4LF

**Website:** [www.jaguarlandrover.com](http://www.jaguarlandrover.com)  
**Employees:** 27953  
**Immediate Parent:** Jaguar Land Rover Automotive plc  
**CEO:** Dr Ralf Speth  
**Contact for press enquiries:** Chris Parsons  
**Tel:** 07730 923543  
**Email:** [cparso15@jaguarlandrover.com](mailto:cparso15@jaguarlandrover.com)

A Sustainable Development Award is made to Jaguar Land Rover Ltd for reducing the environmental impact of its products and operations. The company is focused on growing a long-term sustainable business with a passion for environmental innovation. There is a holistic approach to vehicle development, reducing impact on the environment throughout the product lifecycle, from raw material extraction to eventual disposal. In-house Life Cycle Assessment expertise has delivered significant reductions in vehicle CO2 emissions, as well as operational energy, waste and water usage. The approach drives product design (eg improving aerodynamics, use of sustainable materials), the pioneering use of lightweight aluminium and the development of advanced powertrains. The company's EU fleet average CO2 tailpipe emissions are on track to be reduced by 25% by end 2015 vs 2007. Multi-billion pound investments have reduced the environmental impacts of its products and operations, while at the same time creating thousands of new jobs and inspiring the next generation of engineers.

## Matrix Housing Partnership

178 Birmingham Road  
West Bromwich  
West Midlands  
B70 6QG

**Website:** [www.matrixhousing.org.uk](http://www.matrixhousing.org.uk)  
**Employees:** 3647  
**Immediate Parent:** N/A  
**Chair of Matrix Housing Partnership:** Mr Mike Pritty  
**Contact for press enquiries:** Sarah Archer  
**Tel:** 0121 500 2340  
**Email:** [Sarah.Archer@accordgroup.org.uk](mailto:Sarah.Archer@accordgroup.org.uk)

A Sustainable Development Award is made to Matrix Housing Partnership, a not-for-profit co-operative of housing associations, which provide affordable housing and social care services. The partners designed, manufactured and constructed over 30,000 affordable houses, in the Midlands region, for about 80,000 low income, disabled and older people. The partnership plays a valuable role as social landlord, providing safe and sustainable housing, supported by measures to reduce environmental impact, lower resident costs and create employment and training opportunities. The energy efficiencies and greenhouse gas emissions of its properties greatly exceed Government standards and the partnership has stringent targets for water reduction. It created apprenticeships, helped residents into employment and volunteer roles. It has created social enterprises and assisted many ex-offenders into training, volunteering or paid employment.



## The Midcounties Co-operative

Co-Operative House  
Gallows Hill  
Warwick  
Warwickshire  
CV34 6DA

**Website:** [www.midcounties.coop](http://www.midcounties.coop)  
**Employees:** 6984  
**Immediate Parent:** N/A  
**CEO:** Mr Ben Reid OBE  
**Contact for press enquiries:** Peter Westall  
**Tel:** 07976 055360  
**Email:** [peter.westall@midcounties.coop](mailto:peter.westall@midcounties.coop)

A Sustainable Development Award is made to The Midcounties Co-operative Society for implementing a Social Responsibility programme, placing sustainability at the heart of its operations. The Society created significant environmental improvements whilst delivering tangible social and economic benefits. Energy-saving measures improved the 'bottom line' by nearly £1 million annually, waste recycling contributed savings of £280 thousand per annum and back-hauling of packaging and food saved £200 thousand per annum. Nearly three-quarters of the energy supplied from the Society's Co-operative Energy business is from renewable sources and customers were the first to control the energy mix and source of electricity purchased from its Energy Hub. The Society's Community Fund enhances its 'local' communities and its colleague engagement programme has enabled the Society to be consistently selected as one of the 'Best Big Companies to Work For'. The programme has enabled growth in turnover, profits and employment during the UK recession.



## Ancon Ltd t/a Ancon Building Products

Ancon Building Products  
9 President Way  
Sheffield  
South Yorkshire  
S4 7UR

**Website:** [www.ancon.co.uk](http://www.ancon.co.uk)  
**Employees:** 317  
**Immediate Parent:** CRH (UK) Ltd  
**Managing Director:** Mr Stuart Maxwell  
**Contact for press enquiries:** Annabelle Wilson  
**Tel:** 07790 227060  
**Email:** [awilson@ancon.co.uk](mailto:awilson@ancon.co.uk)

Ancon Ltd, trading as Ancon Building Products, manufactures high integrity engineered steel components for the construction industry. The company's parent is in turn a subsidiary of CRH Plc, an international building materials group. Ancon demonstrates a range of strategies that work to match their offering to meet local market requirements, such as modifying product specifications and obtaining local product approvals, and which correlate well with the commercial successes it has achieved. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years, increasing overseas sales from £6m to £10m.

## Detectamet Ltd

Unit 55 Halifax Way  
Pocklington Industrial Estate  
Pocklington  
East Yorkshire  
YO42 1NR

**Website:** [www.detectamet.co.uk](http://www.detectamet.co.uk)  
**Employees:** 39  
**Immediate Parent:** N/A  
**Managing Director:** Ms Angela Musson-Smith  
**Contact for press enquiries:** Derrick Blunden  
**Tel:** 01759 304200  
**Email:** [derrick.blunden@detectamet.com](mailto:derrick.blunden@detectamet.com)

Detectamet Ltd began trading in 2003 and developed 'detectable' polymers from which the company makes and sells plastic products and equipment used in the food and pharmaceutical industries. This enables customers who use the equipment during their processes to reduce final product contamination risks because they can be detected by metal and X-ray equipment. The company uses a number of routes to market, including use of the internet and tele-sales, supplemented by exhibitions, promotion and visits to key accounts and distributors. It also uses market intelligence to focus its sales efforts. Through this approach it has nearly doubled its overseas sales and also plans to expand its product range. The products are fully certified. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.



## MooD International Software Ltd

5 Innovation Close  
Heslington  
York  
North Yorkshire  
YO10 5ZF

**Website:** [www.moodinternational.com](http://www.moodinternational.com)  
**Employees:** 83  
**Immediate Parent:** MooD Enterprises Ltd  
**Chief Executive Officer:** Mr George Davies  
**Contact for press enquiries:** Amy Murphy  
**Tel:** 020 7291 1605  
**Email:** [amy.murphy@chapr.co.uk](mailto:amy.murphy@chapr.co.uk)

Founded in 1997 and located in York, MooD International Software Ltd provides business performance management solutions for people-intensive operations, including large scale programmes, project portfolios and outsourcing contracts, where transparency and clarity between activity and outcome is pivotal to business success. It wins the Queen's Award for International Trade for outstanding growth in its export earnings of 114% in the last three years. The company's activities were originally within the UK, and its strategy has been to demonstrate leadership through successful delivery of business performance solutions into major organisations (including MOD, Intelligence, E-On, DWP, BP, Shell), working with and through major industry suppliers (including HP, BT, BAES, QinetiQ). Its growth of overseas sales has therefore been led by success in the domestic market and expansion through partnerships with global service providers. Growth has been driven by strong reputation built upon endorsement by senior business executives.

## Nanoflam Ltd

Unit A1, Carlton Industrial Estate  
Shawfield Road  
Barnsley  
South Yorkshire  
S71 3HS

**Website:** [www.nanoflam.com](http://www.nanoflam.com)  
**Employees:** 6  
**Immediate Parent:** KL Technologies Ltd  
**Managing Director:** Mr Andrew Littlewood  
**Contact for press enquiries:** Andrew Littlewood  
**Tel:** 07710 622036  
**Email:** [alittlewood@nanoflam.com](mailto:alittlewood@nanoflam.com)

Founded in 2009 and located in Barnsley, Nanoflam Ltd produce chemical compounds used to coat fabrics for upholstery, window blinds and other home textiles. The water based technology adds enhanced features such as fire retardant, heat resistant, blackout and waterproof properties. It is owned by KL Technologies Ltd. Nanoflam Ltd has demonstrated continual growth of overseas sales over the period of assessment, from a modest £989k in 2011, increasing to £2.15m in 2013. It wins the Queen's Award for International Trade for outstanding growth in its export earnings of 139% in the last three years. The company identifies the differences between its domestic and international markets, with off-the-shelf and bespoke products having precise yet, different routes, to market and both inter-weaved between its two market areas. Nanoflam Ltd identifies new growth opportunities through its in-house market knowledge, combined with prospecting and exhibiting at international trade shows, including Frankfurt and Moscow.



## President Engineering Group Ltd

11 President Way  
Sheffield  
South Yorkshire  
S4 7UR

**Website:** [www.pegl.co.uk](http://www.pegl.co.uk)  
**Employees:** 125  
**Immediate Parent:** President Engineering Group Ltd  
**Managing Director:** Mr Mark Henley  
**Contact for press enquiries:** Mark Henley  
**Tel:** 0114 2240000  
**Email:** [mark@pegl.co.uk](mailto:mark@pegl.co.uk)

Established in 2010, President Engineering Group Ltd design and manufacture products and solutions for the global energy markets. The Group is made up of three business units: Bestobell which manufactures valves for the industrial, marine and liquefied natural gas industries; Conflow produces safety equipment for the mining industry; and Bretby Gammatech design and produce monitoring equipment for mining. The company operates against a comprehensive strategy which covers three of its operation companies and has four clear strands of strategy which cover existing markets and overall growth. The company's top five overseas markets reflect its global reach with China seen as an important market for all three companies within the group, while in addition, Conflow Inc. focuses on the potential of the US market, and Bestobell sees growth in South Korea. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

## Pricecheck Toiletries Ltd

201 Upwell Street  
Sheffield  
South Yorkshire  
S4 8AL

**Website:** [www.pricecheck.uk.com](http://www.pricecheck.uk.com)  
**Employees:** 71  
**Immediate Parent:** N/A  
**Joint Managing Director / Sales Director:**  
Mrs Debbie Harrison  
**Contact for press enquiries:** Rebecca Walker  
**Tel:** 0114 2440887  
**Email:** [rebecca.walker@pricecheck.uk.com](mailto:rebecca.walker@pricecheck.uk.com)

Founded in 1978 and located in Sheffield, Pricecheck Toiletries Ltd is a distributor of international branded fast moving consumer goods (FMCG), specialising in health and beauty products. It wins the Queen's Award for International Trade for continuous and cumulative overseas export earnings growth of 283% over six years. Pricecheck has provided an excellent and all-encompassing marketing and development strategy for its international and domestic markets. The company has created its own country development team with responsibility for researching specific countries and other new global business opportunities. This team has been involved in investigating market structure in carefully selected target countries and searching for relevant contacts. Commercial success is shown to have increased over the last six years and barriers to growth, such as labelling issues, have been overcome.



## Primeast Ltd

5 Greengate  
Cardale Park  
Harrogate  
North Yorkshire  
HG3 1GY

**Website:** [www.primeast.com](http://www.primeast.com)  
**Employees:** 15  
**Immediate Parent:** N/A  
**Managing Director:** Mr Russell Evans  
**Contact for press enquiries:** Rachel Sorton-Hall  
**Tel:** 01423 531083  
**Email:** [rachel.sorton-hall@primeast.com](mailto:rachel.sorton-hall@primeast.com)

Established in 1987, Primeast Ltd design and deliver tailored training and consulting in the field of Leadership, Change and Teamwork. Primeast is seen to work to a long-term plan which identifies future growth and ambitions for the company. They have a direct sales approach, utilising trade fairs and professional networking to identify clients, with local representation to support key activities in the USA, Czech Republic, Southern Africa and China. Primeast's strategy also includes tailoring products to reflect local culture and specific customer needs. The main markets are currently the USA, Germany, Switzerland, Czech Republic and China, with plans in place to offer services across India, Brazil and Singapore. Additionally, Primeast works in a number of countries in Southern Africa, where it provides its services to organisations such as the United Nations, UNICEF and Save the Children. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

## Radio Design Ltd

ShIPLEY Wharf  
Wharf Street  
ShIPLEY  
West Yorkshire  
BD17 7DW

**Website:** [www.radiodesign.eu](http://www.radiodesign.eu)  
**Employees:** 223  
**Immediate Parent:** TRAC International Ltd  
**Managing Director:** Mr Eric Hawthorn  
**Contact for press enquiries:** Eric Hawthorn  
**Tel:** 07785 737277  
**Email:** [eric.hawthorn@radiodesign.eu](mailto:eric.hawthorn@radiodesign.eu)

Established in 2007 and a subsidiary of TRAC International Ltd, Radio Design Ltd design and manufacture RF filter systems and provide telecommunications hardware repair services. It is a 2011 Queen's Award for Innovation winner. The company has doubled its overseas sales over the last three years with its wholly owned subsidiaries in Finland, India, and China driving business in those regions. Its two directly employed sales people are continuing to develop business throughout Europe, selling intelligent products that utilise existing mobile telephone infrastructure. It wins the Queen's Award for International Trade for outstanding growth in its export earnings of 100% in the last three years.



## Unison Ltd

Faroe House  
Thornburgh Road  
Eastfield  
Scarborough  
North Yorkshire  
YO11 3UY

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

**Employees:** 58

**Immediate Parent:** N/A

**Marketing Director:** Mr Peter Wilkinson

**Contact for press enquiries:** Peter Wilkinson

**Tel:** 01723 582868

**Email:** [peterw@unisonltd.com](mailto:peterw@unisonltd.com)

Unison Ltd was established in 1973 and is the UK-based pioneer of all-electric tube bending machines. They are the only UK company in this field and provide intelligent tube bending machines, tailored to client requirements. Its machines are manufactured to meet customer needs, which take into account material types and bend complexity. Unison is a design and innovation led company, and has invested in R&D facilities, technology and the skills of its workforce. The company has adopted this dynamic approach in response from competition from global competitors and to customers ever changing requirements. The company has also invested in its sales infrastructure to open new markets, as well as to maintain and service its existing customers. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.



## Camira Group Ltd

The Watermill  
Wheatley Park  
Mirfield  
West Yorkshire  
WF14 8HE

**Website:** [www.camirafabrics.com](http://www.camirafabrics.com)  
**Employees:** 373  
**Immediate Parent:** N/A  
**Chairman & Chief Executive:** Mr Steve Bullas  
**Contact for press enquiries:** Ian Burn  
**Tel:** 01924 481143 / 07747 102751  
**Email:** [ian.burn@camirafabrics.com](mailto:ian.burn@camirafabrics.com)

A second Sustainable Development Award is made to Camira Group Ltd, which designs and manufactures environmentally-sustainable fabrics. The EU Eco-labelled products, including wool, wool and bast-fibre blends, recycled polyester and polypropylene, are manufactured with high levels of environmental transparency, both within the group and across its supply chain. Recent achievements in sustainable management and sector leadership include research and use of materials produced from nettle crops, hemp and flax, which are grown without applying pesticides or herbicides, support biodiversity and do not involve synthetic components, thus reducing demand for oil. They also include increasing transparency of product sourcing. For example, cotton was obtained directly from Pakistani mills to ensure proper social practices of suppliers. The company's top-selling wool is sustainably-produced and traceable to identifiable farms.

## Company Shop Ltd

Wentworth Way  
Tankersley  
Barnsley  
South Yorkshire  
S75 3DH

**Website:** [www.companyshop.ltd.uk](http://www.companyshop.ltd.uk)  
**Employees:** 579  
**Immediate Parent:** N/A  
**Managing Director:** Mr Mark Game  
**Contact for press enquiries:** Elin Twigge  
**Tel:** 07590 477985  
**Email:** [Elin.twigge@plmr.co.uk](mailto:Elin.twigge@plmr.co.uk)

A Sustainable Development Award is made to Company Shop Ltd, which delivers environmental and social benefits through diverting food supply-chain surpluses for discount sales to members of the community on low-income or income support through Company Shop and Community Shop. Being the largest re-distributor of surplus food, the company sold, at considerable discount, 30,000 tonnes of surplus stock in 2013. Through its Community Shop, established in the same year, it combines low-price food with free advice and training to members, who satisfy criteria of receiving Government income support and residing in a socio-economic deprivation area; training and advice outcomes including higher education entries, new businesses established and debt management plans implemented. The company is exemplary in tackling the perennial challenge of food wastage; beneficiaries being disadvantaged sections of society and corporate clients, which have long sought satisfactory surplus food disposal mechanisms.



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