

In strict confidence

Until 21 April 2016



The Queen's Awards for Enterprise 2016

Press book

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

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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. Now in their 50th year, 2016 sees a high water mark of a total of 254 awards being presented: 150 for International Trade, 92 for Innovation, 7 for Sustainable Development and 5 for Enterprise Promotion. We also celebrate five SMEs being double award winners – Liquid Gas Equipment, Peak Scientific, Powder Systems, Vision RT and Inciner8 – winning awards in the International Trade and Innovation categories. Two divisions of JCB receive three awards between them, taking the group's total to 24 since their first win in 1974.

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

This award recognises individuals 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 5 recipients this year, one of them for Lifetime Achievement.

NOTES:

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.

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Winners & Recipients continued

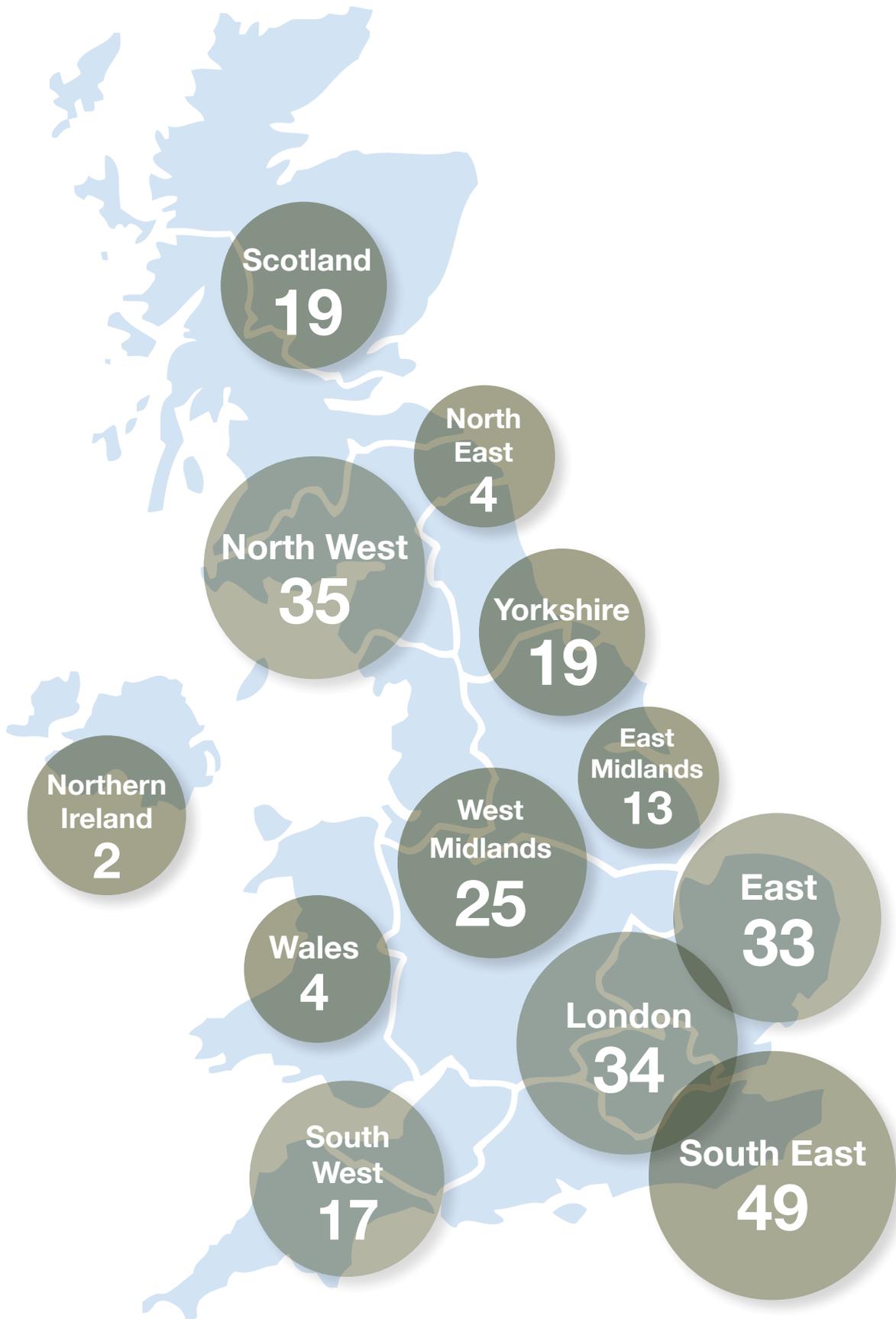
Region/Category



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

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Innovation	13	89
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Innovation	9	98
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Winners & Recipients Region/Category



Darrin M Disley

**6 Manor Court
Pinehurst
Grange Road
Cambridge
Cambridgeshire
CB3 9AU**

Website: www.horizondiscovery.com
Press Contact: **Amber Fennell/Jessica Hodgson**
Tel: **+44(0)20 3709 5701**
Email: horizon@consilium-comms.com

Dr Darrin Disley is the co-founder and Chief Executive Officer of Horizon Discovery Group plc, a successful UK listed life science company based in Cambridge. Dr Disley has made a major contribution to raising the profile of life sciences both in Cambridge and beyond. As part of his endeavours, he has concentrated on a voluntary programme to raise the profile of entrepreneurship and its connection with life sciences. He has given many hours of time to aid young entrepreneurs through mentoring and speaking engagements. In the past four years, over 100 young entrepreneurs have benefited from his advice, time and financial support and almost a dozen businesses have been launched, raising over ten million pounds in capital. He remains an advisor to many of them. Darrin also provides assistance to several social enterprises, students from underprivileged backgrounds and advises and assists two universities along with Cambridge University Entrepreneurs.

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Abiligroup Limited

**9 Doolittle Mill
Froghall Road
Amphill
Bedfordshire
MK45 2ND**

Website: www.abilisoft.com
Employees: **38**
Immediate Parent: **N/A**
CEO: **Mr Andrew Onacko**
Press Contact: **Philippa Barnard**
Tel: **+44(0)7710 233234**
Email: philippa@brandpositive.co.uk

An Innovation Award is made to software company Abiligroup Ltd founded in 2004 for developing a monitoring application that builds and updates a live model of all the entities in an IT infrastructure. Marketed as Cobe this innovation has been brought to market in the form of Software as a Service (SaaS). One of the key value-adds for the business is the change in approach to generating new business. Prospective clients can be brought on board automatically meaning that the pipeline is not restricted by the size of the sales team. This has enabled significant growth in sales. For the customer the innovative approach to visualising the IT infrastructure means they can determine the root causes of issues more quickly. This reduces the amount of time that problems impact business operations thereby maintaining reputation and productivity. The system is also more intuitive than competitors' products making it easier and faster to deploy.

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Argon Design Ltd

**St John's Innovation Centre
Cowley Road
Cambridge
Cambridgeshire
CB4 0WS**

Website: www.argondesign.com
Employees: **13**
Immediate Parent: **N/A**
Managing Director: **Mr Alan Scott**
Press Contact: **Alan Scott**
Tel: **+44(0)1223 422355**
Email: alan.scott@argondesign.com

Argon Design Ltd wins an Innovation Award for their innovation in the verification of video decoders for high definition (HD 4K) video. HD 4K is an ultra high definition standard that uses four times as many pixels as standard HD videos. Such high definition has created a requirement for ever higher compression of video so that it can be transmitted or stored with lower bit rates. Argon Design works with high profile technology companies in the design of video decoders for displaying HD 4K video and has developed a tool, Argon Streams, to comprehensively verify such video decoders against the new standards. Customers using Argon Streams can fully test their video decoder designs before they begin chip manufacture, which reduces risk, cost and time to market. The innovation provides both direct income from licenses and consultancy fees and is key to the company's financial growth. The company was founded in 2009 and this is its first Queen's Award.

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Blok N Mesh UK Limited

**3 Driberg Way
Braintree
Essex
CM7 1NB**

Website: www.bloknmesh.com
Employees: **143**
Immediate Parent: **Crownlea Hire and Sales Ltd,
United Kingdom**
Managing Director: **Mr Laurence Payne**
Press Contact: **Clare Perry**
Tel: **+44(0)1376 332591**
Email: cperry@crownlea.com

Blok N Mesh UK Ltd wins an Innovation Award for their work with on-ground fencing systems. The company manufactures, delivers, installs, dismantles and relocates a complete range of steel hoarding, temporary fencing and pedestrian barriers. Their POLMIL security fencing system has been designed to accept a variety of ballasts, incorporates vehicle gates and pedestrian doors, and has installation and take down advantages. POLMIL can be used flexibly with the ability to be deployed on uneven and sloping ground, and being adaptable to customer needs with differing ballast weights. There is also consideration of the public with safer edges and an aesthetic finish that is less antagonistic than other security fences. 25 kilometres of POLMIL was used on 28 different sites for the London 2012 Olympic Games. The applicant started trading in 2002. This is its first Queen's Award.

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Contamac Ltd.

**Carlton House
Saffron Walden
Essex
CB11 3AU**

Website: www.contamac.com
Employees: **70**
Immediate Parent: **N/A**
Managing Director: **Mr Robert McGregor**
Press Contact: **Philipp Polonyi**
Tel: **+44(0)1799 514800**
Email: philipp@contamac.co.uk

Contamac Ltd has received a Queen's Award for Innovation for the development of materials for speciality silicone hydrogel contact lenses. The silicone-based materials are called Definitive and have been developed to allow silicone hydrogel contact lens manufacturing using lathe cutting techniques. Lathe cut contact lenses are used in the speciality contact lens industry and allow for lenses to be made to measure for complex corneal shapes. Standard silicone hydrogel materials are too expensive for lathe cutting and require surface treatment that is only economical at large volumes. Contamac Ltd has developed a breathable silicone hydrogel material that offers more oxygen permeability than traditional hydrogels. Definitive materials do not require coating and can be manufactured appropriately for the 25% of the contact lens wearing market that requires speciality lenses. The applicant started trading in 1991 and has previously won an Award for International Trade (2012).

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Darktrace Limited

**Broers Building
21 JJ Thomson Avenue
Cambridge
Cambridgeshire
CB3 0FA**

Website: www.darktrace.com
Employees: **41**
Immediate Parent: **N/A**
CEO: **Ms Nicole Eagan**
Press Contact: **Alice Goodman**
Tel: **+44(0)7464 546831**
Email: alice.goodman@darktrace.com

A Queen's Award for Innovation is made to Darktrace Ltd for their cybersecurity product the Enterprise Immune System. Inspired by the human immune system the software learns risks and threats and adapts to deal with them. The machine learning and mathematics behind the product were developed by specialists from the University of Cambridge. The software works with an understanding of what constitutes normal and abnormal situations. Emerging behaviours that fall outside a normal pattern are identified and dealt with by the product, there is no need for prior knowledge of the threat's existence. The company has established 20 offices around the globe and has secured deals with the world's leading companies such as BT. Darktrace Ltd started trading in 2013 and is the first company in the world to offer such a solution.

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Epos Now

**Norwich Business Park
3 Whiting Road
Norwich
Norfolk
NR4 6DJ**

Website: www.eposnow.com
Employees: **87**
Immediate Parent: **N/A**
CEO: **Mr Jacyn Heavens**
Press Contact: **Isabelle Francis**
Tel: **+44(0)7487 716927**
Email: Isabelle.francis@eposnow.com

Epos Now receives a Queen's Award for Innovation for their Electronic Point of Sale (EPOS) software. Commonly, EPOS systems are very expensive and highly customised versions are affordable only by large enterprises. Many associated services such as Click & Collect and customer loyalty schemes have previously been out of reach to SMEs due to cost. Epos Now started trading in 2011. The innovation is an affordable and customisable cloud-based EPOS software and hardware solution which enables clients to monitor sales and business performance live and remotely. Epos Now is the first UK EPOS company to introduce an AppStore, which allows their customers to download apps developed by the in-house software team. The company also introduced an application program interface which allows customers to add any app they wish, by employing a developer to build their custom app.

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Excalibur Screwbolts Ltd

Gate 3
Newhall Nursery
Lower Road
Hockley
Essex
SS5 2UF

Website: www.excaliburscrewbolts.com
Employees: 5
Immediate Parent: N/A
Managing Director/Founder: **Mr Charles Bickford**
Press Contact: **John Stevens**
Tel: **+44(0)1702 206962 / +44(0)1702 207909**
Email: john.stevens@excaliburscrewbolts.com

Excalibur Screwbolts Ltd receives a second Queen's Award for Innovation for their product the Excalibur Screwbolt PLUS. Excalibur operates in the engineering and construction industries and has developed the Excalibur Screwbolt PLUS to be highly corrosion resistant anchor and have a design life of 120 years. To achieve this exceptional longevity the company has used their patented bolt surface hardening and high corrosion protection technologies. The Excalibur PLUS product is their second to win a Queen's Award for Innovation with the original Excalibur Screwbolt being recognised in 2009. The Excalibur Screwbolt PLUS is currently being used in challenging applications on the UK's highest profile engineering project, Crossrail.

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Ground Control Ltd

Kingfisher House
Radford Way
Billericay
Essex
CM12 0EQ

Website: www.ground-control.co.uk
Employees: 422
Immediate Parent: N/A
Managing Director: **Dr Marcus Watson**
Press Contact: **Andy Parker**
Tel: **+44(0)1242 211187**
Email: andy.parker@montintegrated.com

A Queens Award for Innovation has been made to Ground Control Ltd for its Winter Maintenance ICT System, a live reporting services that allows the company to respond to adverse weather conditions in their gritting operations. The aim of this project was to create a system to facilitate the delivery of weather dependent, triggered, gritting services across national and regional contracts and report service updates to customers in real time. The problem revolved around the need to maximise efficiency by allocating work to the most appropriate of hundreds of teams nationally, depending on proximity and equipment availability. Ground Control Ltd (established 1984) developed a Winter Maintenance System that gives the company's clients full visibility into the works the company carries out, both in real-time and historically. The company has integrated the Met Office forecasting service into their live reporting application, which allows it to organise immediate response to weather variation when certain conditions (temperature, snow, etc.) are met.

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James and James Fulfilment Ltd

Dales Manor Business Park
Grove Road
Sawston
Cambridgeshire
CB22 3TJ

Website: www.ecommercefulfilment.com
Employees: 15
Immediate Parent: N/A
Joint Founder and COO: **Mr James Hyde**
Press Contact: **Terry Nicklin**
Tel: **+44(0)7923 540695**
Email: terry@keynotepr.com

James and James Fulfilment Ltd wins an Innovation Award for its e-commerce order fulfilment system. Today's fulfilment systems used by e-retailers may fall short when it comes to monitoring inventory, or checking the status of an order in answer to a customer query. Stored data is often inaccurate and customer service agents need to spend time calling the warehouse to ask for updates, and this can take several hours. The real-time, cloud-based innovation allows live integration of the entire supply chain connecting the end user with the suppliers. This means that warehouse operators work on the same underlying data as clients and customer service agents globally. Customer service queries can be successfully completed while the customer is on the phone, and reports can be accessed from any web-connected location. Since its inception in 2010 by two graduates, James Hyde and James Strachan, the company has grown to a permanent staff of 15 with a turnover of £2.5 million.

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Lintbells Ltd

West Barn
Fairclough Hall Farm
Halls Green
Hitchin
Hertfordshire
SG4 7DP

Website: www.lintbells.com
Employees: **31**
Immediate Parent: **N/A**
Founder: **Mr John Davies**
Press Contact: **John Howie**
Tel: **+44(0)1462 790886**
Email: john.howie@lintbells.com

Lintbells Ltd wins a Queen's Award for Innovation for developing a nutritional supplement that addresses joint pain in dogs, YUMOVE. YUMOVE was designed to address the joint cycle needs of aging, sport and working dogs. Previous joint support product contained only glucosamine, Lintbells Ltd adapted the supplement to contain Omega 3 fatty acids and hyaluronic acid. The market that the company identified was a mid-price point but with a higher specification than the veterinary products on the market. The efficacy of the product is supported by clinical studies conducted in collaboration with the Royal Veterinary College. The company started trading in 2006 and with the launch of YUMOVE it has grown from five to 38 staff. This is its first Queen's Award.

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Photocentric Ltd

Cambridge House
Oxney Road
Peterborough
Cambridgeshire
PE1 5YW

Website: www.photocentricgroup.com
Employees: **45**
Immediate Parent: **N/A**
Managing Director: **Mr Paul Holt**
Press Contact: **Sally Tipping**
Tel: **+44(0)1733 349937 ext.1002**
Email: sally.tipping@photocentric.co.uk

Photocentric Ltd receives an Innovation Award for the development of Imagepac, a patented liquid photopolymer in a pouch that makes printing-plate making faster and easier. Flexography is one of the major forms of industrial printing and is based on the use of stamps made by exposing an image, over a light-reactive gel, to UV light which then solidifies. The traditional process required the manufacturer to create a well in which the resin was poured and the image laid above. The pouring of the resin was inaccurate meaning that problems could occur during pouring. Photocentric Ltd (established in 2002) developed the Imagepac, a bag containing exactly the right amount of resin which was sealed and would remain so until the resin had photoreacted with the negative image. This innovation meant that the process became less messy, costs were reduced and the stamp clarity improved.

.....

Plasticell Limited

Stevenage BioScience Catalyst
Gunnels Wood Road
Stevenage
Hertfordshire
SG1 2FX

Website: www.plasticell.co.uk
Employees: **14**
Immediate Parent: **N/A**
CEO: **Mr Dennis Saw**
Press Contact: **Tristan Jervis**
Tel: **+44(0)20 3735 8166**
Email: t.jervis@defacto.com

Plasticell Limited wins a Queen's Award for Innovation for developing a system, Combicult, that is able to test and select the best methods of differentiating stem cells in record time. Stem cells are valuable tools in the next generation of therapeutic approaches but discovering efficient ways (called "protocols") to turn stem cells into target cell types (e.g. heart cells, nerve cells) is extremely difficult, time consuming and resource intensive. The applicant's innovation enables the simultaneous testing of up to 100,000 different protocols. To achieve this stem cells are grown on micrometre-scale beads, that can be subjected to different growing conditions. The beads themselves are tracked so that the researcher knows exactly what conditions the cells have been through. This innovation allows researchers to test a large number of new protocols in parallel and discover the most efficient way of differentiating the cells for their needs. Plasticell Limited has been in operation since 2002 and the success of Combicult means that the company has enjoyed rapid growth.

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Rodtech UK Ltd

Unit 11
Hingham
Norfolk
NR9 4LF

Website: www.rodtechuk.com or
www.rodtech.co.uk
Employees: **9**
Immediate Parent: **N/A**
Sales Director: **Mr Anthony Russell**
Press Contact: **Anthony Russell**
Tel: **+44(0)1953 852952**
Email: tony.russell@rodtech.co.uk

Rodtech UK Ltd receives an Innovation Award for its novel chimney cleaning rods and brushes. This is a product innovation which involved the reinvention of the chimney sweep brush something that had not changed for 100 years. The company was founded in 2010 with the understanding that chimney sweeping was hard physical work and required a range of brush heads to accommodate different chimney widths. The applicant developed a brush head with significantly fewer but overly long bristles, which were powered and could clean a flue better, more easily and with less damage to the flue than traditional methods. Rodtech UK Ltd has put considerable effort into making a powered chimney sweep brush, sourcing the correct rod configuration and joining elements alongside the development of the brush head to arrive at an internationally recognised product which has changed the industry.

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Specialised Imaging Limited

Unit 32
Silk Mill Industrial Estate
Brook Street
Tring
Hertfordshire
HP23 5EF

Website: www.specialised-imaging.com
Employees: **13**
Immediate Parent: **N/A**
Managing Director: **Mr Wai Chan**
Press Contact: **Wai Chan**
Tel: **+44(0)7900 693126**
Email: wai@specialised-imaging.com

Specialised Imaging Limited wins an Innovation Award for developing Kirana, an ultra-high-speed camera aimed at research markets. The company started trading in 2004 and this is its second Queen's Award for Innovation. Kirana was designed to overcome the biggest shortcoming of its class of high-speed video cameras which is that the speed of these cameras is limited by the rate at which images can be transferred from the image sensor to memory. At frame rates greater than a few thousand pictures per second, the size of the image must be reduced because of the bottleneck in the data transfer rate. To create a solution to this bottleneck, the applicant developed a novel sensor that captures high resolution images at high speed and can store these images so that they could be transferred to memory at a more modest speed. The product offers a number of benefits for customers and positioned the company as global market leader in this sector.

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Andusia Recovered Fuels Limited

The Townhouse
114-116 Fore Street
Hertford
Hertfordshire
SG14 1AJ

Website: www.andusia.co.uk
Employees: **5**
Immediate Parent: **N/A**
Director: **Mr Stephen Burton**
Press Contact: **Steve Burton**
Tel: **+44(0)7710 596283**
Email: steve@andusia.co.uk

Andusia Recovered Fuels Limited started trading in 2012 to take advantage of an opportunity in the waste market to export Refuse Derived Fuel (RDF) to European energy plants. RDF not exported would predominately be destined for UK landfills. Andusia offers a full and flexible supply chain solution for the collection and delivery of RDF from producers in the UK to energy recovery plants in Europe and Scandinavia, who then generate combined heat and power (CHP) for local communities and industrial plants. By 2014 Andusia had become the third largest exporter of RDF in the UK and for the first 5 months of 2015, Andusia was the largest exporter in the sector with a market share of 10.0%. Almost 100% of all sales are for export and overseas sales have grown in these three years from £2.6m to £16.9m, an overall growth of 545%. The company wins the Queen's Award for International Trade for outstanding growth in overseas sales.

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Base London Limited

4-6 Buckingham Court
Rectory Lane
Loughton
Essex
IG10 2QZ

Website: www.baselondon.co.uk
Employees: **19**
Immediate Parent: **N/A**
Managing Director: **Mr John Knighton**
Press Contact: **Khabi Mirza, Fabric PR**
Tel: **+44(0)20 3326 7331**
Email: khabi.mirza@fabricpr.com

Established in 1995, Base London Ltd, designs and manufactures men's footwear under the brands Base London and 'Fish n Chips'. Base London was the brainchild of two footwear industry stalwarts in 1995, with the vision to bring quality, fashionable branded footwear to the British market. In 2008, with the UK recession and a stagnant UK market, it was decided that the company should embark on an overseas expansion strategy, creating a new brand, 'Fish n Chips', to cater for warmer climates and a slightly different demographic. The strategy has been incremental in Europe first through agents; then Australia through distributors; then Canada/USA followed by the Far East and more recently the Middle East. Overseas Sales have grown by 224% across the last three years with the percentage of sales exported rising from 19% to 45%. The company wins the Queens Award for International Trade for outstanding growth in overseas sales in the last three years built on innovative marketing.

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British Converting Solutions Ltd

1 Youngs Industrial Estate
Stanbridge Road
Leighton Buzzard
Bedfordshire
LU7 4QB

Website: www.bcscorrugated.com
Employees: **37**
Immediate Parent: **N/A**
Managing Director: **Mr Barry Tabor**
Press Contact: **Barry Tabor**
Tel: **+44(0)1525 379359**
Email: bt@bcscorrugated.com

British Converting Solutions Ltd started trading in 1928 designing, manufacturing, and installing short run corrugated box making and printing machines. Originally Andrew & Suter Ltd, the business was acquired by Autobox Machinery Ltd (AML) in 2012 with the two companies now merged. Its export strategy has been to concentrate on "first world/industrialised markets" with the USA, Japan and Germany being at the forefront. It now has direct sales offices in USA, France, Germany, Poland, Mexico & Australia; and sales agents in many other markets Japan and Russia. With multi-lingual staff and its website operating in several languages, overseas sales have grown by 324% in the last three years. Overall the proportion of its turnover as export sales has also risen from 31% to 60% during this period. The company wins the Queen's Award for International Trade for its outstanding growth in overseas sales over the last three years.

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Burland Technology Solutions Ltd

**2 Delphus
Orion Court
Great Blakenham
Ipswich
Suffolk
IP6 0LW**

Website: www.burland.com
Employees: **6**
Immediate Parent: **N/A**
Managing Director: **Mr Richard Vass**
Press Contact: **Richard Vass**
Tel: **+44(0)7872 604234**
Email: rvass@burland.com

Burland Technology Solutions Ltd started trading in 2008, with the aim to raise the game in the electrical power distribution components world, through the introduction of innovative, industry leading and high quality electrical distribution boxes, electrical power units and components. The company has built its export strategy on detailed research, originally planning to be exporting to eight or nine countries, but has far exceeded this by exporting to 17 countries with USA, Taiwan, India and China. A key achievement has been the successful patenting of two of their most unique products (new power receptacles) which has enabled the rapid growth of its Far East markets. Overseas sales have now risen by 114%, with the percentage of their total sales exported rising to 43%. Overall the company has increased its export clients from one in 2009 to 16 in 2014. The company wins the Queen's Award for International Trade for its outstanding growth in overseas sales over the last three years.

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Cambridge Integrated Circuits Ltd

**21 Sedley Taylor Road
Cambridge
Cambridgeshire
CB2 8PW**

Website: www.cambridgeic.com
Employees: **2**
Immediate Parent: **N/A**
Director and Founder: **Mr David Ely**
Press Contact: **David Ely**
Tel: **+44(0)1223 413500**
Email: dely@cambridgeic.com

Established in 2007, Cambridge Integrated Circuits Ltd's founding team has a history of innovation in resonant inductive position sensing, dating to a patent filed in 1994. The technology is used for detecting the precise linear or rotary position of moving parts inside machines, with today's main applications being for industrial sensor modules, cash dispensers and surveillance cameras. With almost all of their income from overseas the company has focused particularly on the USA and Europe where customers are receptive to better ways of constructing products using new technology. The company's strategy combines a pragmatic approach to innovation with a strong commercial sense. Overall growth in overseas sales in the three years has been 120%. This was mainly achieved through expansion into the US market and the development of new products for the German market. New overseas markets for the period also include Portugal, India, Canada, China and South Korea. The company wins the Queen's Award for International Trade for its outstanding growth in international sales.

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Comline Auto Parts Limited

**Unit B1
Luton Enterprise Park
Sundon Park Road
Luton
Bedfordshire
LU3 3GU**

Website: www.comline.uk.com
Employees: **104**
Immediate Parent: **N/A**
Managing Director: **Mr Divyesh Kamdar**
Press Contact: **Divyesh Kamdar**
Tel: **+44(0)1582 578870**
Email: divyesh@comline.uk.com

Comline Auto Parts Ltd. was formed in 2000 to distribute a range of imported fast moving parts for European, Japanese and Korean cars including filters, brake pads, discs and clutches sold under the Comline brand. It sells to over 20 countries across Europe with one or two dedicated distributors per country, supported by a team of five UK based export managers speaking 16 European languages between them. The company recognizes the importance of building its brand and has increased its proportion of overseas sales by identifying more distributors in new countries and by widening its range of competitively priced products. It wins the Queen's Award for International Trade for growth in overseas earnings of 313% over the last six years, increasing its proportion of export to domestic sales from 40% to 65%.

.....

Esprit Digital Ltd

Unit 4
Capital Business Park
Manor Way
Borehamwood
Hertfordshire
WD6 1GW

Website: www.espritdigital.com
Employees: **7**
Immediate Parent: **N/A**
Managing Director: **Mr Peter Livesey**
Press Contact: **Angie Clayton**
Tel: **+44(0)20 8731 3121**
Email: angelina.clayton@espritdigital.com

Esprit Digital Ltd began trading in 2004 to design, manufacture and install advertising screens used in retail outlets, airports, stadia and similar high footfall locations. Screens need to be highly reliable and must operate in a range of conditions with after sales support to ensure reliability. Overseas sales are achieved in Europe by approaching all the owners of subsurface metro systems and their advertising partners, which achieved sales in Oslo, Vienna and Prague. The company has also sold to shopping mall owners including to Australia through its existing contacts with the same company in the UK. Overseas sales increased by 682% over three years with the proportion of export to total sales increasing from 6.9% to 28.4%. In recognition of this outstanding achievement Esprit Digital Ltd. wins the Queen's Award for International Trade.

.....

Hayward Tyler Group Limited

1 Kimpton Road
Luton
Bedfordshire
LU1 3LD

Website: www.haywardtyler.com
Employees: **227**
Immediate Parent: **Hayward Tyler Group plc, United Kingdom**
Chief Executive Officer: **Mr Ewan Lloyd-Baker DBA**
Press Contact: **Liam O'Donoghue (One Advisory)**
Tel: **+44(0)20 7583 8304**
Email: liam@oneadvisory.london

Hayward Tyler Group Ltd is one of the UK's oldest engineering companies celebrating its bicentenary, having been founded in 1815 as a plumber's merchants and foundry. It is a major supplier of high quality, large scale pumps for power generation, nuclear, oil and gas markets with a tailored approach to each overseas market, whether by sector, geography or customer. The company achieved outstanding increases in revenue with the majority undertaken overseas and is awarded the Queen's Award for International Trade. They are the worldwide leader in the design, engineering and manufacture of boiler circulating pumps with over 2,300 units installed globally out of world production of circa 3,500 units, representing two-thirds market share. The Hayward Tyler Group Ltd strategy is to become their customer's number one choice for performance critical motors and pumps across the global energy sector, through continuous improvement of its people, processes and products.

.....

iCandy World Limited

Montgomery Way
Biggleswade
Bedfordshire
SG18 8UB

Website: www.icandyworld.com
Employees: **54**
Immediate Parent: **N/A**
Joint CEO: **Mr Bradley Appel**
Press Contact: **Lian Lynch**
Tel: **+44(0)1767 604400 (Option 7)**
Email: lian@icandyuk.com

Since 1933 iCandy's precision manufacturing journey has led them to crafting the definitive pushchair, creating and patenting more than 10 years ago the world's first single to double travel system within a single footprint. iCandy is a fourth generation family business that has taken an everyday product, the pushchair; and through innovation and brand development, created a high end, luxury fashion product. iCandy World Ltd wins the Queen's Award for International Trade for outstanding growth in overseas sales. Although manufacturing is now produced overseas, the intellectual property of design is retained in the UK together with all design, engineering, and direction. Overall growth has increased UK job numbers from 36 to 54 dates. The business is built on a three-fold strategy of creating a unique product, generating a desire and building a distribution network that reflects the premium brand nature of the product. Their pro-active export strategy is bolstered with frequent visits to all 27 active international markets with an intensive schedule of new international trade.

.....

INTO University of East Anglia

Norwich
Norfolk
NR4 7TJ

Website: <http://www.intohigher.com/uk/en-gb/our-centres/into-university-of-east-anglia.aspx>
Employees: **144**
Immediate Parent: **N/A**
Director: **Mr John Sykes**
Press Contact: **Tim O'Brien**
Tel: **+44(0)7912 194744**
Email: tim.obrien@intoglobal.com

In 2006, INTO University of East Anglia was established to accelerate internationalisation of the University campus to attract more students and provide an environment to enable them to succeed. With 100% of earnings from overseas, growing nearly 70%; and net profits 20% at the end of the six year period:the company wins the Queen's Award for International Trade. Its growth strategy is based on OECD figures suggesting 4.5 million students study outside their own country and is set to double by 2025. International students are increasingly aware of the choices open to them and their power as consumers so demand services and access, which some institutions struggle to provide. The organisation attracts and actively markets students from more than 110 countries across the world and produces marketing collateral in multiple languages. Since 2006 a further 19 university partnerships have been created as a consequence of the INTO UEA partnership.

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Kinesis Limited

9 Orion Court
Ambuscade Road
St. Neots
Cambridgeshire
PE19 8YX

Website: www.kinesis-group.com
Employees: **41**
Immediate Parent: **N/A**
Managing Director: **Mr Jamie Gallifant**
Press Contact: **Roy Testa**
Tel: **+44(0)1480 212122 / +44(0)771 852323**
Email: roy.testa@kinesis.co.uk

Kinesis Limited was founded in 1997 supplying and manufacturing consumables, accessories, instruments and services for analytical applications in pharmaceutical, life sciences, environmental, forensic, biotechnology and academic markets. Main current export markets are USA, Belgium, Germany, India, Italy, Australia, France and Spain. Since 2008 the company has established subsidiaries in USA, Germany and Australia, with partnerships in India and Italy. Other markets are served with a network of locally-based distributors. The company's strategy focuses on developing new products and services to satisfy the global market, investment in technology to manage overseas sales and reorganisation of the sales team to include multilingual sales people. Overseas sales have grown by over 200% over the last six years with the percentage of sales exported growing from 19% to 56% over the same period. It wins the Queen's Award for International Trade for continuous growth in overseas sales over the last six years.

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Marshall Aerospace and Defence Group t/a Marshall of Cambridge Aerospace Ltd

The Airport
Cambridge
Cambridgeshire
CB5 8RY

Website: www.marshalladg.com
Employees: **1821**
Immediate Parent: **Marshall of Cambridge Holdings Ltd,
United Kingdom**
CEO: **Mr Steve Fitz-Gerald**
Press Contact: **Oliver Drury**
Tel: **+44(0)1223 373865**
Email: oliver.drury@marshalladg.com

Marshall Aerospace and Defence Group started trading in 1930 and specialises in military and commercial aircraft, business aviation, special mission vehicles and shelters, providing modification, manufacture, support and training. The company's key customers are major original equipment manufacturers, commercial airlines, aircraft maintenance companies, and government and military organisations. It has local offices in Europe, Australia, North America and the Middle East, with an export strategy driven by key account directors and a dedicated market research team. The company won the Queen's Award for Innovation in 2013. Overseas sales have grown by 70% over the last three years and the proportion of sales exported has increased to 37% of total sales. It wins the Queen's Award for International Trade for outstanding growth in overseas sales over the last three years.

.....

Mass Consultants Limited t/a MASS

**Enterprise House
Great North Road
Little Paxton
St Neots
Cambridgeshire
PE19 6BN**

Website: www.mass.co.uk
Employees: **228**
Immediate Parent: **Cohort plc, United Kingdom**
Managing Director: **Mr Ashley Lane**
Press Contact: **Shaun Vickers**
Tel: **+44(0)1480 222673**
Email: svickers@mass.co.uk

Mass Consultants Limited, known as MASS to their customers, was formed in 1983 and supplies electronic warfare operational support products and services for air, land and maritime military applications. The company's export strategy is based on closely supporting defence main contractors and their customers with design, manufacture and training. Currently the company has staff in Qatar, United Arab Emirates and Saudi Arabia, with customers in Singapore and Thailand. Overseas sales have grown by 140% over the last three years with an increase in UK employees and overall sales. The proportion of sales exported has increased to 30% of total sales. It wins the Queen's Award for International Trade for outstanding growth in overseas sales over the last three years.

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Omobono Limited

**St Giles Hall
Pound Hill
Cambridge
Cambridgeshire
CB3 0AE**

Website: www.omobono.com
Employees: **66**
Immediate Parent: **N/A**
CEO: **Mr Ben Dansie**
Press Contact: **Patrick Williams**
Tel: **+44(0)20 3675 9629**
Email: patrick@pumpkin.uk.com

Omobono Ltd (named after St. Omobono, the Patron Saint of Business) has won the Queen's Award for International Trade for outstanding continuous growth in international trade over six years. Omobono is a marketing services company that specialises in communication work for blue chip corporate brands producing a range of innovative communications strategies and products including apps and website development. The company targets external customers and the critical internal audience. Work is delivered in Japan, China, Dubai, India, Vietnam, Europe and North America. Overseas sales now account for 60% of turnover and have grown over the period by 326%. With an HQ in Cambridge, offices were opened in London and Chicago in 2015.

.....

ProSynth Limited

**Unit 2
Bull Lane Industrial Estate
Acton
Sudbury
Suffolk
CO10 0BD**

Website: www.prosynth.com
Employees: **19**
Immediate Parent: **N/A**
Managing Director: **Dr Donald Gilbert**
Press Contact: **Rebecca Payne**
Tel: **+44(0)1787 883320**
Email: rpayne@prosynth.com

ProSynth Ltd, founded in 1992, has won the Queen's Award for International Trade for outstanding growth in overseas sales over three years. The company produces chemical intermediates for the global R&D market, especially in the pharmaceutical industry, a service known as custom synthesis. A strategy of developing products of greater complexity and moving into international markets enabled the business to survive a global recession in R&D in 2013 and international sales have grown over three years by over 90% and now account for over 60% of total turnover.

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Quanta Consultancy Services Ltd

**Redwood House
Rectory Lane
Berkhamsted
Hertfordshire
HP4 2DF**

Website: www.quanta-cs.com
Employees: **44**
Immediate Parent: **N/A**
CEO and Managing Director: **Mr Stephen Trigg**
Press Contact: **Stephen Trigg**
Tel: **+44(0)1442 870700**
Email: stephen.trigg@quanta-cs.com

Founded in 1992, Quanta Consultancy services, a technical recruitment agency, has won the Queen's Award for International Trade for outstanding growth in overseas sales over three years. The company focuses on delivering specific skills to the life science and renewable energy industries and concentrates on clients with large scale capital expenditure programmes that require white collar professionals. A review of international strategy led to the development of extra capacity to focus on opportunities in German speaking markets and to hiring and training a multi-lingual team based in the UK to focus on delivering services to the company's international clients. The company's main markets are in Europe but business is developing in the Middle East and India. In the past few years they have undertaken work in a total of 20 countries. International sales have increased by 36% over three years and account for 70% of total sales.

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Squirrels UK Ltd

**Preservation House
Airport Way
Luton
Bedfordshire
LU2 9LF**

Website: www.squirrelsstock.com
Employees: **31**
Immediate Parent: **N/A**
Managing Director: **Mr David Yolland**
Press Contact: **Nathan Glover**
Tel: **+44(0)1708 344666**
Email: nglover@squirrelsstock.com

Squirrels UK Limited is a company engaged in the export and distribution of discount food and drink products. The business started in 1970 from a market stall in Walthamstow, selling branded food products at discount prices. It successfully grew and evolved into Squirrels Wholesale, and is now one of the leading distributors of food and drink directly into the discount sector. The company now exports a wide range of ambient food products including confectionery, grocery, biscuits and soft drinks with a vision to grow its export sales by 50% per year over the next 5 years. It is also exports new UK brands, and a range of pickles, biscuits, cakes, tinned fruit and vegetables under its own "Thurstons Fine Foods banner". Squirrels UK win the Queen's Award for International Trade for outstanding growth in overseas earnings of 334% over the last three years.

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Anglia Print Ltd

**Unit 5b
Moor Business Park
Ellough Road
Beccles
Suffolk
NR34 7TQ**

Website: **www.angliaprint.co.uk**
Employees: **5**
Immediate Parent: **N/A**
Director: **Mr John Popely**
Press Contact: **John Popely**
Tel: **+44(0)1502 715551**
Email: **John@angliaprint.co.uk**

Founded as Anglia Printing Services in 1978, Anglia Print is a small printing company which went Limited in 2008. The company has made pioneering achievements in their sector and is actively addressing all potential sustainability impacts within its influence. Powered by 100% renewable energy with investment in waterless printing presses, using non Soya vegetable oil based inks and a zero waste to landfill policy since 2005 has eliminated the use of hazardous substances and water in production. Certified carbon neutral, it sources materials from ethically and environmentally certified sources: 95% (by volume) of material purchases are Forest Stewardship Council-certified or recycled. The company supports individuals, businesses and charities within its local area. It helps employees achieve a good work life balance and provides opportunities for skills and career progression. It demonstrates leadership through the promotion of sustainable development to customers, suppliers and more widely to improve the industry's reputation.

.....

Dorothy Francis

**14 West Avenue
Leicester
Leicestershire
LE2 1TR**

Website: **www.case.coop**
Press Contact: **Mrs Carol Kearl**
Tel: **+44(0)1162 225010**
Email: **c.kearl@case.coop**

Dorothy Francis earns the Lifetime Achievement Award for Enterprise Promotion for over 30 years of supporting social businesses to establish and grow, primarily through her service at the Co-operative and Social Enterprise Agency - known as CASE - where she is the Chief Executive. CASE is a business support organisation specialising in delivering advice, training and business growth services for co-operatives and social enterprises in Leicester, Leicestershire and the East Midlands. Dorothy has assisted CASE to establish more than 600 business start-ups, has directly supported over 200 enterprises to start and develop and has worked with hundreds more to realise and grow their potential. A number of these businesses have now traded between 20 to 30 years and have grown to provide numerous local jobs and win national and local awards. In addition Dorothy is committed to voluntary working and mentors individuals within her own time as well as promoting diversity and a greater presence of women in enterprise.

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CommAgility Ltd

Charnwood Building
Holywell Park
Ashby Road
Loughborough
Leicestershire
LE11 3AQ

Website: www.commagility.com
Employees: **20**
Immediate Parent: **N/A**
Managing Director: **Mr Edward Young**
Press Contact: **Nick Daines**
Tel: **+44(0)7958 534731**
Email: nick.daines@commagility.com

CommAgility Ltd wins a Queen's Award for Innovation for its development of a wideband, high performance and highly flexible dual-channel radio frequency (RF) module. The innovation is known as the AMC-RF2x2 and has been developed for designers of fourth generation (4G) wireless applications. The product allows customers to concentrate on building solutions rather than having to develop their own RF test cards. This labour saving reduces the overall solution cost and increases the customer's available market. Customers are able to concentrate on the value-add of their software, thus improving their competitiveness, and use their resources to implement new features. Sales of the product have grown rapidly and it now represents approximately 12% of the company's turnover. The applicant was established in 2006 and has previously won a Queen's Award for International Trade (2013).

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Inni Ltd

1 Derwent Business Centre
Clarke Street
Derby
Derbyshire
DE1 2BU

Website: www.inniaccounts.co.uk
Employees: **13.5**
Immediate Parent: **N/A**
Co-founder: **Mr James Poyser**
Press Contact: **Samantha Crowe**
Tel: **+44(0)7855 943019**
Email: sam@makeitbe.co.uk

Inni Ltd has been given an Innovation Award for developing a cloud based accounting system, LiveCash. LiveCash unites a number of external data sources such as bank account feeds, mileage rates and VAT rates to run all the many thousands of transactions a business may be processing against HMRC's often changing legislation in just two seconds. It is exhaustive in its calculations and produces a complete financial and tax position with 100% accuracy on demand. Inni Ltd started trading in 2007 and provides clients with the means to quickly access their vital financial information and present it in the clearest possible way. This helps customers to stay on top of upcoming bills and provides the means to investigate the details of income and expenditure. This is only possible if all tax liabilities are computed, including PAYE, Corporation Tax and VAT. It is the clear transparency of their financial information to small companies at any time, which is a key innovation.

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JCB Power Systems Ltd

1000 Park Avenue
Foston
Derbyshire
DE65 5BX

Website: www.jcbpowersystems.com
Employees: **233**
Immediate Parent: **JCB Excavators Limited, United Kingdom**
Director, Engine Programmes: **Mr Alan Tolley**
Press Contact: **Nigel Chell**
Tel: **+44(0)1889 593592**
Email: nigel.chell@jcb.com

JCB Power Systems wins an Innovation Award for the development of its Ecomax engine family. JCB Power Systems (a division of the construction vehicle manufacturer JCB) was established in 2004 and specialises in the development and manufacture of engines and power units. New regulations reduced the acceptable levels of engine emissions for many construction, industrial and agricultural machines. JCB Power Systems responded to this by developing a novel combustion system using new technology and sophisticated computer control which is today rewarded with the Queen's Award for Innovation. The Ecomax family of engines is unique amongst its competitors in that the new and innovative combustion process prevents the creation of emissions in the first place, rather than eliminating them later using after treatment such as a catalyst or a filter. The engines meet the regulatory standards and are ten percent more fuel efficient than their predecessors. Since 2010 JCB has saved customers more than one billion litres of fuel through the introduction of more efficient machine operating. One of only six double winners for the Queen's Awards this year.

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Sublime Science

Unit 4
The Sublime Science Lab
Fernleigh Business Park
Leicester
Leicestershire
LE19 4AQ

Website: www.SublimeScience.com
Employees: **5**
Immediate Parent: **N/A**
Director: **Mr Marc Wileman**
Press Contact: **Marc Wileman**
Tel: **+44(0)116 3800750**
Email: press@sublimescience.com

Sublime Science wins an Innovation Award for developing educational children's entertainment. Sublime Science was established in 2008 and is the result of the founder's evangelical passion to convince children that science is fun by using science to entertain as well as educate. The main innovation is the Sublime Science Party that replaces traditional entertainers such as clowns and magicians with fun experiments making sweets, making slime or launching rockets with full participation of the children. So far Sublime Science has delivered its parties to over 380,000 children in 6 years. The value added is for those children to become enthusiastic about science so that later on they may decide to go into science or engineering as a career, or at least have a positive attitude towards science and technology and not think of it as boring or irrelevant. The range has expanded to include school events, the on-line Sublime Science club and books.

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Winbro Group Technologies Ltd

Stenson Road
Whitwick Business Park
Coalville
Leicestershire
LE67 4JP

Website: www.winbrogroup.com
Employees: **149**
Immediate Parent: **N/A**
CEO: **Mr Mike Arbon**
Press Contact: **Richard Baxter**
Tel: **+44(0)1530 516023**
Email: rbaxter@winbrogroup.com

Winbro Group Technologies Ltd wins an Innovation Award for the development of its HSA5 system. Winbro started trading in 1992 and is now a recognised global leader; providing turnkey systems, services and manufactured components for the Aerospace and Industrial Gas Turbine Industries. This application relates to its latest product; the HSA5 (5 Axis, High Speed Laser Ablation) system. It's the world's first 'Art - Part' solution integrating; post processing, ablation and inspection technologies into a single machine for the manufacture of complex shapes in Turbine components. There is a continuous drive to increase operating temperatures; the hotter the gas, the more fuel efficient the engine. The life of components within the hot section is dramatically improved through the deployment of cooling holes. The HSA5 system can machine features in high temperature alloys with both metallic and ceramic coatings, giving customers greater manufacturing flexibility, increased capability and reduced cost of ownership.

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Cheaney Shoes Ltd

69 Rushton Road
Desborough
Northants
NN14 2RR

Website: www.cheaney.co.uk
Employees: **154**
Immediate Parent: **N/A**
Joint Managing Director: **Mr Jonathan Church**
Press Contact: **Jonathan and William Church**
Tel: **+44(0)1536 760383**
Email: jdichurch@cheaney.co.uk

Joseph Cheaney & Sons was founded in 1886 in Desborough, Northamptonshire to manufacture high grade footwear using the Goodyear welted process. In 2009 Jonathan and William Church undertook a management buyout establishing Cheaney Shoes Ltd, putting in place a strategy including regaining the brand and image of Cheaney. Key has been to differentiate itself by manufacturing all production in its Northamptonshire factory from start to finish. Today its turnover includes wholesale, six new retail shops, and ecommerce. Agents have been appointed in Italy, Germany, Belgium, France, Canada and the United States, and distributors in Japan and Scandinavia. New exports have also been made to: Qatar, Cameroon, Suriname, Saudi Arabia, Estonia, India, and Bahrain. In 2010 exports were £862k, increasing to £2.63m in 2015; an increase of 205% accounting for 38% of the total turnover. The company has reclaimed and rebuilt a brand and wins the Queen's Award for International Trade for continuous growth in overseas sales over the last six years.

Greenray Capital Ltd

Horizon House
Runcorn Road
Lincoln
Lincolnshire
LN63QP

Website: www.greenray.com
Employees: **78**
Immediate Parent: **Greenray Energy Solutions Ltd,
United Kingdom**
CEO: **Mr Iain Lister**
Press Contact: **Clare Trendell**
Tel: **+44(0)1522 503302**
Email: clare.trendell@greenray.com

Greenray Capital Limited is an all round successful business, capitalising on its personnel, skill base, and ability to operate in challenging markets. It wins the Queen's Award for International Trade for its outstanding growth in international sales. Established in 2011, the company has built the business development strategy with an existing client base by moving into new sectors and it was executed through strong leadership and direction using local partners. Working in challenging territories, that might put off other companies, Greenray Capital Limited was able to provide repair, maintenance and engineering services solutions for gas and steam turbines and rotating equipment used to generate energy for power, oil and gas and waste-to-energy clients. During the three-year award period, the company was able to work profitably with steady growth in overall sales and even greater growth in overseas earnings. This was achieved by putting investment into developing relationships, developing people and developing skills in market, whilst still maintaining control.

H.K Wentworth Ltd

Ashby Park
Coalfield Way
Ashby de la Zouch
Leicestershire
LE65 1JR

Website: www.hkw.co.uk
Employees: **133**
Immediate Parent: **N/A**
Managing Director: **Mr Ron Jakeman**
Press Contact: **Mrs Julia Vorley**
Tel: **+44(0)1530 419665**
Email: julia.vorley@hkw.co.uk

HK Wentworth Ltd is originally a family owned business dating back to 1941, with the newer trading company starting in 1989. It has grown recently by focusing on new markets such as China, Germany, France, India and South Korea. Overall growth has risen by almost 50% during the three-year period of the Award and the percentage of sales exported is very strong at around 60%. Based on this the company wins the Queen's Award for International Trade. Three divisions specialise in chemicals for the electronics and electrical industries, high-performance cleaning products for IT equipment and chemicals for the European rail industry. With local competition in most markets, HK Wentworth Ltd focused on problem solving and developing innovative technical products with bespoke formulations for individual customers and applications. Forthcoming legislation and the challenges that brings meant that product development was used as an opportunity to become market leader with technically superior products.

JCB Power Systems Ltd

1000 Park Avenue
Dove Valley Park
Foston
Derbyshire
DE65 5BX

Website: www.jcbpowersystems.com
Employees: **233**
Immediate Parent: **J C Bamford Excavators,
United Kingdom**
Managing Director, JCB Powertrain: **Mr Malcolm Sandford**
Press Contact: **Mr. Nigel Chell**
Tel: **+44(0)1889 593592**
Email: nigel.chell@jcb.com

JCB Power Systems wins an International Trade Award for the development of its Ecomax engine family (ranging from 75hp to 174hp). Derbyshire-based JCB Power Systems (a division of the construction equipment manufacturer JCB) was established in 2004 and specialises in the development and manufacture of combustion engines for off-highway machines. From 2012 new regulations in Europe and North America reduced the acceptable levels of engine emissions for many construction, industrial and agricultural machines. JCB Power Systems responded to this by developing a novel combustion system using new technology and sophisticated computer control which is rewarded with the Queen's Award. The Ecomax family of engines is unique amongst its competitors in that the new and innovative combustion process prevents the creation of emissions in the first place, rather than eliminating them later using after treatment such as a catalyst or a filter. The engines meet the regulatory standards and are 10% more fuel efficient than their predecessors. One of only six double winners for the Queen's Awards this year.

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LEEC Ltd

Private Road 7
Colwick Industrial Estate
Nottingham
Nottinghamshire
NG4 2AJ

Website: www.leec.co.uk
Employees: **60**
Immediate Parent: **N/A**
Managing Director and Owner: **Mr Paul Venners**
Press Contact: **James Hawley**
Tel: **+44(0)7717 438612**
Email: james.hawley@leec.co.uk

LEEC Ltd was established in 1953, with a management buyout in 2010. The company designs and manufactures Laboratory, Forensic and Pathology equipment. A strong combination of niche technical expertise, innovative design and engineering has enabled the company to successfully export internationally, further to their well-established foundations in the UK. The company targets markets through a network of specialist distributors, supported by an export focused Business Development Manager and a presence at international trade shows and exhibitions. Currently they export Worldwide, with their strongest markets in 2015/16 being Russia, Canada, Australia, Ghana, Germany, Netherlands and Hong Kong. Overseas sales have grown by 60% over the last three years with the percentage of sales exported increasing over the period to 26% of total sales. LEEC Ltd continues to increase its product portfolio while actively expanding into new markets. It wins the Queen's Award for International Trade for outstanding growth in overseas sales over the last three years.

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Red Arch Manufacturing Ltd

March House
Long March
Daventry
Northamptonshire
NN11 4NR

Website: www.redarcheng.co.uk
Employees: **22**
Immediate Parent: **N/A**
Director: **Mr Mike Theaker**
Press Contact: **Mike Theaker**
Tel: **+44(0)7721 673455**
Email: m.theaker@redarcheng.co.uk

Red Arch Manufacturing Ltd, a manufacturer and supplier of products for OEM automotive applications, established in 2010, has won the Queen's Award for International Trade for outstanding growth in overseas sales over three years. Its products are designed by a sister company and are accessory products for production line and dealer fitting (for example power train accessories, tuning kits and exhaust products). The company's portfolio of 400 products generates sales of over 100,000 parts per annum worldwide in the growing accessory or individualisation market. 95% of total turnover is in international sales and 97% of these sales are to Germany. Total growth in overseas sales over three years has been over 120%.

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Strata Products Ltd

**Plymouth Avenue
Pinxton
Nottinghamshire
NG16 6NS**

Website: **www.strataproducts.co.uk**
Employees: **147**
Immediate Parent: **N/A**
Managing Director: **Mr Michael Ilsen**
Press Contact: **Jay Ilsen**
Tel: **+44(0)7879 444169**
Email: **jayilsen@strataproducts.co.uk**

Established in 1989, Strata Products Ltd is a UK manufacturer of plastic consumer products for the home, garden and baby markets. The company operates out of a single manufacturing site in the UK, where it performs 3 different moulding processes (Injection, Blow and Rotational), which in itself makes them somewhat unique as a manufacturer. The company's strategy is to develop niche, good quality products that differentiates its offer in a crowded market place. Over recent years, the business has developed a range of decorative rotationally moulded planters. This range consists of various designs of wood effect, metal effect, stone effect and rattan effect planters and it exhibits these and other products at leading International trade fairs. The majority of the company's export sales go into Northern Europe, mainly France, Germany and the Benelux region. It wins the Queen's Award for International Trade for growth in overseas earnings of 132% over the last three years.

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Bejay Mulenga

Flat 10
10 Southville
Stockwell
London
Lambeth
SW8 2PP

Website: www.supa-academy.com
Press Contact: **Naomi Brown**
Email: press@supa-academy.com

Bejay Mulenga is a 20 year old entrepreneur who has been involved with enterprise and enterprise promotion since the age of 13. He initially demonstrated his entrepreneurial talent running a successful tuck shop in school. He went on to develop a business model for a tuck shop enterprise which he then franchised to other schools under the Supa Tuck label, thus enabling young business studies students to earn as they learn about business. Supa Tuck was featured in Lord Young's 'Enterprise For All' report, published in June 2014. Bejay is also the co-founder of the new social enterprise Supa Academy which, through real life opportunities, seminars and events, engages young people through an applied learning model with advice from established business leaders. In July 2015, Supa Academy launched the UK's first pop-up Supa Market, a three day event run by over 400 young people and attended by over 5,000.

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Condeco Limited

**8th Floor Exchange Tower
2 Harbour Exchange Square
London
E14 9GE**

Website: www.condecosoftware.com
Employees: **76**
Immediate Parent: **N/A**
CEO: **Mr Paul Statham**
Press Contact: **Lynda Lowe**
Tel: **+44(0)7967 645280**
Email: lynda.lowe@condecosoftware.com

Condeco Ltd wins a Queens Award for Innovation for its hardware and software solutions for workplace scheduling. Condeco Ltd's (established 2000) innovations allows companies to monitor, measure and manage workspace across multiple buildings and countries. The innovations include signage equipped with radio-frequency identification (RFID) card readers, ibeacons, wireless occupancy sensing and the use of touch-screens to check and book rooms. However, the main innovative aspect of this product is the successful integration of different pieces of hardware and software which create a system able to deliver real-time data on space usage in the work environment.

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Extreme Toys Ltd.

**12 Deer Park Road
London
SW19 3FB**

Website: www.microdrone.co.uk
Employees: **4**
Immediate Parent: **N/A**
Founder: **Mr. Vernon Kerswell**
Press Contact: **Anita Lin**
Tel: **+44(0)20 8543 6179**
Email: anita@extremefliers.co.uk

Extreme Toys Ltd have been recognised with an Innovation Award for the development of a palm sized drone capable of carrying a full high definition camera. The microdrone 2.0 combines sensors developed in the mobile telecommunications industry with high power electric motors and double-sided circuit boards to achieve small form factor with high performance. After being first to market with at this particular performance and price point the company has enjoyed excellent sales with exports quadrupling over the last two years. The company started trading in 2011. This is its first Queen's Award.

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GeoLytix Ltd

**Phoenix Yard
65 Kings Cross Road
London
WC1X 9LW**

Website: www.geolytix.co.uk
Employees: **6**
Immediate Parent: **N/A**
Founder: **Mr Blair Freebairn**
Press Contact: **Samantha Colebatch**
Tel: **+44(0)7971 200990**
Email: info@geolytix.co.uk

GeoLytix Ltd wins an Innovation Award for its modelling of retail consumer behaviour. The company has developed a tool to solve business problems where location is critical, GeoLytix Ltd is able to answer questions such as where to open stores, what to sell, and how to optimise home delivery and click & collect. GeoLytix Ltd accounts for changing trends in the market with people switching to discounters, shopping smaller baskets more frequently, shopping whilst at work, click & collect, online shopping and the explosion of Expresses and Locals. For every potential supermarket customer in the UK, GeoLytix Ltd models their propensity to shop online and in-store against the ease of travelling to their choice of local grocers. The model GeoLytx Ltd has created allows a grocer to not only review the optimal location for a physical store, but also assess the cost benefits compared with the on-line channel. The company was founded in 2011. This is its first Queen's Award.

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Lily's Kitchen

PO Box 59287
Vale of Health
London
NW3 9JR

Website: www.lilyskitchen.co.uk
Employees: **46**
Immediate Parent: **N/A**
CEO: **Ms Henrietta Morrison**
Press Contact: **Lisa Balliache**
Tel: **+44(0)7768 264132**
Email: lisa@intelligentprofile.com

Lily's Kitchen wins an Innovation Award for the development of meal free and grain free dry and wet pet foods. The company (founded in 2009) use 100% prepared meat, fruits and vegetables which are clearly visible in every bowl, with no unnecessary additives, flavours, rendered meats, animal or vegetable derivatives, fillers or fibrous leftovers. The company worked with a range of vets, nutritionists, herbalists and animal behaviourists to create the range, high in quality vitamins and minerals that aims to have a positive effect on animal welfare. Having identified the market and conducted the necessary research the premium pet food hit the shelves in 2009 and is now making £18 million in sales. This is the company's first Queen's Award.

.....

Ncam Technologies

8/9 Carlisle Street
London
W1D 3BP

Website: www.ncam-tech.com
Employees: **12**
Immediate Parent: **N/A**
Chief Executive Officer: **Mr Nic Hatch**
Press Contact: **Caroline Shawley**
Tel: **+44(0)7730 145759**
Email: caroline@mkm-marcomms.com

Ncam Technologies wins an Innovation Award for the development of a set of sensors that provides new capability to augmented reality for film and broadcast media. The need for this innovation was identified during the making of various blockbuster films over the past decade. Directors wanted to see a rough-cut of the special effects with the live action but, due to the constraints of standard cameras and the effects process, this was impossible or took too much time. The innovation now provides the novel capability of being able to integrate effects immediately into a live broadcast or to view effect sequences during a live take of film making. The set of sensors can be attached to any camera and provides an integration of the camera position and rotation data, along with lens mapping and distortions, to accurately recreate an exact digital replica of the real cameramap and the image stream. Ncam Technologies was set up in 2012 to develop and commercialise augmented reality technology.

.....

Plumis Ltd

Unit 1c
Clapham North Arts Centre
26-32 Voltaire Rd
Clapham North
Greater London
SW4 6DH

Website: www.plumis.co.uk
Employees: **6**
Immediate Parent: **N/A**
Managing Director: **Mr William Makant**
Press Contact: **Yusuf Muhammad**
Tel: **+44(0)20 7871 3899**
Email: yusuf@plumis.co.uk

Plumis Ltd wins an Innovation Award for development of fire safety devices. The company was founded in 2011 on a simple idea: to manufacture and sell a retrofit alternative to the fire sprinkler into ordinary homes, Automist. Smartsan is the latest generation of Automist it is able to perform better than a traditional fire sprinkler system with 90% less water. Smartsan surveys the room with an infrared temperature sensor and uses a rotating head to directly target the fire with a blade of water mist. Automist is more effective than traditional sprinkler systems at reducing the temperature of the fire and reducing the production of gases that lead to asphyxiation.

.....

TestPlant Ltd

6 Snow Hill
London
EC1A 2AY

Website: www.testplant.com
Employees: **31**
Immediate Parent: **N/A**
CEO: **Mr George Mackintosh**
Press Contact: **Milli d'Hangest d'Yvoy**
Tel: **+44(0)7918 659108**
Email: milli.dyvoy@testplant.com

TestPlant Ltd wins an Innovation Award for its product, eggPlant Functional, which is a unique method for software testing and has a user base in a variety of industries. TestPlant Ltd started trading 2008, the innovation performs software testing from the perspective of a user, it uses an image-based approach to testing that works on all computers from mobiles to mainframes. Image-based means that eggPlant Functional interacts with any device or application in the same way a user does, by looking at the screen to identify user interface elements such as buttons and text fields, and then performing actions on these user interface elements such as typing, swiping, and clicking. This approach has many benefits over using manual testing or code based testing providing customers with time and cost savings. The growth of TestPlant over the last five years has been exceptional and has allowed the company to expand from 12 to 31 employees.

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trueCall Group Ltd t/a trueCall

2 Old Palace Lane
Richmond
London
TW91PG

Website: <http://www.truecall.co.uk>
Employees: **3**
Immediate Parent: **N/A**
Founder and Director: **Mr Steve Smith**
Press Contact: **Steve Smith**
Tel: **+44(0)7768 637141**
Email: stevesmith@truecall.co.uk

trueCall Group Ltd t/a trueCall wins a Queens Award for Innovation for creating call-blocking technology to stop unwanted and nuisance calls. The technology is 95% effective and can be installed as a standalone device or built into telephones and networks. The technology was invented to address the problem of a growing number of nuisance calls driven by new technology in call centres, and the rising instances of fraud being visited on elderly and vulnerable people. The applicant has several patents covering the invention. trueCall works by answering the incoming call and asking the caller to identify themselves and press a button. If this is completed the caller is announced to the recipient who can choose to take the call. The product has been licensed and is available in phones marketed by BT and Telstra amongst others. The applicant started trading in 2008, this is its first Queen's Award.

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Vision RT

Dove House
London
N32JU

Website: <http://www.visionrt.com/>
Employees: **53**
Immediate Parent: **N/A**
President and CEO: **Dr Norman Smith**
Press Contact: **Nicola Sheppey**
Tel: **+44(0)20 8349 6509**
Email: nsheppey@visionrt.com

Vision RT wins an Innovation Award for developing products to maximise a patient's positional accuracy during cancer radiation therapy treatment. The applicant started trading in 2001 and has created three products that work together. The core product AlignRT is a unique offering that can guarantee sub-millimetric tracking accuracy throughout the course of treatment and automatically hold the radiotherapy beam should any motion exceeding a pre-defined threshold be detected. The other products focus on mitigating the effects of a patient's breathing on administration of the treatment. Traditional methods for immobilising the patient are very invasive and uncomfortable. Patients now spend less time on the treatment couch, the accuracy of the radiation treatment is increased and the whole procedure is less invasive. One of only six double winners for the Queen's Awards this year.

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Welch and Tidy Ltd

Europa House
18 Wadsworth Road
Perivale
Middlesex
UB6 7JD

Website: www.welchandtidyltd.co.uk
Employees: 48
Immediate Parent: N/A
Managing Director: **Mr Swarn Kandhari**
Press Contact: **Aston Singh**
Tel: **+44(0)7790 907087**
Email: aston@welchandtidy.co.uk

Welch and Tidy Ltd receives an Innovation Award for developing an e-commerce wholesale platform and a new service model. The applicant started trading in 2002 and is one of London's leading wholesale cash and carry's. Customers' orders are processed automatically, with dispatch and courier tracking information relayed back to the retailer's own e-commerce system. The software also integrates with a wide range of online sales platforms (of which there are over 25 at present including Amazon and e-bay). In order to achieve this the applicant developed bespoke software that integrated retailing warehousing, dispatch and logistics while supporting a variety of languages. The applicant identifies that its service is the first of its kind for independent retailers. One of the key competitive differences is that the applicant can lead its clients through set up of e-retail from pricing and marketing to after-sales support.

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Abra Wholesale Ltd

5 Picketts Lock Lane
Edmonton
London
N9 0AS

Website: www.abrawholesales.co.uk
Employees: 56
Immediate Parent: N/A
Managing Director: **Mr Thuraichamy Thayanathan**
Press Contact: **Thuraichamy Thayanathan**
Tel: **+44(0)20 8887 9303**
Email: dee@abrawholesales.com

Abra Wholesale Ltd was established in 2003 and is part of the Landmark Group. The company is a wholesaler and exporter of branded FMCG products based in London offering a range of nearly 10,000 lines. In 2010 the company up-scaled its Export Division and it now exports worldwide including to Europe, the Middle East and Africa; to supermarkets, retail shops, independents, importers and other wholesalers. Abra's international trading strategy has been to build on its fast-growing Nigerian business by opening up new opportunities in East Africa, Middle East and Eastern Europe. Growth in international sales over the last six years has been from £500k to £8.2m with profits also rising tenfold during this period. It wins the Queen's Award for International Trade for continuous growth in overseas sales over the last six years.

Afinium Ltd

83 Cambridge Street
London
Middlesex
SW1V 4PS

Website: www.afinium.com
Employees: 8
Immediate Parent: N/A
CEO: **Mr Matthew Hooper**
Press Contact: **Matthew Hooper**
Tel: **+44(0)7824 818055**
Email: matthew.hooper@afinium.com

Afinium Ltd started trading in 2012 and is a cloud based technology business that offers a multi-channel sales and enrollment platform that emulates and improves on face to face selling in the highly regulated US insurance and financial services markets. It licenses its 'Stream' product to Fortune 100 Insurance companies in the US, and has Master Services Agreements that allows them to license their products to their branches worldwide, in more than 50 countries. Overseas Sales have grown by 300% with the company focused on building its overseas sales in the USA with plans to expand this further to linked countries and via its key client networks. Afinium has taken on a tough and highly regulated market with its focus on the USA as its key target and wins the Queen's Award for International Trade for outstanding growth in overseas sales during the last three years.

AIG Edenspiekermann Ltd, t/a Applied Wayfinding

22 Stukeley Street
London
WC2B 5LR

Website: appliedwayfinding.com
Employees: 25
Immediate Parent: N/A
Partner: **Mr Stephen Read**
Press Contact: **Hannah Kennell**
Tel: **+44(0)20 7017 8488**
Email: hannah@appliedwayfinding.com

AIG Edenspiekermann Limited, which trades as Applied Wayfinding, started trading in 2011. It has capitalised on the growing focus on promoting healthier lifestyles and environmental awareness in leading cities to encourage walking and cycling, and greater use of trails and open spaces, as well as improving public transport. The company works at the cutting edge of navigation integrating health and environment, with the latest technology in satellite navigation. Legible London; I Walk New York; extensive work to help the City of Vancouver; and real-time digital mapping for London's Heathrow Airport, are some of its projects of note. The last three years has seen strong growth, particularly in North and South America, Middle East and Asia, opening a US office in April 2014 to add to their existing presence in Canada. With overseas sales growing by 490% across the last three years the company wins the Queen's Award for International Trade for this outstanding performance.

Charles Tyrwhitt

The Cottons Centre
Cottons Lane
London
SE1 2QG

Website: www.ctshirts.com
Employees: **801**
Immediate Parent: **N/A**
CEO: **Mr Greg Hodder**
Press Contact: **Carolyn Polo Del Vecchio**
Tel: **+44(0)20 8735 3824**
Email: Carolyn.polo@ctshirts.co.uk

Founded in 1986 by Nicholas Charles Tyrwhitt Wheeler whilst still a student at Bristol University. Its proposition is that they provide top quality shirts at great value and their vision is "to bring Jermyn Street to the world". By 2008 it had grown to a £50m shirt business. Over the past six years sales have more than trebled to £172m with growth mainly through online sales direct to consumers backed up by flagship retail stores in the UK and USA. Overseas Sales have grown throughout the six years from £25.7m to £87.9m, an overall growth of 242%. New markets established during the last six years include Australia. One of the secrets of their success has been in keeping it simple avoiding many of the challenges associated with international trade and fulfilling everything out of the UK. The company wins the Queen's Award for International Trade for continuous growth in overseas sales over the last six years.

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Eskan Electronics Ltd

Unit 14 and 15
Kelvin Industrial Estate
Long Drive
Greenford
Middlesex
UB6 8WA

Website: www.eskan.com
Employees: **18**
Immediate Parent: **N/A**
Managing Director/Founder: **Mr Shaun Anderson**
Press Contact: **Mr Andy Williams**
Tel: **+44(0)20 8813 0776**
Email: andy.williams@eskan.com

Eskan Electronics Ltd. began trading in 1987 specialising in the design, development and manufacture of surveillance, counter-surveillance and RF jamming/electronic counter measure solutions for law enforcement, intelligence and military organisations. 100% of products are designed in house and all are sold only to government agencies. All overseas sales are subject to securing export licences, which limits the countries it can sell to so the company has to target markets according to well-understood geopolitical issues. Its marketing activity includes referrals and user recommendations, attending exhibitions and conferences and ensuring active partner support, which includes training, market activity reports and regular meetings. Staff numbers have more than doubled as export sales increased by 823% in three years. In recognition of this outstanding achievement Eskan Electronics Ltd wins the Queen's Award for International Trade.

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First Point Group

151 Wardour Street
Soho
London
W1F 8WE

Website: www.firstpointgroup.com
Employees: **94**
Immediate Parent: **N/A**
CEO: **Mr Alistair Rynish**
Press Contact: **Stephanie Beaumont**
Tel: **+44(0)7590 184158**
Email: sbeaumont@firstpointgroup.com

First Point Group began operating in 2004 as a recruitment company specialising in the telecommunications and technology industries. It has since grown to have a turnover of almost £50m, with more than three quarters of that from overseas. The company has also established offices in ten countries supporting work in 160 territories around the world. In the last six years international sales have grown by 225% by targeting the largest telecom vendors, including achieving supplier status with both Ericsson and Huawei, establishing local offices and recruiting staff with appropriate language skills. The company established an office in China in 2012, which has since been expanded three times to meet demand. The company's top markets include the UAE, China, South Africa and Sweden. First Point Group wins the Queen's Award for International Trade in recognition of its continuous growth over the last six years.

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JAC Travel Limited

62-64 Chancellor's Road
London
W6 9RS

Website: www.jactravel.co.uk
Employees: **242**
Immediate Parent: **N/A**
CEO: **Mr Terry Williamson**
Press Contact: **David Tarsh**
Tel: **+44(0)7770 816070**
Email: David@Tarsh.com

In 1975 JACTravel Limited was launched to bring students into the UK and gained a name as a key provider of tourism services. In 1980 it expanded into outbound travel from the UK and long haul markets into Europe. With overseas earnings growing by 300%, which counts as 85% of turnover over the last six years, the company wins the Queen's Award for International Trade. The business operates a global B2B distributor of directly contracted and aggregated hotels for worldwide flexible independent travel and an inbound tour operator of groups to the UK and Ireland and key European destinations. It covers 92 countries and directly contracts 12,500 hotels covering about 2,000 cities. Over 80% of its customers are based outside the UK and it handles about 1m individual and group bookings per year. Management is controlled from the London head office with daily operations decentralised into 15 local offices around the time zones to deal with language and cultural differences.

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Lifescience Dynamics Limited

23 Hanover Square
London
W1S 1JB

Website: www.lifesciencedynamics.com
Employees: **11**
Immediate Parent: **N/A**
President: **Mr Rafaat Rahmani BBA, MBA**
Press Contact: **Rafaat Rahmani**
Tel: **+44(0)7887 547150**
Email: rrahmani@lifesciencedynamics.com

Lifescience Dynamics Limited was founded in 2004 as a privately owned management consulting firm. They provide support to global pharmaceutical, biotechnology, medical device and diagnostic companies in three practise areas: 1. Market research 2. Competitive intelligence 3. Market Access, Pricing & Reimbursements. The base in London was a strategic decision to access talent from the top international universities in the city, with employees from 15 nationalities, speaking 20 different languages. Offices are also in San Francisco and New York. A strategic decision to work exclusively on overseas projects increased profits in 2014. The main export markets are USA, Europe and Japan. Overseas sales have grown by 200% over the last three years with an increase in UK employees, overall sales and profitability. The proportion of sales exported has increased to 95% of total sales. It wins the Queen's Award for International Trade for outstanding growth in overseas sales over the last three years.

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Nasco (UK) Ltd

Unit K
Dean Way
Great Western Industrial Estate
Southall
UB2 4SB

Website: www.nasco-uk.com
Employees: **37**
Immediate Parent: **N/A**
Director: **Mr Suresh Vidani**
Press Contact: **Nisha Vidani**
Tel: **+44(0)20 8571 2333**
Email: management@nasco-uk.com

Nasco (UK) Ltd was established in 2004 as a wholesale company that supplies British and European food, drink, toiletries and household items to 50 countries. The company exports mainly to developing markets within Asia, Africa and the Middle East, with the United Arab Emirates and Nigeria being the current main countries served. The company's strategy is to focus on individual market requirements and preferences, exhibiting at international trade fairs. The company has won the Queen's Award for International Trade in 2013, 2014 and 2015. Overseas sales have grown by 70% over the last three years with an increase in UK employees, profitability and overall sales. The proportion of sales exported is 86% of total sales. It wins the Queen's Award for International Trade for outstanding growth in overseas sales over the last three years.

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OMK Design Ltd

Stephen Building
30 Gresse Street
London
W1T 1QR

Website: www.omkdesign.com
Employees: **10**
Immediate Parent: **N/A**
Chairman & Design Director: **Prof Rodney Kinsman RDI**
Press Contact: **Matt Osborne**
Tel: **02076311335**
Email: matt.osborne@omkdesign.com

OMK Design Ltd has won the Queen's Award for International Trade for outstanding growth in international sales over three years. Established in 1964, it designs and manufactures seating systems for international transport terminals (airports, bus stations etc). In 2012 the company developed an international strategy based on developing new products specifically to attack new markets and now has a 20% share of the world airport seating market and sells to over 200 airports and other transport hubs worldwide. Export sales have grown year on year over the three years by a total of 602% and exports now account for 95% of total turnover.

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Pai Skincare

Pai Skincare
18 Colville Road
London
W3 8BL

Website: www.paiskincare.com
Employees: **17**
Immediate Parent: **N/A**
Founder and Director: **Miss Sarah Brown**
Press Contact: **Flo Glendenning**
Tel: **+44(0)20 3397 9739**
Email: flo@paiskincare.com

Pai Skincare, founded in 2007, has won the Queen's Award for International Trade for outstanding growth in overseas sales over three years. The company formulates and manufactures in house a range of premium skincare products designed specifically for sensitive skin. The product range is established as the cleanest on the international market, endorsed as such by the Soil Association, the Vegan Society and Cruelty Free International, the three key representative bodies for the industry. Pai Skincare's export strategy is based on selling through its own website and through a network of retail outlets internationally and this has resulted in overseas sales growth of 237% over the last three years.

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Preqin Limited

Vintners Place
68 Upper Thames Street
London
EC4V 3BJ

Website: www.preqin.com
Employees: **147**
Immediate Parent: **N/A**
CEO: **Mr Mark O'Hare**
Press Contact: **William Clarke**
Tel: **020 3207 0265**
Email: press@peqin.com

Established in 2002, Preqin Ltd has won the Queen's Award for International Trade for continuous growth in overseas sales over six years. A data provider to the alternative asset industry (private equity, venture capital, real estate, infrastructure, private debt and hedge funds) their client base are the investors themselves, fund managers, and professional advisers to both investors and fund managers. The sector is a growth area for financial institutions and the company provides online data via an application that clients subscribe to. The database and application are designed, created, managed and hosted in the UK and business has been global since inception with over 80% of sales overseas. International sales have grown over 6 years by just under 400% with data provided to over 36,000 professionals in over 14,000 organisations worldwide. Offices have been established in the USA, Singapore and Hong Kong, and revenues outside Europe account for approximately 71% of total sales.

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Source Information Services Limited

**20 St. Dunstan's Hill
London
EC3R 8HL**

Website: www.sourceglobalresearch.com
Employees: **14**
Immediate Parent: **N/A**
Co-founder and director: **Dr Fiona Czerniawska**
Press Contact: **David Pippett**
Tel: **+44(0)7899 798197**
Email: david@dwppublicrelations.co.uk

"Established in 2007, Source Information Services Limited is a small but rapidly growing British company that researches the global management consulting market from its offices in London and Dubai. About 50% of the company's business comes from selling market data, forecasts and analysis relating to the consulting market and the firms within it. The other half comes from providing bespoke services to consulting firms, acting as "consultants to consultants" enabling the world's biggest consulting firms to run their businesses more efficiently. A third of the company's export business comes from the USA, with a further 27% from the Netherlands. During 2014, overseas sales totaling £659,000 were made to 23 countries compared to total overseas sales of £73,000 to just 7 countries in 2011. It wins the Queen's Award for International Trade for growth in overseas earnings of 150% over the last three years.

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STEM Marketing Ltd

**The Lightbox, Unit 143/144
111 Power Road
Chiswick
London
W4 5PY**

Website: www.stemmarketing.com
Employees: **17**
Immediate Parent: **N/A**
CEO: **Robert Wood**
Press Contact: **Rob Wood**
Tel: **+44(0)7786 335576**
Email: Rob@stemmarketing.com

STEM Marketing Ltd was founded in July 2007 and has since has entered 35 countries with great success and achieved an overall market share of 80% for Marketing and Medical Audits' to the pharmaceutical industry. These audits quantify and benchmark the strategic alignment of people in an organisation behind strategy, patient focus and messaging. It now has a database regarded as the industry standard globally, made up of more than 30,000 customer facing staff and 150,000 customer interactions. This has been a major contributor to blocking any potential competitor entrants. The company entered the large country markets of Europe, plus Canada and Australia within the first 12 months, and more recently they have entered the US and Japanese markets followed by other large markets such as Russia, Brazil, China and South Korea. It wins the Queen's Award for International Trade for growth in overseas earnings of 273% over the last three years.

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Sybarite UK Ltd

**The Peoples Hall
2 Olaf Street
London
W11 4BE**

Website: www.syb.co.uk
Employees: **11**
Immediate Parent: **N/A**
Director: **Mr Torquil McIntosh**
Press Contact: **Kunita Hoole**
Tel: **+44(0)20 7352 4900**
Email: kh@syb.co.uk

Sybarite UK Ltd is an architectural and design practice which aims to bring timeless style and luxury through its work. Since its formation in 2002, the practice has executed over 600 projects in diverse locations worldwide. Having worked directly inside the Chinese & Hong Kong markets since 2008 the practice has seen an increasing pattern of growth and turnover from these markets. Working in China has increased the company's reach in this market, which has grown rapidly, and represents 90% of the organisation's overseas sales. Sybarite is now also in the process of expanding into the Gulf Region and is looking for commissions in Qatar and other states in that region. It wins the Queen's Award for International Trade for growth in overseas earnings of 279% over the last three years.

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talkSPORT International Organisation

18 Hatfields
London
SE1 8DJ

Website: talkSPORT.com/license-epi
Employees: 16
Immediate Parent: **Wireless Group plc, United Kingdom**
Chief Operating Officer: **Mr Scott Taunton**
Press Contact: **Amy Grantham**
Tel: **+44(0)20 7959 7928**
Email: Amy.Grantham@wirelessgroupplc.co.uk

talkSPORT International was established in May 2012, when it acquired the global audio rights to Premier League and FA Cup matches. The station's London studios provide multilingual commentary of matches via talkSPORT.com and a growing network of overseas digital and broadcast partners in countries including China, Vietnam, Singapore, Nigeria, United Arab Emirates and U.S.A. The service now broadcasts in five languages with partner stations in 69 markets around the world. As a result of building the international broadcast centre, hiring staff and buying the international audio rights to the Premier League, it made losses in its first two years, but is now profitable. International sales have grown by 680% over three years to the year ending December 2014. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

TLC Marketing Group Ltd

17 Harcourt Street
London
W1H 4HF

Website: www.tlcmarketing.com
Employees: 79
Immediate Parent: **N/A**
Chairman & Founder: **Mr Nick True**
Press Contact: **Emma Critchley**
Tel: **+44(0)20 7725 6029**
Email: emma.critchley@tlcmarketing.com

TLC Marketing Group started trading in its current form in 1991, having evolved from an advertising agency originally launched in London in 1954. Today it is a world-leading provider of fixed fee reward campaigns and free-to-consumer lifestyle incentives. The company enables the world's best-known brands, such as McDonalds, Coke and Samsung, to offer free gifts with purchase and rewards that represent extraordinary value. These rewards often outweigh the purchase cost of the product that carries the promotion. It currently has operations in the UK, France, Italy, The Netherlands, Germany, Spain, Portugal, Denmark, USA, South Africa, China, Brazil, Australia and New Zealand. The company offers end-to-end management of the entire reward campaign, from creative concept, planning and execution to engagement analytics and Customer Service. International trade has grown by 53% since 2013 and it wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years, with 88% of turnover coming from international sales.

Vision RT Ltd

Dove House
Arcadia Avenue
London
N3 2JU

Website: <http://www.visionrt.com>
Employees: 53
Immediate Parent: **N/A**
President and CEO: **Dr Norman Smith**
Press Contact: **Nicola Sheppey**
Tel: **+44(0)20 8349 6509**
Email: nsheppey@visionrt.com

Founded in 2001, Vision RT Ltd design and manufacture advanced radiation therapy systems to assist radiographers, by protecting patient safety, ensuring they are in the correct position throughout the duration of radiation delivery. Over five hundred Vision RT systems have been sold worldwide and the technology is becoming increasingly accepted as "the standard of care", benefiting both cancer patients and radiotherapy practitioners. Although the US market has generated over 90% of sales to date, Vision RT is now expanding its reach into Europe, the Middle East, Africa, and the Asia-Pacific markets. It has seen growth of its international trade of 260% since 2013 and wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years. One of only six double winners for the Queen's Awards this year.

World First UK Limited

10th & 11th Floor
Millbank Tower
21-24 Millbank Tower
London
SW1P 4QP

Website: www.worldfirst.com
Employees: **264**
Immediate Parent: **N/A**
CEO & Co-Founder: **Mr Jonathan Quin**
Press Contact: **Jonathan Quin**
Tel: **+44(0)20 3432 6991**
Email: jonathan.quin@worldfirst.com

Founded in 2004, World First UK Ltd was launched to provide a fast and fair way to help people move money across borders. Its goal is to offer people a real alternative to big banks, by providing more favourable exchange rates to individuals and businesses and better customer service than the traditional financial institutions that operate in the market. The company's revenue has grown dramatically from £18 million to £36.3 million in the three years to January 2015 - a growth rate of 42% year on year. From its start in a south London basement, it now has offices in London, Singapore, Hong Kong, Sydney, Washington, and Austin (Texas). The company has also increased the range of currencies supported. It wins the Queen's Award for International Trade for outstanding overseas sales growth over three years.

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Matrix APA (UK) Limited

51 Clapham High Street
London
SW4 7TL

Website: www.matrixapa.com
Employees: 25
Immediate Parent: N/A
CEO: **Mr Charlie Bradshaw**
Press Contact: **Samantha Curtis**
Tel: **+44(0)20 3053 3407**
Email: samantha@matrixapa.com

Matrix APA (UK) Limited is a product design and procurement partner specialising in sourcing high quality promotional products, consumer gifts and health and beauty products from socially and ethically responsible suppliers in the Far East. They began trading in 2006. They have created over 15,000 bestselling products for retailers such as John Lewis, BBC, British Airways and Oxfam. The company offers a more rigorous approach than a 'box ticking audit approach' to social/ethical compliance. The company is making a considerable contribution to the social dimension of sustainable development by improving pay and conditions for thousands of workers at its supplier factories. The company is also introducing environmental management systems into a number of the factories it works with. A key focus for the company is communicating sustainability to its suppliers. The company is also involved in the development of anti-slavery legislation as well as in sharing best practice with others in the industry.

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Premier Moves Ltd (t/a Premier Workplace Services) - Premier Sustain Division

Premier House
1 Ardra Road
Edmonton
London
N9 0BD

Website: www.premierworkplaceservices.co.uk
Employees: 190
Immediate Parent: N/A
Managing Director: **Mr Jerry Marks**
Press Contact: **Ann Beavis**
Tel: **+44(0)7949 055956**
Email: ann.beavis@premierworkplaceservices.co.uk

Premier Moves Limited (t/a Premier Workplace Services) is a commercial relocation company which has been trading since 1996. The award relates to its service 'The Renew Centre' run by the Premier Sustain Division of the company, set up in 2011. After becoming aware of the large amount of office furniture being sent to landfill, the company responded by developing the Renew Centre which offers a range of services including altering office desks; refurbishing desk screens; repairing and reupholstering office chairs; reconfiguring storage units; and producing furniture from off-cuts. The service has particularly strong benefits in relation to the environmental dimension of sustainable development, diverting significant amounts of waste from landfill. The initiative has also yielded social benefits, through donations of refurbished furniture, and has helped clients save money. The company shows leadership in this field and is engaging with many others to raise awareness. This is the first time the company has received this award.

.....

The British Land Company PLC

York House
45 Seymour Street
London
W1H 7LX

Website: www.britishland.com
Employees: **238**
Immediate Parent: **N/A**
Chief Executive: **Mr Chris Grigg**
Press Contact: **Pip Wood**
Tel: **+44(0)20 7467 2838**
Email: Pip.Wood@britishland.com

The British Land Company PLC is one of Europe's leading real estate companies with a UK property portfolio, owned or managed of £19.7 billion. It provides retail and mixed use office and residential developments. A stated aim is to 'create Places People Prefer, places where people want to work, shop and live'. The approach of continuous improvement, and in particular its focus on green building, transparent reporting, community and supply chain engagement demonstrate that it is a sustainability leader. Environmental activities include energy and waste reduction, use of recycled and sustainable materials and renewable energy generation. The company looks to leverage its influence and impact through its supply chain in order to deliver efficient designs, enhance biodiversity, address local community needs, develop skills and opportunities, and improve site management. It demonstrates strong internal and external sustainable development leadership, including a high level sustainability committee and senior staff have remuneration incentives linked to sustainability performance. This is the first time the company has received this award.

.....

The Fairtrade Foundation

Ibex House
42-47 Minorities
London
EC3N 1DY

Website: www.fairtrade.org.uk
Employees: **107**
Immediate Parent: **N/A**
Chief Executive: **Mr Michael Gidney**
Press Contact: **Susannah Henty, Media and PR Manager**
Tel: **+44 (0)20 7440 8597**
Email: susannah.henty@fairtrade.org.uk

The FAIRTRADE Foundation is a non-profit organisation that licenses use of the FAIRTRADE Mark on products in the UK according to internationally agreed standards. The Mark currently appears on a wide range of products. The Foundation began in 1992 and works with farmers, workers and their families in 74 developing countries, with more than 1.5 million producers benefitting from sales on FAIRTRADE terms. Its work demonstrates exemplary performance in promoting ethical business and promoting sustainable development both in the UK and contributing to sustainable development in poorer countries. It is a previous award winner in this category, and demonstrates continued innovation and a strategic approach to further improving its performance. The company demonstrates how its activities make significant positive contributions to all the dimensions of sustainable development. The FAIRTRADE standards require environmentally sound practices. The FAIRTRADE Mark also delivers significant social benefits to local producers and workers, and supports empowerment of farmers and workers.

.....

Katherine Welch

108 Kingsmere
Chester-le-Street
Durham
DH3 4DE

Website: www.socialenterpriseacumen.co.uk
Press Contact: **Kate Welch**
Tel: **+44(0)1913 869785 / +44(0)7809 330102**
Email: Kate.welch@socialenterpriseacumen.co.uk

Katherine Welch is a serial social entrepreneur who is now working full time in Social Enterprise Acumen CIC, which she founded in 2012, to achieve her vision of creating enterprising communities in North East England. The Social Enterprise Acumen CIC model provides support to early stage social entrepreneurs, supports existing organisations to be more socially enterprising and, also helps improve the ecosystem of support in the region. Kate is passionate about creating an ecosystem in which social entrepreneurs and social enterprises can thrive and, has been supporting social enterprise in many ways for many years, both on a voluntary and paid basis. She is a volunteer director on a number of boards and mentors a number of individuals. Kate was awarded an OBE in 2008 for services to social enterprise in North East England.

.....

Integrated Display Systems Ltd

**Maurice Road
Wallsend
Tyne & Wear
NE28 6BY**

Website: www.clavis.co.uk
Employees: **10**
Immediate Parent: **N/A**
Managing Director: **Dr Patricia Smith**
Press Contact: **Dr Patricia Smith**
Tel: **+44(0)1912 627869**
Email: DrPMRSmith@aol.com

Integrated Display Systems Ltd wins an Innovation Award for their clamp release tool used in automotive manufacture. The company started trading in 1979 and has won two previous Queen's Awards in International Trade (2012, 2014). The innovation uses sensors commonly found in mobile phones to track the motion signature of the tool. Closure of the clamp is detected by the specific motion leading up to release and the characteristic vibration associated with release. The unique signature differentiates between other actions such as knocking the tool against other parts of the engine as it is being positioned. The clamps are used in the industry to provide seals on fluid transfer hoses and any clamps left open can lead to fluid loss and consequent expensive warranty claims.

.....

Walker Filtration Limited

**Birtley Road
Washington
Tyne & Wear
NE38 9DA**

Website: www.walkerfiltration.com
Employees: **197**
Immediate Parent: **N/A**
Group Managing Director: **Mrs Lianne Walker MBE**
Press Contact: **Gabrielle Mason**
Tel: **+44(0)191 4177816**
Email: gabrielle.mason@walkerfiltration.com

Multi-award winning , Walker Filtration Ltd wins a fifth Queens Award - this time for Innovation, after developing a unique range of air/oil separators for use in oil flooded rotary vane pumps. The need for innovation was identified internationally and Walker Filtration took a bold step to enter a new sector. With significant investment in R&D, new product development and rigorous testing programmes progressed standard filtration to a new market levels. New superior performing technology was developed and extensive field testing convinced customers of product reliability. Walker Filtration Ltd, established in 1983, made a number of changes to filter components, including working with fibre media suppliers to optimise the balance between filtration and performance. Mechanisms to improve oil removal efficiency and increase resistance to the aggressive environments the filters operate in were also developed. Walker Filtration designs, manufactures and exports a wide range of high efficiency filtration and drying solutions for compressed air, gas and vacuum, suitable for a wide range of industrial applications.

.....

GT Culpitt & Sons Ltd t/a Culpitt Ltd & Sugarfayre Ltd

Jubilee Industrial Estate
Ashington
Northumberland
NE63 8UQ

Website: www.culpitt.com
Employees: **231**
Immediate Parent: **GT Culpitt & Sons (Holdings),
United Kingdom**
Managing Director: **Mr Tom Wylie**
Press Contact: **Tom Wylie**
Tel: **+44(0)1670 814545**
Email: tom.wylie@culpitt.com

GT Culpitt and Sons Ltd t/a Culpitt Ltd and Sugarfayre Ltd is a substantial local employer with 230 staff and wins the Queen's Award for International Trade for outstanding growth in international sales over the last three years. Established in 1931, the company is a leading manufacturer and supplier of bespoke edible cake decorations to all major bakeries and previously won this award in 2012. During the three-year period of the Award, there was almost 40% increase in overseas sales and the company invested in the development of the manufacturing facility to help serve better the US market and to improve efficiency. Staff were also recruited and skills developed in food technology, export administration, technical support and sales to support the export operation. With the European strategy working well a different approach was adopted to suit the US market that increased footfall in stores and raised awareness to new distributors. As a result their US market almost quadrupled in the period.

.....

Alpha Biolaboratories Legal Ltd t/a AlphaBiolabs

**14 Webster Court
Carina Park
Warrington
Cheshire
WA5 8DP**

Website: www.alphabiolabs.co.uk
Employees: **27**
Immediate Parent: **N/A**
Managing Director: **Rachel Davenport**
Press Contact: **Rachel Davenport**
Tel: **+44(0)8455 050001**
Email: rdavenport@alphabiolabs.com

Alpha Biolaboratories International Ltd t/a AlphaBiolabs wins their first Queens Award for Innovation. AlphaBiolabs started trading in 2012 and is an accredited DNA Paternity, Drug and Alcohol Testing Laboratory, which provides testing to the legal profession, corporations and members of the public. The awarded innovation is a new laboratory process which dramatically reduces the cost and time of DNA analysis. The key technical advantage of the process is that AlphaBiolabs does not need to extract DNA and can move directly to the amplification step. The results can be used as a legally defensible test or a test for information purposes only. Providing next-day, legally-submissible DNA testing information ensures that the service can meet strict court deadlines and has contributed to growth in both sales and staff numbers for the company.

.....

Aqua Fabrications Ltd

**Belmont House
Garnett Place
Skelmersdale
Lancashire
WN8 9UB**

Website: www.aquafab.co.uk
Employees: **40**
Immediate Parent: **N/A**
Managing Director: **Lynda Smith**
Press Contact: **Stuart Smith**
Tel: **+44(0)169 551933**
Email: stuart@aquafab.co.uk

Aqua Fabrications Ltd receive an innovation award for their innovation in rail drainage systems. The Derby glass reinforced plastic produce replaces a previous product manufactured in concrete. The product is a modular ring construction to line a catch pit, which is part of the drainage system on the railway. The new material and design reduce the weight of the component from 74kg to 16kg. This weight reduction has a significant effect on reducing the risk of injuries due to manual handling when the product is being installed. There is also the benefit of reducing the time and staffing requirement for installation. Additional benefits have been the increased efficiencies in manufacture, improved performance and reduced damage in transit and handling. The company was established in 1988 and the innovation has contributed to its growth over the last two years.

.....

Communications Plus Ltd t/a O2

**Comms House
167a Ormskirk Road
Rainford
Merseyside
WA11 8HR**

Website: <http://www.commsplusltd.com/>
Employees: **161**
Immediate Parent: **N/A**
Managing Director: **Mr Steve Roberts**
Press Contact: **Rachael Parry-Jones**
Tel: **+44(0)1744 412330**
Email: rachael.parry-jones@commsplusltd.com

Communications Plus Ltd wins an Innovation Award for developing a sales process, ENERGISE, an eight stage framework that drives all activity within the business. Communications Plus Ltd operates as an O2 sales franchise that was established in 2006 and has grown to 16 store outlets today. The framework was developed to address customer dissatisfaction with existing selling techniques and approaches. Communications Plus Ltd realised that 60% of people coming into a store are relatively clear about what they want but need some further advice and reassurance. ENERGISE focuses on this to ensure a sale is made. The ENERGISE framework allows Communications Plus Ltd to compete with online sales and to ensure their customers are receiving value for money.

.....

G and B North West Ltd

**Giants Hall Farm
Willow Road
Beech Hill
Wigan
Greater Manchester
WN6 8RY**

Website: <http://www.cureit.uk.com>
Employees: **50**
Immediate Parent: **N/A**
Managing Director: **Mr Roger Gill**
Press Contact: **Belinda Harris-Grave**
Tel: **+44(0)1942 518150**
Email: belinda@gandbnw.co.uk

G and B North West Ltd wins an Innovation Award for its Glass Reinforced Polyester (GRP) roofing system, Cure It. The company translated technology found in mould making and boat building and adapted it into a high performance GRP roofing system. Cure It replaces the traditional bitumen systems and can be installed by any competent tradesperson with minimal training. Cure It breaks down the components of a roof into user-friendly parts of complimentary sizes that allow complexity in a compact form. For the industry it provides versatile roofing options and removes the need for hot works liability insurance required for bitumen roofs. The applicant (established in 1984) has also innovated its business model by streamlining communications between departments, reviewing the entire product cycle and expanding an after sales support team.

.....

Home Instead Senior Care

**Unit 2
Walnut Tree Business Centre
Walnut Tree Farm
Lower Stretton
Warrington
Cheshire
WA4 4PG**

Website: www.homeinstead.co.uk
Employees: **40**
Immediate Parent: **N/A**
Founder and CEO: **Mr Trevor Brocklebank**
Press Contact: **Michelle Begley**
Tel: **+44(0)1925 730273**
Email: michelle.begley@homeinstead.co.uk

Home Instead Senior Care wins an Innovation Award for introducing a new privately-funded home-based social care model to the UK. This addresses a growing demand from an increasing elderly population at a time when aspects of Local Authority funded care are reported as inadequate. Home Instead Senior Care is a franchise operation focusing on care of the elderly and is privately funded by the recipients of care. The innovative aspect is the type of care given, which includes the social well-being of the person. To enable this, the minimum visit is one hour, normally with the same care giver, who is chosen for the client based on shared interests. The service includes light housework, accompanying clients to social activities and medical appointments. This differentiates the service from care provided by Local Authorities where pressure of funding has led to short visits focussed on specific tasks. The applicant started trading in 2005. This is its first Queen's Award.

.....

Inciner8 Limited

**Unit 2
Canning Road Industrial Estate
Canning Road
Southport
Merseyside
PR9 7SN**

Website: www.inciner8.com
Employees: **16**
Immediate Parent: **Inciner8 Holdings Limited,
United Kingdom**
Chairman and Founder: **Mr Vincent Ferguson**
Press Contact: **Tony Dodson**
Tel: **+44(0)1704 884020**
Email: tony@inciner8.com

Inciner8 Ltd wins an Innovation Award for its containerised incinerator with a waste to energy capability. Inciner8 Ltd (established in 2003) has adapted its standard container-based incinerator to use the waste energy produced to provide heat and hot water in camps formed in response to natural disasters, disease outbreaks or conflict. To capture and convert waste to heat the incinerators use a two stage process to burn waste efficiently and then captures part of the energy with a heat exchanger. This can then be used to heat water. In camps with large numbers of people living in close proximity, sanitation and hygiene is a key issue and hot water is a high priority. The company identified that fuel is a rare resource and waste management an issue in these camps and adapted their technology to meet these needs. One of only six double winners for the Queen's Awards this year.

.....

Mettler Toledo Safeline Limited

Montford Street
Salford
Greater Manchester
M50 2XD

Website: www.mt.com
Employees: **268**
Immediate Parent: **Mettler Toledo Group, Switzerland**
Managing Director: **Mr Alan Purvis**
Press Contact: **Jonathan Richards**
Tel: **+44(0)161 8751003**
Email: jonathan.richards@mt.com

Mettler Toledo Safeline Ltd wins an Innovation Award for developing a line of advanced metal detection products. The applicant started trading in 1988 serving the food and pharmaceutical industries with detectors to prevent small pieces of metal finding their way into the food chain. The industry standard is to use detectors tuned to a single radio frequency, the applicant has developed signal generation and processing techniques to deploy variable and dual-simultaneous frequency detectors. The development effort to achieve this has been significant with five granted patents and five further disclosures going through the patenting process. The company has close collaboration with University of Manchester Electromagnetic Tomography Engineering Department, sponsoring several PhDs to underpin its technology. The new devices have 50% improved detection capabilities and use of these improved detectors allows customers to maintain standards while avoiding inefficient and costly false positive readings. The company was awarded in the International Trade category in 2012.

.....

Mobysoft Ltd

Manchester One
5th Floor
53 Portland Street
Manchester
M1 3LD

Website: www.mobyssoft.com
Employees: **35**
Immediate Parent: **N/A**
CEO: **Mr Derek Steele**
Press Contact: **Adrian Mills**
Tel: **+44(0)161 9742030**
Email: adrian.mills@mobyssoft.com

Mobysoft Ltd wins an Innovation Award for development of a software application to help Social Landlords (SL) reduce and prevent costly rent arrears from their tenants. The applicant's predictive algorithm audits a SL's tenant records to identify the most at risk individuals, in terms of missing future payments, and then prioritises them in order for the income team. Many landlords have tens of thousands of properties and the income team's task is to communicate, arrange and collect payments from tenants which can be a huge job. This provides savings to the clients and streamlines the income team's work. The software has proved effective and allowed Mobyssoft (established in 2002) to grow rapidly over the last two years.

.....

Powder Systems Limited (PSL)

8 Estuary Bank
Estuary Business Park
Liverpool
Merseyside
L24 8RG

Website: www.powdersystems.com
Employees: **53**
Immediate Parent: **N/A**
Managing Director: **Ms Amanda Pitcher**
Press Contact: **Camille Flores-Kilfoyle**
Tel: **+44(0)1514 487741**
Email: camille.flores@powdersystems.com

Powder Systems Ltd wins an Innovation Award for developing an efficient manufacturing process for microspheres of uniform size and distribution used in drug delivery. The applicant started trading in 1989 and is an international manufacturer of filtration, drying and containment solutions. Polymeric microspheres are used as time-released capsules in injectable drugs with a wide range of potential applications from vaccines, hormones, anti-cancer drugs to diabetes treatment. A non-uniform microsphere mix would make the drug less effective. The applicant has developed a machine that can efficiently produce sterile, uniform beads of the right size. The process incorporates a number of steps into a single machine that can scale from small to full commercial production sizes. The machine utilises 98.7% of the pharmaceutical product, which is very important to manufacturers as every gram of product can be valued at several thousands of dollars. One of only six double winners for the Queen's Awards this year.

.....

Sherwin-Williams Protective & Marine Coatings

Tower Works
Kestor Street
Bolton
Greater Manchester
BL2 2AL

Website: www.sherwin-williams.com/protectiveemea
Employees: **245**
Immediate Parent: **W&J Leigh & Co. Ltd, United Kingdom**
Managing Director: **Mr Ian Walker**
Press Contact: **Nick Ball**
Tel: **+44(0)1204 521771**
Email: nick.ball@sherwin.com

Sherwin-Williams Protective & Marine Coatings wins an Innovation Award for developing an industrial coating, which is used to prevent corrosion on a wide variety of steel structures across marine, energy and infrastructure (road-rail bridges) sectors. Sherwin-Williams Protective & Marine Coatings has developed an industrial coating that is surface, humidity and low temperature tolerant. This is the first product on the market that combines all three of these attributes. The formulation was based on an existing product range that required reformulation with curing agents able to function at 0 degrees centigrade and making it more user friendly (low VOC). The product was designed to meet needs of the offshore industry where harsh winter conditions reduce the painting season and for the UK rail industry to support infrastructure projects. The product has performed well with unit sales up nearly three-fold over the past two years.

.....

Anari Ltd

The Stables
Gawsworth Business Court
Shellow Lane
North Rode
Congleton
Cheshire
CW12 2NX

Website: www.anari.com
Employees: **13.9**
Immediate Parent: **N/A**
Managing Director: **Mr Nigel Dowden**
Press Contact: **Nigel Dowden**
Tel: **+44(0)1613 410075**
Email: nigel.dowden@anari.co.uk

Anari Ltd, established in 2006, is a software and services business which develops and delivers solutions that assist airlines with reducing costs and increasing booking quality. It has developed an innovative 'revenue integrity' (RI) solution referred to as IRIS which checks airline bookings for issues such as duplicate flights or connection time violations. The solution was first implemented at airBaltic (in Latvia) in May 2011, and is now operational at Fiji Airways, Kenya Airways, Qantas Airways, Biman Bangladesh and Aeroflot. Over the last three years overseas sales have grown by 637% with the percentage of sales exported rising to 82% adding customers in 5 new countries in 3 new regions. Anari has demonstrated that by identifying a market demand and gap then creating a unique solution it is possible to enter and compete in a tough international market. The company wins the Queen's Award for International Trade for outstanding growth in overseas sales over the last three years.

.....

Bibby Maritime Limited

105 Duke Street
Liverpool
Merseyside
L1 5JQ

Website: www.bibbymaritime.com
Employees: **15**
Immediate Parent: **Bibby Line Group, United Kingdom**
Managing Director: **Mr Jon Osborne**
Press Contact: **Callum Stone**
Tel: **+44(0)151 7941031**
Email: callum.stone@bibbymaritime.com

Bibby Maritime Ltd started trading in 1983 and provides floating accommodation to major projects around the world. The vessels are easily towed from contract to contract with no negative legacy issues or footprint to show that hundreds of people once lived in the location. The company has invested over £20m in the fleet over the last four years moving from being a value, no frills operator, to being a service provider for clients wanting budget hotel type comfort. They have also established themselves in the Australian market, which has grown from 0% of revenues in 2010 to 75% in 2014. During this time overseas sales have grown from £19m to £33m, an overall growth of 73%. Bibby Maritime win the Queen's Award for International Trade for its outstanding growth in overseas sales over the past three years.

.....

Crawford Healthcare Ltd

King Edward Court
King Edward Road
Knutsford
Cheshire
WA16 0BE

Website: www.crawfordhealthcare.com
Employees: **93**
Immediate Parent: **N/A**
CEO: **Mr Richard Anderson**
Press Contact: **Tim Wood**
Tel: **+44(0)161 2361352**
Email: timw@thisismc2.com

Crawford Healthcare Ltd. was established as a small family business in 1999 and became the subject of a management buy-out in 2009. The company manufactures advanced wound care products at its state of the art facilities in the UK and has been involved in 15 acquisition deals over five years, helping it to develop and commercialise innovation in the treatment of wounds, and to increase its footprint in the company's two overseas markets of Germany and the USA. The company recognises the different cultures and practices in these markets by employing local people, developing products specific to the market, and by focusing on the right people within potential client companies. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years. During this period it has also grown its total sales by 75% and more than doubled its workforce.

.....

Delamere Dairy Ltd

**Yew Tree Farm
Bexton Lane
Knutsford
Cheshire
WA16 9BH**

Website: www.delameredairy.co.uk
Employees: **23**
Immediate Parent: **N/A**
Owner & Managing Director: **Mr Ed Salt**
Press Contact: **Emma Kirkham**
Tel: **+44(0)1565 632422**
Email: emma@delameredairy.co.uk

Delamere Dairy Ltd. was established in 1985 to produce a range of goats' and cows' milk products, which the company sells using its own and customer brands. Delamere Dairy started exporting over 20 years ago but only recently began to seriously pursue export opportunities. The company now sells to 18 countries in the Far and Middle East, Europe and North America, with China being its most successful market following the recognition of a particular opportunity for long-life milk. The company now has its own offices in Hong Kong and Belgium and it also exports through UK consolidators. Multi-lingual staff are employed using market-dedicated web sites and marketing materials to promote its products locally. Delamere wins the Queen's Award for International Trade for outstanding growth over the last three years.

.....

Elegant Address South of France

**Third Floor
2 White Friars
Chester
Cheshire
CH1 1NZ**

Website: <http://www.elegant-address.com/>
Employees: **9**
Immediate Parent: **Elegant Address Luxury Property Group, United Kingdom**
Managing Director and Founder: **Ms Suzan Thompson**
Press Contact: **Tally Thompson**
Tel: **+44(0)1244 629963**
Email: tally@elegant-address.com

Elegant Address South of France was founded in 2004, after identifying a gap in the market for a luxury, bespoke property consultancy in the South of France that bridged the gap between an estate agent and a travel agency to offer the highest level of rental and sales properties with unsurpassed specialist service and knowledge. Operating at the top end of the market, targeting the top 5% of wealth in the World, quality service is key, together with real understanding of both the market conditions, cultures and clients lifestyle requirements. Elegant Address South of France provides their services globally with their top international markets including USA and Saudi Arabia as well as European client base from Belgium, Ireland and Latvia. Elegant Address South of France win the Queen's Award for International Trade for outstanding sales growth of 133% over the last three years.

.....

Fairbanks Environmental Limited

**The Technology Management Centre
Moss Lane View Skelmersdale
Lancashire
WN8 9TN**

Website: www.fairbanksglobal.com
Employees: **162**
Immediate Parent: **N/A**
Managing Director: **Mr Bob Conlin**
Press Contact: **Gareth Jenkins**
Tel: **+44(0)1695 52175**
Email: garethjenkins@fairbanks.co.uk

Fairbanks began trading in 1996 and now provides fuel management solutions using real time analysis software to over 13,000 sites on contract in 35 countries. The company researched its existing markets working with a French manufacturer of fuel dispensers, in order to better understand market demands. In new markets it focussed on the major oil companies. Differences in requirements enabled the company to tailor its offer to better meet client needs. Japan, for example, required the Japanese language to be used, which is unusual in an industry that speaks English. Lessons learned here have helped the company with other non-English speaking countries. Hardware changes have also been required due to the increasing number of different types of equipment. Overseas sales have grown by 350% in three years, for which outstanding achievement Fairbanks wins the Queen's Award for International Trade.

.....

GA Pet Food Partners

**The Albert Suite
Unit 2 - Revolution Avenue
Chorley Lancashire
PR7 7DW**

Website: www.ga-petfoodpartners.co.uk
Employees: **248**
Immediate Parent: **N/A**
Chairman: **Mr Roger Bracewell**
Press Contact: **Georgina Bracewell**
Tel: **+44(0)7866 314821**
Email: Georgina.bracewell@ga-petfoodpartners.co.uk

GA Pet Food Partners started its business in 1993 to process wheat from the family farm into dry pet food. The company now makes 500 different types of dry extruded food catering for dogs, cats, fish and small animals, which are sold to over 1,200 customers around the world. Products are manufactured and packaged to the client's requirements and under their own labels. The company focuses on technological innovation, which has allowed it to use more fresh ingredients than any other manufacturer. It also emphasises quality and integrity with onsite laboratories to ensure food safety. Export sales have grown over the last three years by 49% or by over £8 million with the number of UK employees growing from 154 to 248. For the first time GA Pet Food Partners wins the Queen's Award for International Trade in recognition of its outstanding success.

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Genesys International Ltd

**3A Aston Way
Middlewich
Cheshire
KT19 8RG**

Website: www.genesysro.com
Employees: **9**
Immediate Parent: **N/A**
Managing Director: **Mr Stephen Chesters**
Press Contact: **Steve Chesters**
Tel: **+44(0)1372 741881**
Email: schesters@genesysro.com

Twice a previous winner of the Queens Award for International Trade in 2005 and 2011, Genesys International Ltd. started trading in 2001 to manufacture and distribute antiscalant and cleaning chemicals for use in the water treatment and desalination markets. Overseas sales have doubled to £5 million over the last six years and continue to represent more than 90% of total sales. Its top markets include Peru, North America, the UAE, Spain, Oman and Saudi Arabia with all its markets being served by a network of over 60 worldwide distributors. The company has recruited no less than 30 new distributors over the last six years. Continuous research, new product development and technical excellence have contributed to the company's success. Genesys International Ltd. once more wins the Queen's award for International Trade in recognition of its continuous achievement in the overseas markets.

.....

GGR Group Ltd

**Presentation House
Broadgate
Broadway Business Park
Chadderton
Oldham
Lancashire
OL9 0JA**

Website: www.ggrgroup.com
Employees: **115**
Immediate Parent: **N/A**
CEO: **Mr Graeme Riley**
Press Contact: **David Sudworth**
Tel: **+44(0)1616 832580**
Email: david.sudworth@ggrgroup.com

GGR Group wins the Queen's Award for International Trade for Outstanding Achievement Award by using the successful business model of purchasing products from Japan, adapting them for the European market and selling them on through a network of 27 dealers across Europe and the Middle East. Established in 1995, GGR Group is Europe's leading supplier of vacuum handling equipment, compact pick and carry cranes, UNIC mini-spider cranes and restricted access lifting machinery for sale or hire. The company has seen steady growth in overseas sales, which has almost doubled in the three year period of the Award and accounts for 25% of total turnover. There has been steady growth in staff numbers from 95 to 115, bringing gross value added to the UK economy and net profits almost doubling in the period. GGR Group is not standing still and has international growth ambitions by capitalising on the existing dealer network by expanding into Russia, South America and Africa.

.....

ICC Solutions Limited

**St James Business Centre
Warrington
Cheshire
WA4 6PS**

Website: www.iccsolutions.com
Employees: **27**
Immediate Parent: **N/A**
CEO: **Mr Dave Maisey None**
Press Contact: **Dave Maisey**
Tel: **+44(0)7767 457818**
Email: dave.maisey@iccsolutions.com

Founded in 1996, ICC Solutions Limited's objective is to provide effective and comprehensive software based test tools and associated services to facilitate the most efficient Chip and PIN certificates with global payment associations. This company is very profitable, taking its technology into a highly competitive sector and delivering market share. With continuing growth beyond its 2012 Queen's Award for Trade and Innovation, the company again wins the Queen's Award for International Trade. One of its major targets is to ensure it has complete penetration of the United States market, which recently started their Chip and PIN migration and should offer ICC Solutions Ltd exponential growth. Working with the second largest merchant acquirer in the United States and investing heavily in Research and Development, the company will ensure that its test tool comprehensively implements the necessary functionality. It is a dynamic business, responding within the shortest possible time to changes in the technical specification and associated test plans.

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Inciner8 Limited

**Unit 2
Canning Road Industrial Estate
Canning Road
Southport
Merseyside
PR9 7SN**

Website: www.inciner8.com
Employees: **16**
Immediate Parent: **Inciner8 Holdings Limited,
United Kingdom**
Founder: **Mr Vincent Ferguson**
Press Contact: **Tony Dodson**
Tel: **+44(0)1704 884020**
Email: tony@inciner8.com

Inciner8 Limited began trading in 2003 and is engaged in the design, manufacture, sale and installation of industrial incinerators for medical waste, animal by-products and general municipal waste. Since starting the company has grown to over £5m turnover with the majority as overseas earnings from 145 countries. It wins the Queen's Award for International Trade for its outstanding growth in overseas sales over the past three years. The company has strong ambitions to become the World leader in clean environment incineration solutions and the fastest growing provider of knowledge and products in the waste management sector. The company's growth strategy was developed through close collaboration with key partners such as international charities, aid organisations and the United Nations. There is a constant challenge from changing legislation and tightening regulations, however this is treated as an opportunity to improve its products and to differentiate them from the competition. One of only six double winners for the Queen's Awards this year.

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Inclusive Technology Ltd

**Riverside Court
Huddersfield Road
Delph
Oldham
Greater Manchester
OL3 5FZ**

Website: www.inclusive.co.uk, www.HelpKidzLearn.com
Employees: **24**
Immediate Parent: **N/A**
Founder, CEO: **Mr Martin Littler FRSA**
Press Contact: **Martin Littler**
Tel: **+44(0)1457 818790**
Email: martin@inclusive.co.uk

Founded in 1998 Inclusive Technology Ltd provides IT resources that help learners with complex and more severe special needs and disabilities to communicate, learn and live a full and independent life. The company develops accessible software aimed at children who perhaps can only make a single voluntary movement or sound and they provide alternative keyboards, joysticks, rollerballs, switches, touch screens and eye-gaze technology that learners may need. They believe their biggest competitor is ignorance of the wealth of resources that can transform the learning experience. Recently the company has evolved to meet the demands of changing technology brought about by the advent of tablets and the online delivery of their HelpKidzLearn software as a service. Through investment, new product development, and a focused strategy the business has become stronger with a £4m turnover, 28% of which is from overseas and profits more than doubled, winning the Queen's Award for International Trade.

.....

IPEC Limited

**Rutherford House
Manchester Science Park
Manchester
Lancashire
M15 6SZ**

Website: www.ipec.co.uk
Employees: **16**
Immediate Parent: **N/A**
Managing Director: **Dr Colin Smith**
Press Contact: **Francine Turner Gros**
Tel: **+44(0)1612 260045**
Email: frankie.turner@ipec.co.uk

Established 20 years ago as a spinout from the University of Manchester, a gap in the market was seen for test equipment of medium and high voltage electrical plant using On-line Partial Discharge testing and monitoring equipment. In the last three years, earnings from overseas have grown dramatically and the percentage of sales exported reached 87%. With over 200% growth in international earnings the company wins the Queen's Award for International Trade. Its Mission is "Bringing expertise and market leading products and services to the power industry by listening to customers' needs and creating innovative, quality, technical solutions that are sustainable, reliable and long-term". Both utility and industrial clients use its monitor for permanent installations on over 3,500 high voltage assets worldwide. IPEC Ltd gives distributors all the tools needed to grow interest in existing and potential territories including demo products, promotional material and any other technical support required, whilst responding to market and environmental demands.

.....

Linemark UK Limited

**Unit 1-3
Riverside Business Park
Holme Lane
Rawtenstall
Lancashire
BB4 6JB**

Website: www.linemarkgroup.com
Employees: **41**
Immediate Parent: **N/A**
Joint Managing Director: **Mr Antony Holt**
Press Contact: **Tony Holt**
Tel: **+44(0)7734 193672**
Email: tony.holt@linemark.co.uk

Linemark UK Limited was established in 1995 and supplies line-marking paint products and machines to major international stadiums, and golf courses. The company won the Queen's Award for Innovation in 2011. The company's export strategy is based on investment in market research, identifying and educating distributors, and market specific product development. Currently the company exports to 34 countries with a single distributor for each of its main markets in USA, Australia, South Africa, Denmark and France. Overseas sales have grown by over 80% over the last three years with an increase in UK employees and overall sales. The proportion of sales exported has increased to 29% of total sales. It wins the Queen's Award for International Trade for outstanding growth in overseas sales over the last three years.

.....

LPW Technology Ltd

**16 Berkeley Court
Manor Park
Runcorn
Cheshire
WA7 1TQ**

Website: www.lpwtechnology.com
Employees: **37**
Immediate Parent: **N/A**
Managing Director: **Dr Phil Carroll**
Press Contact: **Carole Garrett**
Tel: **+44(0)7811 393221**
Email: Carole.Garrett@lpwtechnology.com

LPW Technology Ltd began trading in 2007 supplies metal powders and powder solutions used in 3D printing. In 2015 a wholly owned subsidiary was established in USA, the company's largest export market, with other major sales in Germany, Italy and Japan. The company's strategy for European and American markets is to sell through strong relationships with the providers of 3D printing equipment, with Europe served by the UK office, and North and South America through the USA office. Asian markets are approached through resellers. Overseas sales have grown by over 300% during the last three years with an increase in UK employees and overall sales. The proportion of sales exported has increased to 70% of total sales. It wins the Queen's Award for International Trade for outstanding growth in overseas sales over the last three years.

.....

Mobica

**Crown House
Manchester Road
Wilmslow
Cheshire
SK9 1BH**

Website: www.mobica.com
Employees: **631**
Immediate Parent: **N/A**
Founder: **Mr Nick Stammers**
Press Contact: **Damian Leonard**
Tel: **+44 (0)1625 446140**
Email: damian.leonard@mobica.com

Mobica was formed in 2004 and provides software development, consultancy and testing to large technology companies in a variety of sectors. The company has headquarters in the United Kingdom and United States of America, focusing on Western Europe and North America. Rather than outsource to India or the Far East, the company chose to base engineers locally to its customers with centres in Poland and Mexico. Overseas sales have grown by over 100% over the last three years with an increase in UK employees, profitability and overall sales. The proportion of sales exported is now 66% of total sales. It wins the Queen's Award for International Trade for outstanding growth in overseas sales over the last three years.

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Northern Drives & Controls Ltd

**Unit 1a
Clarke Industrial Estate
St Modwen Road
Manchester
Lancashire
M32 0ZF**

Website: www.elevator-drives.com
Employees: **36**
Immediate Parent: **N/A**
Managing Director: **Mr David Griffin**
Press Contact: **David Griffin**
Tel: **+44(0)161 8656161**
Email: dgriffin@cpm-uk.com

Established in 1995, Northern Drives and Controls Ltd has won the Queen's Award for International Trade for outstanding overseas sales growth over three years. The company specialises in the reverse manufacture of variable speed drives (VSDs) for elevators and repairs and re-manufactures VSDs. It is now the world leader in its field. Northern Drives and Controls put an international strategy in place in 2012 and now have over 700 clients in over 40 markets worldwide. It provides a service that is both niche and unique, built on technical excellence and customer service. Exports have grown year on year over the three years by a total of 764%.

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Powder Systems Limited (PSL)

**Estuary Business Park
8 Estuary Bank
Liverpool
Merseyside
L24 8RG**

Website: www.powdersystems.com
Employees: **53**
Immediate Parent: **N/A**
Managing Director: **Ms Amanda Pitcher**
Press Contact: **Camille Flores-Kilfoyle**
Tel: **+44(0)1514 487741**
Email: camille.flores@powdersystems.com

Powder Systems Ltd, international manufacturer of filtration, drying and containment solutions for the pharmaceutical industry, established in 1989, has won the Queen's Award for International Trade for outstanding growth in overseas sales over three years. Originally a turnkey engineering provider, a range of product innovations in 2010 enabled the company to move to being a product based manufacturer. Products were specifically designed to address global market demands and overseas sales account for over 90% of total turnover. Traditional markets in Europe and the USA remain strong but over the last three years business has expanded into India, Latin America, Australia, China and SE Asia. Exports have grown by over 40% over three years. One of only six double winners for the Queen's Awards this year.

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RealityMine

**Warren Bruce Court
Warren Bruce Road
Manchester
M17 1LB**

Website: www.realitymine.com
Employees: **35**
Immediate Parent: **N/A**
Co-Founder, Chief Executive Officer: **Mr Garry Partington**
Press Contact: **Bill Daddi**
Tel: **+44(0)1646 3701341**
Email: bill@daddibrand.com

Established in 2012, RealityMine is a technology company that develops solutions for collecting behavioural data which provide clients with consumer insights in 25 markets worldwide and it has won the Queen's Award for International Trade for outstanding growth in overseas sales over three years. The company's data collection tools, which measure activity through a range of devices, provide a comprehensive view of individual consumer behaviour with a complete picture of consumption, behaviour and context, enabling clients to formulate future strategy on advertising spend, marketing plans and product development. International sales have grown by over 2000% over three years and now account for over 90% of total turnover.

.....

Regatta Limited

**Basecamp
Mercury Way
Urmston
Manchester
M41 7RR**

Website: www.regatta.com
Employees: **514**
Immediate Parent: **N/A**
Managing Director: **Mr Graham Rickard**
Press Contact: **Laurent Houlier**
Tel: **+44(0)7901 515269**
Email: lhoulier@regatta.com

Regatta Ltd, established in 1972, has won the Queen's Award for International Trade for outstanding growth in overseas sales over three years. Previous winners of the same Award in 2012 and 2013, the company produces a range of outdoor clothing, footwear, camping equipment, accessories and backpacks. It also has a separate brand focussing on snow sports. Originally all sales were wholesale but the company has moved on to retail and direct sales as well. A strategy of heavy investment in additional warehousing space and developing a new website and on line ordering/stock control to ensure guaranteed stock availability all year round has led to increased international sales over three years of over 20% which now account for over 40% of total turnover.

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RSK Group plc

**Spring Lodge
172 Chester Road
Helsby
Cheshire
WA6 0AR**

Website: www.rsk.co.uk
Employees: **815**
Immediate Parent: **N/A**
CEO: **Dr Alan Ryder**
Press Contact: **Garry Charnock**
Tel: **+44(0)7968 063624**
Email: gcharnock@rsk.co.uk

Established in 1989, RSK Group plc, the largest privately owned, multidisciplinary environmental consultancy in the UK, has won the Queen's Award for International Trade for outstanding growth in overseas sales over three years. Employing over 1,000 staff worldwide it provides a wide range of scientific and engineering consultancy services. Building on a reputation established in North sea gas development the business has expanded into major products across Europe and more recently into Russia and Turkey with a major presence also in Iraq. Total overseas sales over three years have grown by over 160% and now stand at 37% of total turnover.

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S+B UK Ltd

Labtec Street
Swinton
Manchester
M27 8SE

Website: www.splusb.co.uk
Employees: **49**
Immediate Parent: **N/A**
Managing Director: **Mr Mike Serridge**
Press Contact: **Mike Serridge**
Tel: **+44(0)1617 289333**
Email: mike_serridge@splusb.co.uk

Established in 2006, S+B UK Ltd, a designer, manufacturer and installer of educational and laboratory furniture, has won the Queen's Award for International Trade for outstanding growth in overseas sales over three years. Originally established by a Dutch company in the 1960's the present company was established by a management buyout in 2006. It provides a design, supply and installation service covering all laboratory furniture and fume cupboard needs for clients in education, pharmaceutical research, healthcare, utilities and industry. Since 2012 the business has moved into international markets developing a strategy to identify and target opportunities for all market sectors in particular large concentrations of British/International schools resulting in major projects in Europe, Middle East, Far East and the USA. More recently the company has penetrated the African market. International sales have grown by a total of over 700% over three years and now account for over 20% of total turnover.

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Sandon Global Engraving Technology Ltd

7 Boleyn Court
Manor Park
Runcorn
Cheshire
WA7 1SR

Website: www.sandonglobal.com
Employees: **32**
Immediate Parent: **N/A**
Managing Director: **Mr John Millington**
Press Contact: **Richard Millington**
Tel: **+44(0)7791 757068**
Email: richard.millington@sandonglobal.co.uk

Founded in 2004, Sandon Global Engineering Technology Ltd has won the Queen's Award for International Trade for continuous outstanding growth in overseas sales over six years. The company manufactures anilox sleeves and rolls for the flexographic print industry and gravure cylinders for the gravure print industry. Originally founded to fill a gap in the UK market, more recently the business has expanded into international markets and in 2015 were awarded the gold medal for Supplier of the Year by the international representative body for its industry. The company exports to Europe, Africa, India and the Middle East and international sales have grown over six years by a total of over 650% and now account for over 50% of total turnover.

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Slingco Ltd

Station Road
Whitworth
Lancashire
OL12 8LJ

Website: www.slingco.com
Employees: **55**
Immediate Parent: **Slingco Holdings Limited,
United Kingdom**
Managing Director: **Mr Nick Dykins**
Press Contact: **Frank Lawton**
Tel: **+44(0)1706 855558**
Email: frank@slingco.com

Established in 1980, Slingco Ltd. has three distinct divisions. Firstly "Rampspares" which supplies the UK Garage Workshop after-market with replacement parts for vehicle lifts. Secondly "Cablenet" a division that designs, manufactures and installs high level access nets from steel cable in theatres internationally. Finally its core business are products which make the installation and/or support of industrial cable & hose, easier and safer. The largest export market for Slingco is the USA which yields 93% of overseas sales, followed by Norway, Netherlands, Denmark and Australia. The company has targeted South America, Russia, Europe, and the Middle East as presenting the most immediate opportunities for sustained growth. Export sales have more than doubled in three years and now represent 70% of total sales. It wins the Queen's Award for International Trade for growth in overseas earnings of 126% over the last three years.

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Wheelwash Limited

**Pyms Lane
Crewe
Cheshire
CW1 3PJ**

Website: **www.wheelwash.com**
Employees: **19**
Immediate Parent: **N/A**
Managing Director: **Mr Ian Jolly**
Press Contact: **Mr Ian Jolly**
Tel: **+44(0)1270 214886**
Email: **ijolly@wheelwash.com**

Since 1990, Wheelwash Ltd. has been providing energy efficient and environmentally friendly wheel cleaning systems, which effectively prevent site vehicles and mobile plant spreading dirt and debris onto public roads. It designs and manufactures a large range of automatically operated, high performance wheel cleaning equipment, and is at the forefront of wheel wash design, incorporating many unique features. This makes their standard and bespoke systems highly effective, requiring low maintenance. All products are manufactured in the UK by skilled and trained fabricators, using high quality steel. The company has built on its initial focus on Europe and now has an established dealer / agent representation in numerous countries across the globe. It has seen growth of its international trade of 88% since 2013, in a very specialised market area, and it wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

.....

A.J. Power Limited

1 Charlestown Drive
Craigavon
Armagh
BT63 5GA

Website: www.ajpower.net
Employees: **90**
Immediate Parent: **N/A**
Managing Director: **Mr Ashley Pigott**
Press Contact: **Simon Ballentine**
Tel: **+353(0)2838 364032**
Email: sballentine@ajpower.net

Established in 2003, A.J. Power Ltd manufactures diesel generating sets and associated equipment in Craigavon, Co. Armagh. To compete with established players it offers its customers increased responsiveness supported by engineering innovation to create globally competitive products. It has also aligned itself with major brands enabling it to combine product skill-sets with distribution strength including Massey Ferguson and Scania. Its generating sets are operating in a wide variety of applications including villages in the Andes, airports in Scandinavia, construction sites in the Middle East, mines in Myanmar, and a hospital in New Zealand. It has sold products to 67 countries across five continents and over the last three years overseas sales have grown by 66%. The company wins the Queen's Award for International Trade for this outstanding performance. It has taken a tactical approach to growing in a market dominated by established players and has successfully built a rapidly growing business through innovation, service and focus.

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Devenish Nutrition International

Lagan House
19 Clarendon Road
Belfast
Antrim
BT1 3BG

Website: www.devenishnutrition.com
Employees: **8**
Immediate Parent: **Devenish Nutrition Ltd, United Kingdom**
Director of International Business: **Mr Ian Atterbury**
Press Contact: **Michelle Black**
Tel: **+353(0)2890 393837**
Email: m.black@morrowcommunications.com

Devenish Nutrition International began trading in June 2012 as the international arm of its parent company. Founded in 1952 as Devenish feeds, the company was bought in 1997 as a result of a management buyout and became Devenish Nutrition. The company provides nutritional solutions and expertise to the intensive livestock industry outside the UK, Ireland and the USA. Recognising its brand was not well known outside the UK it created a both on- and off-line awareness campaign. Markets are chosen following intensive research and assessment as to their potential, with each market divided into three product sub-sectors. The initial five target markets has grown to 20 where the company sells directly to single large organisations using a consultative approach. Devenish now has a base in eight countries and wins for the first time, the Queen's Award for International Trade for the outstanding growth in its overseas sales of 300% over the last three years.

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Liquid Gas Equipment Ltd t/a Babcock LGE Process

Young House
42 Discovery Terrace
Edinburgh
Midlothian
EH14 4AP

Website: www.babcockinternational.com
Employees: 80
Immediate Parent: **Babcock International Group PLC, United Kingdom**
Programme Director: **Mr Neale Campbell**
Press Contact: **Karen MacDonald**
Tel: **+44(0)7568 103242**
Email: Karen.Macdonald@babcockinternational.com

Liquid Gas Equipment Ltd (t/a Babcock LGE Process) wins an Innovation Award for their product the Vent Gas Cooler. Babcock LGE Process was founded in 1967 and operates in a specialist worldwide gas transportation and storage market. The Vent Gas Cooler is used on gas ships transporting liquefied gas, however some of the gases, particularly those derived from shale gas, are difficult to condense to liquid that could lead to storage consequences for safety and efficiency. The Vent Gas Cooler is an adaptation of standard compression based refrigeration technology that can handle such issues with improved efficiency and cost effectiveness. One of only six double winners for the Queen's Awards this year.

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M Squared Lasers Limited

West of Scotland Science Park
Venture Building Glasgow
G20 OSP

Website: www.m2lasers.com
Employees: 50
Immediate Parent: **N/A**
CEO and Founder: **Dr Graeme Malcolm OBE**
Press Contact: **George McIntosh**
Tel: **+44(0)20 7199 6192**
Email: george.mcintosh@wearesevenhills.com

M Squared Lasers Ltd receives an Innovation Award for development of an automated laser toolkit for the exploration of new phenomena in quantum and material sciences. In order for quantum scientists to generate accurate results a very pure laser light is required to probe materials and atoms. To address this issue the applicant (founded in 2006) has designed a laser that has a very pure optical profile over a range of frequencies. The innovation is delivering significant benefits for the scientific research community and enabling strategic UK scientific and economic developments in quantum technologies. This is the applicant's first Queen's Award.

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Peak Scientific Instruments Ltd

Fountain Crescent
Inchinnan Business Park
Inchinnan
Renfrewshire
PA4 PRE

Website: www.peakscientific.com
Employees: 213
Immediate Parent: **Peak Scientific Holdings Ltd, United Kingdom**
Managing Director: **Mr Robin MacGeachy**
Press Contact: **Mark Flanagan**
Tel: **+44(0)7741 264302**
Email: mflanagan@peakscientific.com

Peak Scientific Instruments Ltd receives an Innovation Award for the Peak Protected Complete Service Plan which guarantees an on-site engineer call-out anywhere in the world for their clients in hospitals, laboratories, oil rigs and at major international sporting events. The applicant started trading in 1997 and manufactures gas generators that are a more convenient alternative to bottled gas supplies. The introduction of a 72-hour commitment to provide a service engineer on-site worldwide is designed to overcome potential customers' hesitation to buy the product and encourage them to place their trust in the company. In order to implement this service the applicant had to overcome issues with availability of parts, language, transport and visas. The service has been successful for the company as potential customers are more likely to purchase the gas generators and this has led to rising sales and a new revenue stream. This is the company's sixth Queen's Award and they are one of only six double winners for the Queen's Awards this year.

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Procure Wizard Ltd

Bilston Glen Business Centre
6 Dryden Road
Loanhead
Edinburgh
Midlothian
EH20 9LZ

Website: www.procurewizard.com
Employees: **14**
Immediate Parent: **N/A**
Non-Executive Chairman: **Mr Alasdair Cameron**
Press Contact: **Lynn Jones**
Tel: **+44(0)844 8012009**
Email: lynn@procurewizard.com

Procure Wizard Ltd receives an Innovation Award for its procurement solution, which enables the hospitality industry to control and manage all elements of the procurement cycle from purchase to pay using both their local and national suppliers. This online platform incorporates many features, including: e-ordering, e-invoicing, menu costing, food flash and stock management tools all to help to control purchasing costs and streamline processes. The company was started in 2009 out of the founder's own experience of the challenge of keeping track of orders and operational budgets. In the hospitality industry telephone ordering and manual cross-checking of invoices is the standard procedure, this is costly and time consuming. The applicant's platform cuts these time costs and introduces other cost saving features such as price comparisons and reporting.

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Vascutek Limited

Newmains Avenue
Inchinnan
Renfrewshire
PA4 9RR

Website: www.vascutek.com
Employees: **692**
Immediate Parent: **N/A**
President & CEO: **Mr Paul Holbrook**
Press Contact: **Natalie Buxton, Weber Shandwick**
Tel: **+44(0)141 3330557**
Email: nbuxton@webershandwick.com

Vascutek Ltd has won the Queen's Award for Innovation for developing a device used to treat thoracic arch disease. One treatment option for a diseased thoracic aortic arch is a complicated procedure requiring two surgical operations several months apart. This is called the elephant trunk procedure and, although this was an improvement on previous surgical techniques, it was still problematic. Vascutek Ltd has invented a device, Thoraflex Hybrid, that enables the patient to be treated with one operation eliminating the need for a second traumatic procedure. It does this by resolving several distinct issues associated with this type of surgery including an innovative method to restore blood flow to the brain more rapidly and to reduce operating time. The key innovation is taking two surgical procedures and making them into one with a unique device which improves patient survival.

.....

Vegware Ltd

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

Website: www.vegware.com
Employees: **41.4**
Immediate Parent: **N/A**
Managing Director and Founder: **Mr Joe Frankel**
Press Contact: **Lucy Frankel**
Tel: **+44(0)330 2230400**
Email: comms@vegware.co.uk,
lucy.frankel@vegware.co.uk

Vegware Ltd wins an Innovation Award for a business model built around the manufacture of compostable packaging. The applicant, who founded the company in 2006, bases its business on the manufacture of biodegradable cutlery and plates designed to be recycled together with food waste. The business model built around manufacturing, adds value to the industry as it moves towards zero waste. The company has created the Food Waste Network that maps all UK food waste recycling services, offering a free service matchmaking any UK business with its ideal food waste recycling. The third pillar of the offering is Zero Waste Support, which combines in-house waste management expertise with communications and design services. Vegware Ltd researches, initiates, supports and promotes recycling initiatives to help boost recycling rates of all waste streams. In practice this means free bespoke bin signage, waste audits, step-by-step waste action plans, staff training, industry roundtables, and educational outreach.

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Alba Bioscience Limited (Trading as Quotient)

**Douglas House
Pentlands Science Park
Bush Loan
Penicuik
Mid Lothian
EH26 0PL**

Website: www.quotientbd.com
Employees: **183**
Immediate Parent: **Quotient Limited, Jersey**
Chairman and Chief Executive Office: **Mr Paul Cowan**
Press Contact: **Mr Paul Cowan**
Tel: **+41(0)79 1286908**
Email: Paul.Cowan@Quotientbd.com

Established in 2007, Alba Bioscience Limited, a wholly-owned subsidiary of Quotient Limited, is a commercial stage diagnostics company committed to reducing healthcare costs and improving patient care through the provision of innovative tests for blood grouping and serological disease screening, commonly referred to as transfusion diagnostics. It has focused on key areas of growth and investment including new product launches worldwide and expansion of market share, coupled with the continued investment in its staff and facilities. Over the past five years, Alba's strategy has been to address key international OEM Customers with high value-added products, and develop its commercial presence in the highly profitable U.S. market. The company wins the Queen's Award for International Trade for its continuous growth over the last six years with overseas sales growing by 290% and the percentage exported also growing from 57% to 94% of revenues. It has built its market consistently over the last 6 years, whilst making major investments in R&D, market development, and manufacturing capability.

.....

Entier Limited

**The Olive House Endeavour Drive
Arnhall Industrial Estate
Aberdeen
Aberdeenshire
AB32 6UF**

Website: www.entier-services.com
Employees: **391**
Immediate Parent: **N/A**
CEO: **Mr Peter Bruce**
Press Contact: **Colin Henry**
Tel: **+44(0)1224 356047**
Email: colin.henry@entier-services.com

Entier Ltd. commenced trading in 2008 as an independent catering and hotel service provider to the on- and offshore oil and gas industry. It operates 35 offshore units in 23 countries with registered companies in Singapore, Houston, Nova Scotia, Newfoundland and Australia. The business has manned offices in the UK, Houston and Perth. Sales are mostly to the Americas, Asia-Pacific and West Africa with a growing presence in western Australia. The company strap line "the local, global food company" differentiates itself from its competitors. This means sourcing both produce and staff locally to work with their fully trained Filipino staff. Employee numbers in the UK grew from 136 to 391 in three years alongside an increase in export to total sales from 16% to 35%. Entier Ltd wins the Queen's award for International Trade for its outstanding growth in overseas sales of 167% over the last three years.

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FAO27 Ltd

**Caledonian House
High Street
Dingwall
Ross-shire
IV15 9RY**

Website: www.fao27.com
Employees: **2**
Immediate Parent: **N/A**
Managing Director: **Mrs Anne Moseley**
Press Contact: **Jenny Macpherson**
Tel: **+44(0)7900 917143**
Email: jenny.macpherson@platformpr.co.uk

Founded in 2009 as Intersea Food Scotland, the company was rebranded in 2013 as FAO27 Ltd after the grid reference for the North Sea fishing sector. The company operates from the Highlands of Scotland and has sales representation in France. It acts as the export department for a number of Scottish seafood family businesses and fishermen that would find it difficult to export directly themselves. Scottish whitefish, salmon and shellfish are sold to retailers, wholesalers, fishmongers, restaurants and independent stores across Europe, with their main markets being France, Italy and Luxembourg. The nature of the business requires the company to consider not only its own core strategy, but also the needs of its supply partners as fishing, demand and other factors change. During the last three years the company was exclusively export focused, doubled its number of employees, and grew sales by almost 170%. For this outstanding achievement FAO27 Ltd wins the Queen's Award for International Trade.

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Flowline Specialists Limited

**Barra House
Colpy Way
Colpy Road Industrial Estate
Oldmeldrum
Aberdeenshire
AB51 0BZ**

Website: www.flowlinespecialists.com
Employees: **55**
Immediate Parent: **N/A**
Chief Executive Officer: **Mr Jim Smith**
Press Contact: **Ian McLaren**
Tel: **+44(0)1224 452176**
Email: ian@charlieinnes.com

Flowline Specialists Ltd, established in 2001, designs, engineers and manufactures a range of equipment to handle flexible pipes, umbilicals and cables on and offshore for the global oil and gas, subsea and renewables industries. Originally formed to serve the North Sea industry, it has since created operational bases in Norway, Singapore and Dubai, and also has a presence in the Netherlands. The company has worked in 14 countries in Europe, Scandinavia, Russia, the Far East and Africa. Europe, the largest market, accounting for around half of all exports in the year to end 31st March 2015. The company has continually invested in major new assets, which has allowed it to undertake significantly larger projects, aiding its growth. In the past six years, overseas sales have grown by 2,600% to represent 55% of total sales, and UK staff numbers have grown from just eight to 55. Flowline Specialists Ltd wins the Queen's Award for International Trade in recognition of this outstanding continuous growth in overseas sales.

HCS Control Systems Ltd

**Unit V2
Viewfield Industrial Estate
Glenrothes
Fife
KY6 2QX**

Website: www.hcs-control-systems.com
Employees: **82**
Immediate Parent: **N/A**
CEO: **Mr Brett Lestrangle**
Press Contact: **Brett Lestrangle**
Tel: **+44(0)7927 481520**
Email: brettlestrange@hcsctl.com

HCS Control Systems Ltd has grown the business in a relatively short space of time by proactively targeting its customers, making them aware of its products and services, modifying them accordingly, and creating alliances where necessary. With overseas earnings doubling and representing more than 60% of overall income, the company wins the Queen's Award for International Trade for this outstanding performance. Formed in 1998 it supplies high quality electrical and hydraulic equipment to the oil and gas sectors, primarily in the UK and West Africa and has now expanded into 25 countries including the United States, Middle East and Asia. Its products and services now include umbilical reelers, hydraulic power units, subsea equipment, spares, manpower, specialist welders and rental equipment. With only a limited market of 40 companies, HCS Controls Systems Ltd has focused on growing its contact list and developing key relationships, prioritising the United States and Norway.

HRH Limited t/a HRH Geology

**19 Silverburn Place
Bridge of Don
Aberdeen
Aberdeenshire
AB23 8EG**

Website: www.hrhgeology.com
Employees: **99**
Immediate Parent: **N/A**
Executive Chairman: **Mr David Harrison**
Press Contact: **Emma Scott**
Tel: **+44(0)1224 347070**
Email: emma.scott@hrhgeology.com

HRH Limited t/a HRH Geology is working in one of the hardest hit sectors in the last couple of years. Formed in 1989, over 60% of the business is well operation, with the provision of geologists and advanced spectrometry. The remainder provides in-house developed software, support, maintenance, training and consultancy. The company wins the Queen's Award for International Trade for outstanding growth in overseas sales in a tough market. They have focused on production drilling rather than exploration drilling, which is less affected by the downturn in oil prices and their strategy uses a matrix approach to selling across different geographic regions and product lines so a downturn in one region or one product line does not impact the business as a whole.

Interplex PMP Ltd

Elliot Industrial Estate
Arbroath
Angus
DD11 2NN

Website: www.interplex.com
Employees: **179**
Immediate Parent: **INTERPLEX HOLDINGS INC, Singapore**
Managing Director: **Mr Stephen Barlow**
Press Contact: **Stephen Barlow**
Tel: **+44(0)779 9641328**
Email: stephen.barlow@uk.interplex.com

Interplex PMP Ltd started trading in 1968 and is a UK manufacturing success with this Scottish employer bringing investment and local jobs. The company is a contract manufacturer of Mechatronics and other precision stamped, plated and injection moulded components. It supplies the Automotive, Industrial and Telecommunications sectors. It has turned around a trading loss into profit and doubled its sales into £20M. With 360% growth in overseas sales this company wins the Queens Award for International Trade. Its success founded on strong local management with export success and new customers in the EU, particularly Eastern Europe. Their customers export many parts that it supplies in the UK as part of a larger product. The company refocused the business from offering outsourced processes to providing complete products using its three core manufacturing capabilities of press metal, plating and insert moulding. It competes successfully with lower-cost economies on the back of UK quality products on the back of UK quality products and engineering and design flexibility.

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John Ross Jr (Aberdeen) Ltd

78-84 Sinclair Road
Aberdeen
Scotland
AB11 9PP

Website: www.johnrossjr.com
Employees: **84**
Immediate Parent: **N/A**
Founding Chairman: **Mr Andrew Leigh**
Press Contact: **Mr Andrew Leigh**
Tel: **+44(0)1224 876677**
Email: andrew@johnrossjr.com

John Ross Jr (Aberdeen) Ltd was established in 1987 and supplies 36 countries with smoked salmon and other smoked fish, smoked meat and fresh fish and meat products, focused particularly on the hotels, restaurants and catering market. The company's export strategy is based on exhibiting at major international trade fairs, developing a network of distributors and targeting major supermarket chains. Main export markets are currently Greece, Germany, Dubai, Belgium and Italy. Overseas sales have grown by more than 200% over the last six years combined with an increase in employees, overall sales and profitability. It wins the Queen's Award for International Trade for continuous growth in overseas sales over the last six years.

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Kettle Collective Ltd

90a George Street
Edinburgh
Mid Lothian
EH2 3DF

Website: www.kettle.co
Employees: **14**
Immediate Parent: **N/A**
Design Principal / Director / Founder: **Mr Tony Kettle**
Press Contact: **Colin Bone**
Tel: **+44(0)7584 031 823**
Email: c.bone@kettle.co

Kettle Collective Ltd is an architectural design studio founded in 2012. The company exports 96% of its sales with 80% of current projects in Russian and the Middle East (particularly Oman, Saudi Arabia, United Arab Emirates and Bahrain). In the past three years the company has won a number of awards for its designs overseas. The company's strategic approach to these diverse markets is to combine the directors' international experience, with 10 different nationalities in its employees and the selection of strategic partners in target markets. Overseas sales have grown by more than 450% over the last three years with an increase in UK employees, and overall sales. It wins the Queen's Award for International Trade for outstanding growth in overseas sales over the last three years.

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Liquid Gas Equipment Limited, trading as Babcock LGE Process

Young House
42 Discovery Terrace
Edinburgh
Midlothian
EH144AP

Website: www.babcockinternational.com
Employees: **80**
Immediate Parent: **Babcock International Group PLC,
United Kingdom**
Programme Director: **Mr Neale Campbell**
Press Contact: **Karen MacDonald**
Tel: **+44(0)7568 103242**
Email: Karen.Macdonald@babcockinternational.com

Liquid Gas Equipment Limited (t/a Babcock LGE Process) was founded in 1967 and acquired by Babcock International Group in 2012. The company focuses on Engineering, Procurement and Project Management of specialised systems for the processing, handling and storage of Liquefied Petroleum Gas on new build liquefied gas ships and is a global market leader. The company's export strategy is based on developing close relationships with customers and UK based activities are supported by engineers based at customers shipyards. Currently the company exports 92% of its sales to South Korea with 8% to China. Overseas sales have grown by 180% over the last three years with an increase in UK employees and profitability. All the company's sales are exported. It wins the Queen's Award for International Trade for outstanding growth in overseas sales over the last three years. One of only six double winners for the Queen's Awards this year.

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Merlin ERD Ltd

Merlin House
Necessity Brae
Perth
PH2 0PF

Website: www.merlinerd.com
Employees: **38**
Immediate Parent: **N/A**
Managing Director: **Mr Iain Hutchison**
Press Contact: **Iain Hutchison**
Tel: **+44(0)1738 627922**
Email: wendy.wisher@merlinerd.com

Merlin ERD Ltd was started in 2007 to develop oil and gas drilling techniques combined with aerospace engineering risk management. The company supplies engineering, training and rig site implementation and its current main export markets are Azerbaijan, Kenya, Malaysia, Australia and Vietnam. Although their main competitor is a large American corporation, the company's strategy is to focus on markets where independent consultants are preferred. The company previously won the Queen's Award for International Trade in 2014. Sales have grown by 200% over the last three years with an increase in UK employees and overall sales. The proportion of sales exported has also grown by 200%. It wins the Queen's Award for International Trade for outstanding growth in overseas sales over the last three years.

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Online Valves Limited

Unit 11
Ashley Base
Pitmedden Road
Dyce
Aberdeen
Aberdeenshire
AB21 0DP

Website: <http://www.online-valves.com>
Employees: **6**
Immediate Parent: **N/A**
Director: **Mr Dave Sim**
Press Contact: **Dave Sim**
Tel: **+44(0)1224 715780**
Email: ds@online-valves.com

Established in 2012, Online Valves Ltd became fully independent in 2015 when its sister company was purchased by a Norwegian company. The company manufactures all types of valves and pipe fittings for the oil and gas industry and has won the Queen's Award for International Trade for outstanding growth in overseas sales over three years. It has developed a clear international strategy for expanding international sales based on growing market share in existing markets and expanding into new markets resulting in overseas sales growth year on year over three years totalling 840%. The company now sells in 27 markets worldwide and has overseas offices in the USA and Trinidad and are in the process of opening an office in Dubai.

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Peak Scientific Instruments Ltd

Fountain Crescent
Inchinnan Business Park
Inchinnan
Renfrewshire
PA4 9RE

Website: www.peakscientific.com
Employees: **213**
Immediate Parent: **Peak Scientific Holdings Ltd,
United Kingdom**
Managing Director: **Mr Robin MacGeachy**
Press Contact: **Mark Flanagan**
Tel: **+44(0)7741 264302**
Email: mflanagan@peakscientific.com

Peak Scientific Instruments Ltd has won the Queen's Award for International Trade for outstanding growth in international sales over three years. Established in 1997 it has previously won the Queens Award for International Trade in 2004, 2007, 2011 and 2014. The company designs and manufactures laboratory gas generators for use in analytical testing, academic research laboratories, the food and drink industry, and QA/QC laboratories. The generators were a new innovation and are an alternative to using gas cylinders and considerably improve safety within laboratories. World leaders in its field the company has 17 offices globally and exports have grown by 38% over three years and now go to over 130 markets worldwide. Overseas sales account for 85% of total turnover. Peak Scientific Instruments are one of only six double winners for the Queen's Awards this year, they have also won the Queen's Awards for Innovation.

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Claire Locke

**Dodpits House
Dodpits Lane
Newbridge
Isle of Wight
PO41 0TW**

Website: <http://www.1851trust.org.uk>
Press Contact: **Claire Locke**
Tel: **+44(0)7881 924487**
Email: claire.locke@yahoo.co.uk

Claire Locke DL co-founded a successful catalogue and internet company marketing high quality Italian clothes and accessories and went on to sell it in 2006. Since then she has had a substantial impact on young people, particularly in her local area, from the wide range of enterprise promotion activities that she has carried out. Claire joined the Prince's Trust in 2009 and subsequently became an Enterprise Fellow, and more recently Vice Chair of the Enterprise Fellowship. As the High Sheriff of the Isle of Wight in 2014/15 her main theme was enterprise and business; she dedicated her time and effort towards developing a greater understanding of the economic and social implications of growing up on the island. In April 2015 Mrs Locke joined the 1851 Trust; she is a role model and ambassador for the trust and has already become its Vice Chair.

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Cash Bases Limited

**Unit 4
The Drove
Newhaven
East Sussex
BN9 0LA**

Website: www.cashbases.net
Employees: **204**
Immediate Parent: **Cash Bases Group Limited,
United Kingdom**
Managing Director: **Mr Phil Stone**
Press Contact: **Judit Ruckes**
Tel: **+44(0)1273 616384**
Email: jnr@cashbases.co.uk

Cash Bases Ltd wins an Innovation award for their SMARTill Cash Management Solution. The SMARTill Solution is an intelligent cash drawer that continually monitors the amount of coins and notes it contains and automatically reconciles the cash to the sales transactions. This eliminates the need for cashiers to regularly count the cash in the tills, instantly resolves customer queries such as incorrect change being given. It also avoids the problem of not enough or in some cases too much change in the till. Retailers that use the SMARTill Solution are able to realise significant operational efficiencies whether it's from improved cash losses or improved labour savings. The innovation has helped Cash Bases Ltd to grow both financially and in staff numbers, has led to high profile orders from Tesco and is helping the company to expand into the USA. In 2015 Cash Bases merged with APG Cash Drawer of Minneapolis, USA. The new combined entity is taking the SMARTill Solution into the US.

Content Guru Ltd

**Radius Court
Eastern Road
Bracknell
Berkshire
RG12 2UP**

Website: www.contentguru.com
Employees: **41**
Immediate Parent: **N/A**
Managing Director: **Mr Sean Taylor**
Press Contact: **Alex Smith**
Tel: **+44(0)1344 852350**
Email: ats@contentguru.com

Content Guru Ltd wins a Queen's Award for Innovation for the development and implementation of their product CONTACT. CONTACT is a cloud model to deliver multi-channel, enterprise-grade contact centre services. Rather than manufacture individual systems to handle different processes, Content Guru Ltd was founded in 2005 and has combined multiple systems into a single super-platform. The proliferation of communication systems can potentially leave businesses with complex and information and communications technology estates, numerous providers and disparate maintenance contracts and Service Level Agreements. Content Guru Ltd's super-platform converges social media, instant messaging, text, voice email and web channels alongside payment and other third party systems. Over the last five years Content Guru Ltd has grown from two employees to 41. Content Guru Ltd has developed a scalable, profitable product with international appeal that is allowing it to compete with some of the biggest brands in the world.

Dryad Maritime Limited

**Technopole Building
Kingston Crescent
Portsmouth
Hampshire
PO2 8FA**

Website: www.dryadmaritime.com
Employees: **33**
Immediate Parent: **N/A**
Chief Executive Officer and Founder: **Mr Graeme Gibbon Brooks**
Press Contact: **Nikki Carpenter**
Tel: **+44(0)2392 658313**
Email: nikki@dryadmaritime.com

Dryad Maritime Ltd wins a Queen's Award for Innovation for their maritime operational products. The company developed a service innovation which helps direct shipping through risk areas by analysing various data inputs. The service prevents piracy and Dryad Maritime Ltd was also able to expand the service to provide weather and oceanographic data enabling the clients to not only safely transport their goods but also to do so in the most economical manner. Dryad Maritime Ltd (established in 2009) is able to identify new threats against shipping before they manifest themselves and often before the industry has reacted to them. This has meant that they have been able to position themselves as leaders in the field and been able to both advise clients of new threats and adapt services promptly to mitigate them.

Ecoegg Ltd

Unit 21
Integra
Bircholt Road
Maidstone
Kent
ME15 9GQ

Website: www.ecoegg.com
Employees: 28
Immediate Parent: N/A
CEO: **Mr Robert Knight**
Press Contact: **Amy Barron**
Tel: **+44(0)1622 535200**
Email: amy.barron@ecoegg.com

A Queen's Award for Innovation has been made to Ecoegg Ltd for their innovative laundry product The Ecoegg Laundry Egg. The product is an egg-shaped container for laundry with openings which contains two types of pellets able to offer an alternative to common chemical detergents. The cleaning properties of The Ecoegg Laundry Egg are based on a slow release natural surfactant whose efficacy is improved by pH changes in the washing machine induced by ceramic ion technology. The product's double-lock casing mechanism has been submitted for a patent. The company developed from a dermatological perspective as a suitable skin-kind detergent was not available on the market, however, a further appeal is money saving. Using The Ecoegg Laundry Egg product, each wash works out at three pence as opposed to an average of twenty pence for mainstream detergents. The applicant started trading in 2008 and this is their first Queen's Award.

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FISCAL Technologies Ltd

10 Beacontree Plaza
Reading
Berkshire
RG2 0BS

Website: www.fiscaltechnologies.com
Employees: 32
Immediate Parent: **Fiscaltec Group Ltd, United Kingdom**
CEO: **Mr David Griffiths**
Press Contact: **Ann Prah**
Tel: **+44(0)1344 988712**
Email: aprah@fiscaltec.com

FISCAL Technologies Ltd receives an Innovation Award for its financial software package AP Forensics. The software is used by corporations and government organisations to protect spend, cut costs and reduce financial risk by analysing accounts payable transactions, master supplier files and VAT entries. These capabilities allow the software to identify and prevent overpayments, erroneous payments and anomalous or fraudulent payments. The continuous monitoring provided by the software works within Enterprise Resource Planning systems and means that companies do not have to rely on retrospective analysis by recovery auditors to spot errors. This innovation has disrupted an existing market with a new product that adds value and has seen the company grow from its inception in 2003 to a staff of 32.

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Forces Support LTD

Windrush House
Windrush industrial park
Witney
Oxfordshire
OX29 7DX

Website: www.forcessupport.org.uk
Employees: 40
Immediate Parent: N/A
Founder/CEO: **Mr William McCance**
Press Contact: **Bill McCance**
Tel: **+44(0)7737 929738**
Email: bill.mccance@forcessupport.uk

Forces Support Ltd wins an Innovation Award for their novel provision of bereavement support to the families of service personnel. The support provided by the company takes the form of practical help around the house and home. Since it started trading in 2010, Forces Support Ltd has provided professional builders, maintenance personnel and apprentices, who are direct employees of the charity, to work around families' homes and gardens. The company funds the support through the profits from the Forces Support furniture shops, making the charity self-sufficient and sustainable. There are currently 17 stores in existence, with many more planned. Over the last five years the company has grown from one employee to a staff of 40.

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Hummingbird Sensing Technology

Servomex Technical Centre
Jarvis Brook
Crowborough
East Sussex
TN6 3FB

Website: <http://www.hummingbirdsensing.com/>
Employees: **23**
Immediate Parent: **Servomex Ltd., United Kingdom**
General Manager: **Mr Dominic Corsale**
Press Contact: **Coda Communications**
(Joan Senior / Chris Lawrenson)
Tel: **+44(0)1202 721169**
Email: joan@codacomms.com / chris@codacomms.com

Hummingbird Sensing Technology wins an Innovation Award for the design and manufacture of oxygen sensors for medical and industrial applications. The innovation supports RoHS II legislation prohibiting the use of electrochemical cells in electronic equipment. The Paramagnetic technology used in the company's oxygen sensors gives them a high accuracy with a longer lifetime and lower lifetime running costs than existing electrochemical technologies. The sensors are used in equipment where oxygen regulation is required: medical applications include use in anaesthesia, critical care monitoring and infant incubation; industrial applications include integration into gas analysers and use in emissions monitoring. Hummingbird was founded in 2006 and this is the company's first Queen's Award.

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Mobile Vet Ltd

1 Kingston Cottages
Kingston Road
Ventnor
Isle of Wight
PO38 2JY

Website: www.mobilevetsurgery.co.uk
Employees: **4**
Immediate Parent: **N/A**
Managing director, founder, head veterinary surgeon:
Dr Daniel Forster
Press Contact: **Dan Forster**
Tel: **+44(0)7896 260370**
Email: danforster@hotmail.com

Mobile Vet Ltd wins an Innovation Award for the provision of mobile veterinary services around the Isle of Wight. Mobile Vet started trading in 2013 and has generated a new proposition by developing a fully mobile veterinary operating theatre so that the complete range of veterinary services can be carried out in, or at, the pet owner's home. In developing the service, the applicant overcame many challenges in order to comply with the necessary standards and regulations. Mobile Vet Ltd has also had to consider other problems associated with mobile operation, such as using cloud-based software with mobile internet so that notes are always available. Mobile Vet has a clear understanding of the needs of the local community they serve and have designed the service to fill the gap in the market that they identified.

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MR Solutions Ltd

Ashbourne House
The Guildway
Old Portsmouth Road
Guildford
Surrey
GU3 1LR

Website: www.mrsolutions.com
Employees: **29**
Immediate Parent: **N/A**
CEO: **Dr David Taylor**
Press Contact: **Leonie Onslow or Simon Vane Percy**
Tel: **+44(0)1737 821890**
Email: leonie@vanepercy.com

MR Solutions Ltd wins an Innovation Award for the development of a preclinical MRI scanner which no longer requires liquid helium cooling. In order for high powered MRI scanners to operate properly part of the mechanism, the magnet, needs to be held at a very low temperature (minus 269 degrees centigrade). Normally this is achieved by keeping the magnet in liquid helium. This approach is heavy, expensive and can pose a safety risk. MR Solutions has changed the magnet design and can cool it using a readily available cryocooler unit. This results in the incorporation of a very light weight magnet (350Kg as opposed to several tonnes) which can simply be wheeled through the door, rather than involving expensive building modifications and the stray magnetic field has been reduced from metres to centimetres. The scanners are used in research laboratories and can be installed alongside other equipment. MR Solutions was founded in 2004 and this is its first Queen's Award.

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Sesame Access Systems Ltd

**Unit 1
Cumberland Works
Wintersells Business Park
Byfleet
Surrey
KT14 7LF**

Website: www.sesameaccess.com
Employees: **15**
Immediate Parent: **N/A**
Managing Director: **Mr Steven Lyons**
Press Contact: **Alison Lyons**
Tel: **+44(0)1784 440088**
Email: alisonl@sesameaccess.com

Sesame Access Systems Ltd wins an Innovation Award for reinventing the wheelchair lift for entry into buildings. Many buildings in the UK do not have wheelchair access at their main entrance because they spoil the historic aesthetic of the building. Sesame Access Systems Ltd (founded in 1996) has developed vertically and horizontally retracting lifts, which essentially turn the steps of a building into the lift itself. The mechanism of the lift can either be behind the steps or underneath them in a cavity space. Sesame Access lifts are 'invisible' in that they are hidden until they are required by the wheelchair user. Therefore, they are sought after by architects who want wheelchair access but need to protect the architectural aesthetics of the building. This innovation is the applicant's first Queen's Award.

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Sesui Ltd

**Magdalen Centre
The Oxford Science Park
Oxford
Oxfordshire
OX4 4GA**

Website: www.sesui.com
Employees: **11**
Immediate Parent: **N/A**
Managing Director: **Mr Lee Bryant**
Press Contact: **Rachel Edwards**
Tel: **+44(0)7900 683827**
Email: rachel@sesui.com

Sesui Ltd receives an Innovation Award for its cloud-based contact centre, iPlatform, which underpins all of Sesui Ltd's offerings. The iPlatform provides a range of functions for call management with the main innovation being that it will work across any type of infrastructure with all types of phone line (analogue, IP, digital and mobile). This means that the existing infrastructure can remain in place, if required, and the most appropriate connectivity provided, as there is no need to standardise on a particular type of phone line or equipment, as is necessary with other cloud-based contact centre providers. The value the iPlatform brings to the customers is the scalability of the functions across borders regardless of the size of the company. The company started trading in 2003 and over the last five years the applicant has doubled its workforce.

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The Conair Group Limited herein referred to as "Conair"

**3 Waterfront Business Park
Fleet
Hampshire
GU51 3TW**

Website: www.babyliss.co.uk/curl-secret.html
Employees: **87**
Immediate Parent: **N/A**
Managing Director: **Mr Ian Nuttall**
Press Contact: **Chris Chessell**
Tel: **+44(0)1252 813059**
Email: chris_chessell@conair.com

The Conair Group Ltd has won an Innovation Award for development of a hair curling device. The product has been developed to fill a market need in that women have struggled to safely and effectively curl their own hair with traditional hair curlers and stylers. This innovative curling iron allows hair to be automatically drawn in to the ceramic curl chamber where it is softly held and gently heated from all directions to form the curl. Hair is then released from the styler to reveal the desired curl. The applicant collaborated with TF3 Ltd (joint applicant) to refine an original prototype to produce a product that was lighter, safer, more efficient, and aesthetically and ergonomically more pleasing. The applicant started trading in 1973. This is its first Queen's Award.

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White Brothers (Witney) Limited

Unit 5 Nimrod
De Havilland Way
Windrush Park
Witney
OX29 0YA

Website: www.white-brothers.co.uk
Employees: **10**
Immediate Parent: **N/A**
Director: **Mr Matthew Keates**
Press Contact: **Mr Matthew Keates**
Tel: **+44(0)1993 709037**
Email: matthew.keates@white-brothers.co.uk

White Brothers (Whitney) Ltd wins an Innovation Award for developing a commercial model for sourcing and supplying new products to charity retail organisations throughout the UK. The company started trading in 2005 and supplies high quality new goods that offer value to charity shoppers. The model allows the applicant to acquire rejected products from high street retail suppliers at a low cost then process the stock and supply it to charity retail outlets at a low price point. When stock supplied is problematic, (damaged, oversupply etc) it is costly for the supplier to deal with (either by landfilling or shipping to the manufacturer). The applicant can purchase the problematic stock from the supplier, thereby removing the cost of dealing with the unwanted product. The stock is then processed, de-branded, repackaged and sorted then sold on to charity retail outlets. The company also provides a bespoke fulfilment service that is tailored to suit each customer's infrastructure.

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Access All Areas (GB) Ltd

Mayfield House
10 School Road
Wooburn Green
Buckinghamshire
HP10 0HF

Website: www.londonrocktour.com
Employees: **2**
Immediate Parent: **N/A**
Managing Director: **Dr Bruce Cherry**
Press Contact: **Bruce Cherry**
Tel: **+44(0)7887 703725**
Email: bruce@londonrocktour.com

Established in 2008, Access All Areas (GB) Ltd provides musical heritage tours and events, exploring popular music history by theme, genre or specific artist. Its mission statement is 'To Identify, Protect, Preserve and Promote the UK's Popular Music Heritage'. With sales from 67 different countries, the company has expanded from its initial focus of English speaking markets into Latin America. In 2014 the company appointed a Mexican wholesaler; developed partnerships with CVC, Brazil's largest wholesaler, and five other major tour operators; and appointed a representative in Argentina Buenos Aires state. In 2014, it also added a Portuguese language page to its website which resulted in an increase of approximately 220% in sales from that region. Access All Areas has built a niche business showcasing the UK and in recognition of this outstanding growth wins the Queen's Award for International Trade.

Adare International Ltd

Lilly House
Priestley Road
Basingstoke
Hampshire
RG24 9LZ

Website: <http://www.adareinternational.net>
Employees: **340**
Immediate Parent: **Adare Group (ACICS Limited),
United Kingdom**
Managing Director: **Mr Steve Ueckermann**
Press Contact: **Emma Pomeroy**
Tel: **+44(0)7976 616001**
Email: emma.pomeroy@adareinternational.com

Adare International Ltd, part of the Adare Group, started trading in 1982. It is a global marketing services provider delivering innovative, integrated marketing solutions around the world to some of the world's most recognisable brands. Since 2007, the company has developed a robust infrastructure across Europe, and divisions in North America, Latin America, and Asia Pacific. It is extremely keen to expedite its global strategy but not at the expense of local communities or businesses, taking Corporate and Social Responsibility extremely seriously. The company is not only Ecovadis certified but also a proud member of the Global Compact Alliance. During the last six years overseas sales have grown by 990% with the percentage exported rising from 8.8% to 49.47%. The company has a well planned growth strategy coupled with a responsible approach to working internationally in multiple markets and wins the Queen's Award for International Trade for its continuous growth in international sales over the last six years.

AXA PPP International

PPP House
Vale Road
Tunbridge Wells
Kent
TN1 1BJ

Website: www.axappinternational.com
Employees: **257**
Immediate Parent: **AXA PPP healthcare, United Kingdom**
Managing Director: **Mr Thomas Wilkinson**
Press Contact: **Dr John Dubois**
Tel: **+44(0)1892 612837**
Email: john.dubois@axa-ppp.co.uk

AXA PPP healthcare has over 75 years' experience protecting the healthcare needs of its members. It established AXA PPP International as an independent business unit in 2009 to meet a growing demand for healthcare across the world. The company, a previous International Trade Award winner, continues to reflect its core business strategy transitioning from the mainly UK expatriate customer base, to a global portfolio with both expatriate and local nationals covered in over 140 countries. Its international strategy is built on further penetrating those global markets in which it is licensed to sell international private health insurance and launching in emerging markets directly or through strategic partnerships. The strategy is now well in place and producing results in four new emerging markets Morocco, Nigeria, Hong Kong and Singapore and it will be launching in Bulgaria later this year. The business, which is set up solely to trade internationally, wins the Queen's Award for International Trade as it has shown outstanding growth through market.

Benchmark Geophysical Consulting Limited

**Sandy Farm
Sands Road
The Sands
Farnham
Surrey
GU10 1PX**

Website: <http://www.benchmarkgeo.com>
Employees: **3**
Immediate Parent: **N/A**
Managing Director: **Mr Richard Llewellyn**
Press Contact: **Richard Llewellyn**
Tel: **+44(0)1252 782423**
Email: richard.llewellyn@benchmarkgeo.co.uk

Benchmark Geophysical Consulting Ltd started trading in 1999 and provides experienced management, operations and quality control consultants to the seismic (oil and gas) industry. The company is built on many decades of experience gained over half a century within the Geophysical Industry in all climates and terrains. Benchmark provides international and national oil and gas companies with personnel at all levels of geophysical operations from Project Management through to Operational Geophysicists, processing QCs, and Field Client Site Representatives. The process of designing, commissioning and execution of geophysical exploration and field development surveys through to processing and interpretation is also provided. The company has built its business through established contacts and showcasing at major exhibitions and conferences. Overseas sales have grown by 224% in the past three years. The company wins the Queens Award for International Trade for outstanding growth in overseas sales in these last three years.

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Blue Eyed Sun Ltd

**56 Victoria Road
Burgess Hill
West Sussex
RH15 9LR**

Website: www.blueeyedsun.co.uk
Employees: **13**
Immediate Parent: **N/A**
Managing Director: **Mr Jeremy Corner**
Press Contact: **Jeremy Corner**
Tel: **+44(0)7595 221800**
Email: jeremy@blueeyedsun.co.uk

Established in 2000, Blue Eyed Sun Ltd is an award winning greeting card company specialising in handmade and high end design-led greetings cards made in Britain. Founded by artist, Jo Corner, from a bedsit in Brighton in 2000, its customers now include Fortnum and Mason, Paperchase, John Lewis, House of Fraser, Fenwick, Waitrose and Cards Galore. Three years ago the company set out to increase international distribution with the goal of adding three new international distributors a year for the next ten years. Overseas sales have now grown in the last three years by 97%, while building a distributors network in: USA, Switzerland, Germany, Australia, Ireland, New Zealand, Malta, France, Hong Kong, Greece, Iran, Singapore, Japan, South Africa, Portugal, Spain, and Canada. The company wins the Queen's Award for International Trade for its outstanding growth in international sales over the last three years.

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Captec Ltd

**7 Whittle Avenue
Segensworth
Fareham
Hampshire
PO15 5SH**

Website: www.captec-group.com
Employees: **90**
Immediate Parent: **N/A**
Managing Director & Founder: **Prof Max Toti**
Press Contact: **Max Toti**
Tel: **+44(0)1489 866077**
Email: m.toti@uk.captec-group.com

Captec Ltd started trading in 1985 with a mission to ruggedise PC technologies, engineering them into computing platforms for specialist and critical applications. This has meant engineering and manufacturing computers that could operate very reliably in extreme environments. Initially focused on establishing a foothold in North America; from 2010 it focused on Europe and the rest of the world. The focus was placed on Medical Equipment and Energy, specifically around Oil and Gas exploration applications. In Europe its main successes have been in: France, Portugal, Ireland, Spain, and Netherlands. In the rest of the world, outside of North America, it has been in: Malaysia, Australia, Saudi Arabia, Brazil, and China. During the last three years overseas sales have grown by 906% with overall sales rising by 50%. The company wins the Queen's Award for International Trade for its outstanding growth in international sales over the last three years.

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Cara Technology Limited

Leatherhead Enterprise Centre
Randalls Road
Leatherhead
Surrey
KT22 7RY

Website: www.aroxa.com
Employees: **22.5**
Immediate Parent: **N/A**
Managing Director: **Dr William Simpson**
Press Contact: **Cara Simpson**
Tel: **+44(0)7931 251639**
Email: cara.simpson@cara-online.com

Established in 1988, by 2011 Cara Technology Ltd supplied the market, via another company, with 50 different flavour standards and software for management of beverage taste panels. In 2009 it gained ownership of the largest historic collection of commercial brewing yeasts in the world. The company has now moved to direct sales, developing new brands for its products and sensory software. Overseas sales have grown due to a combination of contracts with multi-national beverage producers and strong relationships in particular markets such as the USA, Vietnam and Germany. The growing 'craft brew' sector is also an important market. Overseas Sales have grown over the last 6 years by 752% with the percentage exported rising to 88%. The company wins the Queen's Award for International Trade for continuous growth in international sales over the last six years during which time they have launched a new brand and become established in many new markets.

CGC Technology Limited

Unit E
Grovebell Industrial Estate
Wrecclesham Road
Farnham
Surrey
GU10 4PL

Website: www.cgctech.com
Employees: **22**
Immediate Parent: **N/A**
CEO: **Dr Mark Gardner**
Press Contact: **Geoffrey Penhaligon**
Tel: **+44(0)1252 724274**
Email: geoffrey.penhaligon@cgctech.com

Established in 1999, CGC Technology Ltd was originally founded to undertake electro-mechanical design and materials consultancy specialising in the provision of custom solutions for special purpose industrial projects within the Medical, Vacuum Science, Aerospace & Defence and Power Distribution sectors. In 2000 it commenced work in the field of satellite antennae and ground stations. Export sales have been critical to the company's recent success, especially sales of Satellite Ground Station products. During the last three years it has sold Satellite Ground Stations to 13 overseas locations with overseas sales growing to 64% of total sales. In total it has now manufactured and installed some 45 satellite ground stations. The company's ability to innovate and apply technologies in a novel way and bring them to market is seen as a source of its success and is core to its strategy. The company wins the Queen's Award for International Trade for its outstanding growth of 292% in international sales over the last three years.

David Harber Ltd

Blewburton Barns
Hagbourne Road
Aston Upthorpe
OX11 9EE

Website: www.davidharber.com
Employees: **26**
Immediate Parent: **N/A**
Managing Director: **Mr David Harber**
Press Contact: **Justyna Sowa**
Tel: **+44(0)20 3735 9714**
Email: justyna.sowa@wearedecorum.com

Founded in June 2000 David Harber Ltd. specializes in the design and manufacture of high value tailored or bespoke sundials, sculptures and water features for private homes, palaces and public institutions. Selling to wealthy individuals as well as to civic and corporate clients the company focuses mostly on the USA plus Switzerland, the Middle East, Australia and Singapore. It promotes its products using a sophisticated multi-folder web site hosted in the USA, UK and USA-based sales teams targeting specifiers and it maintains regular contact with its database of both specifiers and clients. The company also exhibits at high profile events such as the Chelsea Flower Show, which attracts many overseas buyers. In recognition of the company's outstanding growth in overseas earnings over the last three years, including increasing its proportion of overseas sales from 22.6% to 40.3%, the company is awarded the Queen's Award for International Trade.

Dog Rocks UK Distribution Ltd

**PO Box 3380
Maidenhead
Berkshire
SL6 3WT**

Website: www.dogrocks.com
Employees: **6**
Immediate Parent: **N/A**
CEO: **Mrs Carina Evans**
Press Contact: **Carina Evans**
Tel: **+44(0)1628 822243 or +44(0)7990 978699**
Email: carinaevans@dogrocks.co.uk

Dog Rocks UK Distribution Ltd. began trading in November 2006 selling an Australian product, which prevents pet urine burn patches on lawns, grass and hedges. The company has since added more pet products and services to its range. Selling initially on-line the company has moved on to sell through distributors and retailers in the UK, European and North American pet, vet and gardening markets. Principal destinations are the USA and Canada, accounting for 90% of overseas sales. This is a small company of just six people at the end of the three-year assessment period, which demonstrates high ethical values. Exports over that period have grown by 273% and its proportion of overseas to total sales has grown from 14.6% to 44%. In recognition of this outstanding growth Dog Rocks wins the Queen's Award for International Trade.

Double First Ltd

**Unit 3
VoTec Centre
Hambridge Lane Newbury
Berkshire
RG14 5TN**

Website: www.doublefirst.com
Employees: **40**
Immediate Parent: **N/A**
CEO: **Mr Barry Anns**
Press Contact: **Kim Hollamby**
Tel: **+44(0)1635 884485**
Email: kim.hollamby@doublefirst.com

Double First Ltd started in 1988 as developer of accounting and administration software for use in UK independent schools. The company was acquired by the du Pre Group in the 1990s leading to increased investment and creation of the Engage management information system. The increased capabilities of this system allowed the company to investigate opportunities overseas. The company has since sold into 30 countries in the Middle and Far East and Europe and generates 50% total sales from exports. The company learned the importance of localising their product to meet client needs, especially in terms of education practice, language and culture. This required software updates and the recruitment of local support personnel leading to the creation of both representative and wholly owned offices in various locations. Double First has demonstrated outstanding sales growth internationally over the last three years for which they are awarded the Queen's Award for International Trade.

Exclaimer Limited

**Alpha House
9-11 Alexandra Rd
Farnborough
Hampshire
GU14 6BU**

Website: www.exclaimer.com
Employees: **54**
Immediate Parent: **Exclaimer Holdings Limited,
United Kingdom**
CEO: **Mr Andrew Millington**
Press Contact: **Andrew Millington**
Tel: **+44(0)1252 531422**
Email: andrew.millington@exclaimer.com

Having begun trading in 2003, Exclaimer Ltd. now has over 50m users of their email utility software and services in virtually every country in the world. The principal business is in email signatures, which account for 75% of sales. Everything is designed, developed and sold in-house in the UK. Overseas sales have grown every year, achieving a high of 73% of total sales. Profits have also grown by 500%. Top markets include the USA, Germany, Netherlands and Australia. Products are sold both direct to clients and through its resellers, all business-to-business, using marketing and sales strategies developed for each region. Exclaimer wins the Queen's Award for International Trade for its continuous achievement over the last six years.

Focusrite Audio Engineering Limited

**Windsor House
Turnpike Road
High Wycombe
Buckinghamshire
HP12 3FX**

Website: www.focusrite.com
Employees: **126**
Immediate Parent: **N/A**
Executive Chairman: **Mr Philip Dudderidge**
Press Contact: **Mike Warriner**
Tel: **+44(0)1494 836360**
Email: mike.warriner@focusrite.com

Established in 1989 Focusrite Audio Engineering Ltd. develops both hardware and software for musicians in the global recording industry. Customers include professional and hobby musicians plus recording studios, broadcasters and DJs. The company distributes directly in Germany and uses distributors in other countries, in addition to sales over the web. It has customers in more than 150 countries, though its principal markets are the USA, where it has its own subsidiary, and Germany. The company previously won the Queen's Award for International Trade in 2012 and has since increased annual overseas sales by a further £10m. It also won the Queen's Award for Enterprise Innovation in 2008 and has continued to research and develop new products in order to tackle the decline in the economy since then. In recognition of the company's continued outstanding achievement over the last three years Focusrite Audio Engineering Ltd again wins the Queen's Award for International Trade.

Independent Cement Consultants Ltd

**BM Box 46791
London
WC1N 3XX**

Website: www.cementconsultants.com
Employees: **2.5**
Immediate Parent: **N/A**
Partner and Director: **Mr Kevin Rudd**
Press Contact: **Pippa Shuff**
Tel: **+44(0)20 3290 2935**
Email: info@cementconsultants.com

Independent Cement Consultants Ltd began in 2006 and provides a range of consulting services to the cement and related heavy industries. The company wins the Queen's Award for International Trade with over 80% of turnover overseas, which has grown four-fold in the previous three-year period. Working for multilateral institutions, banks and financial institutions, plant operators, equipment suppliers and government organisations, the company offers a tailored and flexible service that provides technically feasible solutions and value for money within a desired timeframe. It captures global growth opportunities and is expanding into new sectors including iron and steel, quarrying and building materials. Consultancy services include techno-economic, specialist technical, environment, safety and project engineering. Creating strategic partnerships with environmental specialists has enabled the company to offer environmental and social impact assessments that complement its core competencies. ICC has diversified the spread of its clients and markets in addition to the UK and Europe and is growing opportunities in North and Latin America.

Litre Meter

**Hart Hill Barn
Granborough Road
North Marston
Buckinghamshire
MK18 3RZ**

Website: <http://www.litremeter.com>
Employees: **15**
Immediate Parent: **N/A**
CEO: **Mr Charles Wemyss**
Press Contact: **Charles Wemyss**
Tel: **+44(0)1296 670200**
Email: charles@litremeter.com

Litre Meter started trading in 1975 and designs, manufactures and supplies flow meters, instrumentation, sensors and supporting spares. The company's export strategy is based on technical specialities, product development and a strong engineering base throughout the company. Partnerships have been developed with complementary companies in Germany and Switzerland. Currently the main exports are to USA, South Korea, Germany, Norway, Hong Kong and Netherlands and the company opened a Beijing office three years ago. Overseas sales have grown by 170% over the last three years with an increase in overall sales and profitability. The proportion of sales exported has increased to 65% of total sales. It wins the Queen's Award for International Trade for outstanding growth in overseas sales over the last three years.

Lund Halsey Console Systems Ltd

Gatehouse Close
Aylesbury
Buckinghamshire
HP19 8DE

Website: www.lundhalsey.com
Employees: **33**
Immediate Parent: **N/A**
Chairman: **Mr Charles Lund**
Press Contact: **Charles Lund**
Tel: **+44(0)1296 489964**
Email: chris.lund@lundhalsey.com

Lund Halsey Console Systems Ltd started trading in 1990 and designs and manufactures control room consoles, desks and display equipment for broadcasting, security, energy and air traffic control sectors. The company won the Queen's Award for International Trade in 2011. Its strategy is to develop partnerships with local system integrators, combined with direct contact with end users and project consultants. The firm exports to Middle East, Russia and Asia, with Saudi Arabia and United Arab Emirates the current main markets. Overseas sales have grown by 50% over the last three years with an increase in overall sales. The proportion of sales exported has increased to 84% of total sales. It wins the Queen's Award for International Trade for outstanding growth in overseas sales over the last three years.

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Metricell Ltd

Barclays House
51 Bishopric
Horsham
West Sussex
RH12 1QJ

Website: www.metricell.com
Employees: **35**
Immediate Parent: **N/A**
CEO: **Dr Stephen Mockford**
Press Contact: **Sean Orrell**
Tel: **+44(0)1403 251494**
Email: marketing@metricell.com

Metricell Ltd started trading in 2007 and offers performance monitoring software for mobile telecommunications operators. The company has opened offices to serve each of its target regional markets in Middle East, USA, South Africa, Russia and Malaysia. Market entry strategies also include establishing relationships with local partners to take advantage of local contacts and cultural fit. The company previously won the Queen's Award for Innovation in 2012. Overseas sales have grown by more than 300% over the last three years with an increase in UK employees, profitability and overall sales. The proportion of sales exported has increased to 69% of total sales. It wins the Queen's Award for International Trade for outstanding growth in overseas sales over the last three years.

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Moo Free Ltd t/a Moo Free & Moo Free Chocolates

59-61 Milford Road
Reading
Berkshire
RG1 8LG

Website: www.moofreechocolates.com
Employees: **14**
Immediate Parent: **N/A**
Managing Director: **Mrs Andrea Jessop**
Press Contact: **Mike Jessop**
Tel: **+44(0)845 0956498**
Email: mike.jessop@moofreechocolates.com

Moo Free Ltd was established in 2010 to manufacture chocolate products, free from dairy, wheat, gluten and soya, and certified vegan from its own factory and is now the market leader for dairy free "milk" chocolates in UK, Ireland, Spain, Australia and other countries. The company was founded based on ethical principles and it aims to work with similarly focused businesses across its target market. Overseas sales have grown by over 200% over the last three years with an increase in UK employees, profitability and overall sales. The proportion of sales exported has increased to over 30% of total sales. It wins the Queen's Award for International Trade for outstanding growth in overseas sales over the last three years.

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Morgan Innovation & Technology Limited

Unit 17
Petersfield Business Park
Bedford Road
Petersfield
Hampshire
GU32 3QA

Website: www.morgan-iat.co.uk
Employees: 31
Immediate Parent: N/A
Managing Director: **Mrs Susan Clarke**
Press Contact: **Nigel Clarke**
Tel: **+44(0)1730 895900**
Email: nigel.clarke@morgan-iat.co.uk

Morgan Innovation & Technology Limited was founded in 1987 and designs and manufactures new medical and commercial products in partnership with customers that lack the necessary expertise, manufacturing capability, or funding to develop their own products. The company's strategy is to dedicate 20% of annual turnover to speculative research and development, launching at least one new product every year and identifying partners to licence or purchase these. The company won the Queen's Award for International Trade in 2011. Overseas sales have grown by 70% over the last three years with an increase in UK employees, profitability and overall sales. The proportion of sales exported is nearly 90% of total sales. It wins the Queen's Award for International Trade for outstanding growth in overseas sales over the last three years.

MRT Castings Ltd

South Way
Walworth Business Park
Andover
Hampshire
SP10 5JT

Website: www.mrt-castings.co.uk
Employees: 52
Immediate Parent: N/A
Managing Director: **Mr Philip Rawson**
Press Contact: **Phil Rawson**
Tel: **+44(0)1264 324021**
Email: phil@mrt-castings.co.uk

MRT Castings Ltd started trading in 1947 and manufactures aluminium die cast components for high specification, low to medium volume sectors, particularly medical, defence and specialist electronics. Current export markets are mainly Western Europe, Eastern Europe and North America. The company's internationalisation strategy included significant investment in manufacturing systems and production equipment, in international marketing and certification. Overseas sales have grown by over 300% over the last three years with an increase in profitability and overall sales. The proportion of sales exported has increased to 55% of total sales. It wins the Queen's Award for International Trade for outstanding growth in overseas sales over the last three years.

Only Natural Products Ltd

Kithurst Barns
Kithurst Farm Road
Storrington
West Sussex
RH20 4HT

Website: www.drstuarts.com; www.higherlivingherbs.com
Employees: 20
Immediate Parent: N/A
Managing Director: **Mr Keith Garden**
Press Contact: **Hatti Pickering**
Tel: **+44(0)20 7434 4100**
Email: hatti@ccdpr.com

Founded in 2000, Only Natural Products Ltd manufactures organic fruit teas and has won the Queen's Award for International Trade for outstanding growth in overseas sales over three years. The business took the decision to concentrate on 100% organic ingredients and to position its products in the health food market which is growing rapidly worldwide. In the health food sector the Made in the UK brand is regarded as a mark of quality and ethical production. This has enabled the company to maintain manufacturing in the UK when the trend in the wider fruit tea industry is to move production to the Far East or Eastern Europe. Total overseas sales have grown year on year over three years by a total of 105%. The company has successfully penetrated the Australian markets which now accounts for 67% of overseas sales and it now sells in over 50 markets worldwide.

OpTek Ltd t/a OpTek Systems

14 Blacklands Way
Abingdon Business Park
Abingdon
Oxfordshire
OX14 1DY

Website: www.opteksystems.com
Employees: 35
Immediate Parent: N/A
Founder: **Dr Michael Osborne**
Press Contact: **Gideon Foster-Turner**
Tel: **+44(0)7779 297818**
Email: gideon.ft@opteksystems.com

OpTek Ltd, founded in 2000, has won the Queen's Award for International Trade for continuous outstanding overseas sales over six years. The company has developed new laser micro manufacturing solutions, developing the technology to produce machines, and holding in house engineering to test their solutions before going to clients. Once machines are delivered, ongoing back up and support are provided to the client. Winners of the Queens Award for International Trade in 2011, the company has since virtually doubled exports, establishing subsidiaries in USA and SE Asia and expanding into a range of markets worldwide, building long term relationships with key multinational clients.

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Oxford Programs Limited t/a Oxford Royale Academy

Punt House
St Catherine's College
Oxford
OX1 3UJ

Website: www.oxford-royale.co.uk
Employees: 50
Immediate Parent: N/A
Director: **Mr William Humphreys**
Press Contact: **Erica Tso**
Tel: **+44(0)8451 306021**
Email: etso@oxford-royale.co.uk

Oxford Royal Academy (ORA) has won the Queen's Award for International Trade for outstanding overseas sales growth over three years. Established in 2004, the company provides summer school services, all year round education, and online courses. The company is the largest summer school provider in Oxford offering 52 study options to over 2000 students per annum and were awarded the Queens Award for International Trade in 2012. 95% of the business is international with clients from over 100 countries worldwide, and sales have grown year on year over three years by a total of 38% from £5.2 million to 7.2 million.

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Porterhouse Medical Ltd

4 Windsor Square
Silver Street
Reading
Berks
RG1 2TH

Website: www.porterhouse.biz
Employees: 40
Immediate Parent: N/A
Co-founder and MD: **Mr Jon Hallows**
Press Contact: **Jon Hallows**
Tel: **+44(0)118 913 9100**
Email: jonhallows@porterhouse.biz

A medical communications agency established in 2002. Porterhouse Medical Ltd has won the Queen's Award for International Trade for outstanding growth in overseas sales over three years. The company acts as a link between pharmaceutical companies and health care professionals communicating educational and marketing messages from the companies to the professionals, and reporting the views and opinions of professionals back to the companies by producing marketing and educational materials (on line and through traditional media), and arranging educational meetings for professionals. The USA is its key market accounting for over 50% of total overseas sales and the marketing strategy is to concentrate on multinational companies that span several markets. Overseas sales have grown by over 300% over three years and now account for over 60% of total turnover.

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Prime Education and Training Limited trading as Kings Education

Unit N3
The Old Market
Upper Market Street
Hove
East Sussex
BN3 1AS

Website: www.kingseducation.com
Employees: **502**
Immediate Parent: **N/A**
Managing Director: **Mr. Nigel Pamplin**
Press Contact: **Andrew Green**
Tel: **+44(0)1273 806011**
Email: andrew.green@kingseducation.com

Prime Education and Training Ltd has won the Queen's Award for International Trade for continuous outstanding growth in overseas sales over six years. Formed in 2008 they acquired the Kings Education Group of international colleges offering pre university, undergraduate and post graduate courses to international students. The company is developing a group of international colleges and university pathway centres (on campus entry points for universities/colleges) in the most popular cities for international study in the USA and UK. There are now three year round colleges in the UK and two in the USA with five pathway centres. A fourth college in the UK opens in Brighton in 2017. The Group also provides summer vacation courses and residential camps. Overseas sales have grown by over 250% over six years and the entire business is international.

Scuderia Car Parts Limited

Claymore House
8 High Street
Egham
Surrey
TW20 9EA

Website: www.scuderiaparts.com
Employees: **14**
Immediate Parent: **N/A**
Co-founder and Director: **Mr Ajay Mehta**
Press Contact: **Ajay Mehta**
Tel: **+44(0)1784 434395**
Email: ajay@scuderiaparts.com

Founded in 2002 Scuderia Car Parts Limited specialises in the sale and distribution of automotive parts for the prestige and performance car sector. It supplies two types of products - tuning products for enhancing either the look or performance of the vehicles, and original equipment replacement parts such as service items, and parts used in repair. The company offers parts for a comprehensive range of car makes and models. Its largest markets are in the Far East, particularly China, where the sale of performance cars has grown substantially in recent years. As a result, the demand for the parts has increased significantly. The company has developed an e-commerce website which enables customers to purchase online at all times, which is particularly important for customers transacting across different time zones. It wins the Queen's Award for International Trade for growth in overseas earnings of 187% over the last three years.

Solventis Limited

4 Bank Terrace
Gomshall Lane
Shere
Surrey
GU5 9HB

Website: www.solventis.net
Employees: **15**
Immediate Parent: **N/A**
Founder: **Mr David Lubbock**
Press Contact: **David Lubbock**
Tel: **+44(0)1483 203224**
Email: dlubbock@solventis.net

Founded in 2002, Solventis Ltd has established itself as a global player within the wholesale chemical industry. Having achieved consistent annual growth, the company now employs 36 people with revenues well in excess of £100m annually, including over 80% from international sales. Solventis focuses on the petrochemical industry, predominately on solvents and automotive products stemming from the refinement of oil. Buying large quantities of product from major chemical players, they offer full service delivery including logistics, analysis and full legal compliance to satisfy every possible need for the products bought by their customers. During the last financial year Solventis sold to 460 customers (sales over £10,000) in 73 different countries. Its top five overseas markets are Germany, Italy, the Americas, Belgium and Poland. Solventis wins the Queen's Award for International Trade for continuous growth in overseas earnings of 174% over the last six years.

Spinlock Limited

41 Birmingham Road
Cowes
Isle of Wight
PO31 7BH

Website: www.spinlock.co.uk
Employees: **42**
Immediate Parent: **N/A**
CEO: **Mr Chris Hill**
Press Contact: **James Hall, Marketing Manager**
Tel: **+44(0)1983 295555**
Email: james@spinlock.co.uk

Formed in 1968, Spinlock Ltd is one of the world's leaders in rope handling technology and deck hardware for yachts. It produces and sells cleats, clutches, jammers and deck equipment for boats of all sizes. The company's Special Projects Team are chosen by designers of America's Cup, Volvo Ocean Race, and other leading racing teams, to input on new, innovative and custom approaches to rope handling solutions. Spinlock also developed an Internationally award winning range of personal protective equipment for sailors, commercial marine and water sports users, defining a new level of user engagement for staying safe. The company has seen consistent outstanding performance in international sales with overall sales growing from £3.5 million in 2009 to £5.04 million in the year ended March 2014. Export sales have also grown from £2.87 million to £4.29 million over the same period showing to 83% of total sales each year. Spinlock's core overseas markets include the USA, France, and Scandinavia.

Stateside Skates Ltd

Unit 6
Amersham Commercial Park
Raans Road
Amersham
Bucks
HP6 6FT

Website: www.statesideskates.co.uk
Employees: **21**
Immediate Parent: **N/A**
Managing Director: **Mr Roy Coffey**
Press Contact: **John Redman**
Tel: **+44(0)1494 720108**
Email: john@statesideskates.co.uk

Started in 1981, Stateside Skates Ltd has designed and manufactured action sports products for three and half decades. It has created and owns eight market-leading brands; specialising in roller skates, skateboards, longboards and scooters. Around five years ago the company made a conscious effort to expand its export sales through finding agents and distributors, as well as approaching a number of specialist shops directly. Export sales grew rapidly and now account for over £4 million of sales - approximately 46% of their annual turnover. The company's strategy is to create market-leading brands for the international market, which offer high quality goods at affordable prices. This ensures that there is a constant flow of new customers participating in these sports. Mainland Europe markets account for 96.5% of the company's overseas sales. It wins the Queen's Award for International Trade for growth in overseas earnings of 388% over the last three years.

Stelfox UK Ltd

International House
71-81 Queens Road
Brighton
East Sussex
BN1 3XE

Website: www.stelfoxsearch.com
Employees: **21**
Immediate Parent: **Stelfox UK Ltd**
Managing Director: **Mr Stephen Kerassitis**
Press Contact: **Anna Pak Poy**
Tel: **+44(0)1273 727930**
Email: anna.pakpoy@stelfoxsearch.com

Started in March 2006, Stelfox UK Ltd is a specialist Executive Search firm that offers the full spectrum of services to the senior end of the Life Sciences market. Its clients are based globally and include small to large Pharmaceutical, Biotechnology and Medical Device companies. In addition to C-suite and Board level recruitment, it provides interim solutions, market mapping and intelligence, including perception audits on its client's position in the market. Overseas earnings have grown from £1.2 million to £1.82 million and now represent 70% of overall earnings. Its largest export market is Netherlands, followed by Germany. It wins the Queen's Award for International Trade for growth in overseas earnings of 46% over the last three years.

Talacrest 2000 AD Limited

**Willow Farm
Bottle Lane
Bracknell
Berkshire
RG42 5RX**

Website: www.talacrest.com
Employees: **3**
Immediate Parent: **N/A**
Managing Director: **Mr John Collins**
Press Contact: **John Collins**
Tel: **+44(0)7860 589855**
Email: john@talacrest.com

Talacrest 2000 AD Limited started trading on 1st January 2000 after acquiring the trade of Talacrest Limited. The company specialises in selling the rarest and most valuable classic cars throughout the whole of the UK and the rest of the world. In particular, the company is the world's leading specialist in selling classic Ferraris, and has sold from the earliest road and race models from the 1950's to the early 1970's. There has been a substantial year on year growth in overseas sales and, although there was a slowdown in sales in the last year, annual overseas sales have grown on average by 235% year on year, and represent over 41% of annual earnings. It wins the Queen's Award for International Trade for continuous growth in overseas earnings, which have grown from £433,000 in 2010 to £59.3 million in the year to March 2015.

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Vocality International Ltd

**Lydling Barn
Puttenham Lane
Shackelford
Surrey
GU8 6AP**

Website: www.vocality.com
Employees: **34**
Immediate Parent: **N/A**
CEO: **Mrs Susan Harvey**
Press Contact: **Zoe Yates**
Tel: **+44(0)1483 813 120**
Email: zoe.yates@vocality.com

Vocality International Ltd started trading in 1995. Its business is based on supplying products which improve the quality of communications created to unify communications platforms, enhance voice quality, increase video performance and improve data throughput. Its principle manufacturing and R&D activities are based in the UK, but with strong links to the key embedded software and security specialist manufacturers in the United States. The organisation has consistently invested in new technology design, allowing it to compete successfully with the large router manufacturers. Export sales in the latest year amount to 44% of total sales and have grown from £504,100 in 2013 to £1.76 million in 2015. It has a diverse market for its product with the top two markets being Brazil and the United States of America. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

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Willard Conservation Ltd

**The Workshop
Leigh Road
Chichester
West Sussex
PO19 8TS**

Website: www.willard.co.uk
Employees: **7**
Immediate Parent: **N/A**
Managing Director: **Mr Paul Willard**
Press Contact: **Paul Willard**
Tel: **+44(0)1243 776928**
Email: paul@willard.co.uk

Willard Conservation Ltd is a British manufacturer of unique world-class conservation tools and equipment for fine art and heritage conservation. Founded originally in the 1950's, it supplies tools and equipment for the conservation and preservation of works of art and historic archival media. Over the last 7 years, the company has invested in the growth and diversification of its product range, whilst maintaining the high quality and reliability, for which it is renowned. Overseas sales have grown over the last six years, rising from £107,000 in 2010 to £292,000 in 2015. In the most recent year, it exported 56% of its international sales to the USA, and a further 21% to China. It wins the Queen's Award for International Trade for continuous growth in overseas earnings of 173% over the last six years.

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Seacourt Ltd

**Pony Road
Horspath Road
Industria
Oxford
OX4 2SE**

Website: www.seacourt.net
Employees: **22**
Immediate Parent: **GRD Investments, United Kingdom**
Managing Director: **Mr Gareth Dinnage**
Press Contact: **Gareth Dinnage**
Tel: **+44(0)1865 770140**
Email: garethdinnage@seacourt.net

Seacourt Limited began trading in 1946 and boasts a range of high profile national customers. Sustainable development is core to the business strategy and the company is committed to delivering high quality printed material with the lightest environmental impact. It has pursued this commitment for 20 years, demonstrating continuous achievement and an ability to re-think the approach rather than simply relying on improved efficiency of existing technologies. The company became a zero waste to landfill company in 2009 and has driven the development of new printing press technology, in partnership with a leading printing press manufacturer. This innovation (the LightTouch process) is a unique waterless printing press that incorporates an LED drying unit. The company supports local charities and events. Impressive sector leadership is demonstrated and suppliers are selected on the basis of their ability and willingness to improve the sustainability of their supply chain. Seacourt Limited also received an award in this category in 2007 and 2011.

Wates Group

**Wates House
Station Approach
Leatherhead
Surrey
KT22 7SW**

Website: www.wates.co.uk
Employees: **2106**
Immediate Parent: **N/A**
Chief Executive Director: **Mr Andrew Davies**
Press Contact: **Gemma Phillips**
Tel: **+44(0)1372 861000**
Email: gemma.phillips@wates.co.uk

Wates Group is one of the UK's largest family-owned construction and development companies and began trading in 1897. The company has had a formal approach to managing sustainable development as outlined in 'Reshaping tomorrow', a programme that prioritises the health & safety, environmental, diversity & inclusion and community issues within the company's influence. The company aims to strengthen relationships with customers, partners and the communities it works in. It demonstrates exemplary and innovative performance in a number of areas, particularly for supporting education in deprived areas, engagement with social enterprises through our supply chain and its approach to equalities and support for helping young people and long-term unemployed people into work. There is a continued commitment to reduce carbon emissions by 10% annually, and 98% of waste is currently diverted from landfill. Its work with the Supply Chain Sustainability Academy also demonstrates exemplary performance in procurement, improving the sustainability performance of suppliers. This award follows another award in the Sustainable Development category in 2011.

apetito Ltd

Canal Road
Trowbridge
Wiltshire
BA14 8RJ

Website: <http://www.apetito.co.uk/>
Employees: **790**
Immediate Parent: **N/A**
CEO: **Mr Paul Freeston**
Press Contact: **Lee Sheppard**
Tel: **+44(0)7774 193615**
Email: lee.sheppard@apetito.co.uk

An Innovation award is made to apetito ltd. The company is a supplier of frozen ready meals to the welfare sector, this includes hospitals, care homes, meals on wheels and direct to consumers via their Wiltshire Farm Foods service. The innovation is the creation of a range of texture-modified foods compliant with all four of the National Descriptor Guidelines suitable for the 4 million people in the UK that suffer from dysphagia (they have difficulty chewing and swallowing). apetito ltd launched this range in 2010 and have seen substantial growth since, continuing to improve the range but maintaining the selling price at a constant level whilst reducing production costs. The key innovation surrounds the use of starches and plant extracts to give an appealing shape to the specially prepared food. apetito's innovative Texture Modified range has a significant positive impact on the wellbeing of its customers by helping to stimulate appetite and increase nutritional intake.

.....

Gooch & Housego (Torquay) Ltd

Unit A
Broomhill Way
Torquay Devon
TQ2 7QL

Website: www.goochandhousego.com
Employees: **145**
Immediate Parent: **Gooch & Housego PLC, United Kingdom**
CEO: **Mr Mark Webster**
Press Contact: **Adrian Chance**
Tel: **+44(0)1460 256440**
Email: adchance@goochandhousego.com

Gooch & Housego (Torquay) Ltd receives its first Innovation Award for Fibre-Q, a fibre optic device to reproduce and modify the properties of laser light with precise electronic control. Fibre-Q uses the interaction between light and sound waves to achieve its effect. Laser light enables the machining of very small features and is a standard tool in machined products, including the electronics and sensors industry. Previously the only available solution for modifying a beam was a mechanical alignment of the optical fibre to a second device. This was unreliable and expensive and constrained the growth of fibre laser based solutions in manufacturing. Fibre-Q allows customers to rapidly and reliably change the properties of the laser beam and amplify its power allowing the laser to be used in cutting materials. The technology has been used to manufacture sensors used in the oil and gas industry and for high end microscopy. The applicant started trading in 2002.

.....

Hope for Tomorrow

Upton Lodge
Upton
Tetbury
Gloucestershire
GL8 8LP

Website: www.hopefortomorrow.org.uk
Employees: **7**
Immediate Parent: **N/A**
Founder and Trustee: **Mrs Christine Mills MBE**
Press Contact: **Claire Cosgrove**
Tel: **+44(0)1666 505055**
Email: clairecosgrove@hopefortomorrow.org.uk

Hope for Tomorrow wins an Innovation Award for its Mobile Chemotherapy Units (MCUs). The MCUs address the problem of patients having to travel long distances to and from treatment and provide the NHS with additional capacity. Coincidentally, their first MCU was in 'the world' not just the UK! The MCUs are owned and maintained by the charity and are operated as part of a partnership with the local NHS Trusts. Hope for Tomorrow currently operates ten MCUs in a number of locations. The charity, established in 2002, was the first to offer such a service in the UK. Each unit can perform up to 2000 treatments per year.

.....

Micro Nav Limited

41-47 Seaborne Rd
Bournemouth
Dorset
BH5 2HU

Website: www.micronav.co.uk
Employees: **84**
Immediate Parent: **N/A**
Managing Director: **Mr Stephen Williams**
Press Contact: **Steve Hook**
Tel: **+44(0)1202 764444**
Email: stevehook@micronav.co.uk

Micro Nav Limited receives an Innovation Award for its automatic projector alignment system used in air traffic control simulators. Formed in 1988 this leading specialist company is developing and supplying air traffic control, air defence simulators and training systems that rely on the use of multiple projectors to present a simulated view that would be seen from a control tower at an airport. Historically, setting up and maintaining the calibration of multiple projector arrays has been achieved manually by skilled specialist engineers. The applicant has developed the Automatic Display Alignment System (ADAS) a combination of hardware and software. ADAS uses an array of high resolution digital cameras together with light emitting diodes embedded in the display screen to perform a geometric alignment of each of the projected images. This means that all of the projected images will align with the screen and each other. The final step is to automatically adjust the colour and brightness so that all the images appear as a single image.

.....

Precision Dippings Manufacturing Ltd

Lawrence Drive
Stover Trading Estate
Yate
Bristol
BS37 5PG

Website: www.precisiondippings.co.uk
Employees: **20**
Immediate Parent: **N/A**
Director: **Mr Douglas King**
Press Contact: **Jennifer Wood**
Tel: **+44(0)7786 625501**
Email: jennie@avalanchepr.co.uk

Precision Dippings Manufacturing Ltd (PDM) wins an Innovation Award for developing waterproof covers for plaster casts. Bloccs protectors are self-sealable, reusable and enable injured people to shower, bathe or swim. Bloccs has taken the applicant, which has been trading since 1964, in a new direction as a direct manufacturer/supplier, as opposed to a contract manufacturer, and has opened up the medical device market to them. Its innovation was inspired by an injury to one of the company director's children. The waterproofing know-how it applied to Bloccs came from its experience in manufacturing watertight seals for marine dry suits and rubber components for medical equipment. Following prototyping and market research the Bloccs product was launched. The company overcame a number of material challenges developing a seal that was watertight, but elastic enough to stretch over injuries. Once the design and sizing were researched and set, production was automated on a robotic line. The majority of the competition is splash-proof, but not completely submersible.

.....

Unilink Technology Services Ltd

Unit 4
Westway Farm
Bristol
Somerset
BS39 5XP

Website: www.unilink-technology-services.com, www.emailaprisoner.com, www.secure-payment-services.com
Employees: **8**
Immediate Parent: **The Unilink Group Ltd, United Kingdom**
Director: **Mr Francis Toye**
Press Contact: **Alex Zlatinova**
Tel: **+44(0)20 7036 3815**
Email: enquiries@unilink.co.uk

Unilink Ltd wins a Queen's Award for Innovation for the development of Email a Prisoner (emap) for sending email to and from prisoners. Traditional mail is slow and every envelope has to be opened and examined by prison officers. Email does not pose the same risk, so, saves staff time and increases the speed of communications, helping to maintain relationships outside prison. The system is innovative in the way that it complies with the security requirements of prisons and the lack of terminals and information technology in most prisons. Messages are printed and prisoners can write on the messages, which are then scanned and emailed back to the correspondent. In some prisons self-service kiosks have been used where prisoners can log in via fingerprint ID and read and reply to messages. To prevent transmission of secret codes and phrases, each message is automatically screened through a secure portal under prison officer control. The applicant started trading in 2007.

.....

Viper Subsea Technology Ltd

Unit 3A
Marine View Office Park
45 Martingale Way
Portishead
Bristol
BS20 7AW

Website: www.vipersubsea.com
Employees: 40
Immediate Parent: N/A
Managing Director: **Mr Neil Douglas**
Press Contact: **Linda Donaldson**
Tel: **+44(0)1225 422051**
Email: linda@geometrypr.co.uk

Viper Subsea Technology Ltd wins an Innovation Award for the product V-LIFE, which prevents the need for expensive replacement of electrical cabling for subsea oil production. Subsea equipment utilises an umbilical, a complex assembly comprising hydraulic hoses and electrical cables. The umbilical has to operate for approximately 25 years and is highly susceptible to any seawater ingress. Seawater ingress can cause system failure and loss of productivity requiring complete equipment replacement, which is very costly. The novel mechanism developed by the applicant can be utilised on the subsea cables by applying a tightly controlled, complex electrical signal onto the copper conductors of the cable. The innovation reduces the consequences of sea water ingress and allows the continued use of the umbilical without the need for a replacement that has costs of the order of tens of millions of pounds and the resultant loss in oil production during the downtime. The applicant started trading in 2007.

.....

Advanced Insulation Limited

**Quedgeley West Business Park
Bristol Road
Gloucester
Gloucestershire
GL2 4PA**

Website: www.aisplc.com
Employees: **229**
Immediate Parent: **N/A**
Managing Director: **Mr Andrew Bennion**
Press Contact: **Matthew Collins**
Tel: **+44(0)1452 880830**
Email: matt.collins@aisplc.com

Established in 2007, Advanced Insulation Ltd has grown to become a single source provider of subsea insulation and topside passive fire protection systems to the upstream oil and gas industry. Its products are now qualified and used worldwide by major oil and gas companies including Total, ConocoPhillips, Chevron, BP, Statoil, BG, ENI Woodside, Talisman and ExxonMobil. A previous Queen's Award winner for International Trade in 2012 and Innovation in 2013, the company continues to grow supported by a network of local representations in key countries around the world including USA, Kazakhstan, Korea, United Arab Emirates, Angola, Malaysia and Brazil. The company employs a hub and spoke system with the UK hub providing manufacturing, management and support, and feeding the local regions. Building on its integrated international strategy overseas sales have grown by 332% over the last three years, and the company wins the Queen's Award for International Trade for this outstanding performance.

Calnet Systems Ltd - t/a British Corner Shop

**Unit B7/B8 Backfield Farm
Iron Acton
Bristol
BS37 9XD**

Website: www.britishcornershop.co.uk
Employees: **40**
Immediate Parent: **N/A**
Managing Director: **Mr Mark Callaghan**
Press Contact: **Sophie Saint**
Tel: **+44(0)1179 898228**
Email: sophie.saint@britishcornershop.co.uk

Calnet Systems Ltd, trading as British Corner Shop, was established as a retail division supplying British brands to individual customers worldwide via innovative e-commerce platforms. The company is now the leading online supermarket specialising in supplying 10,000 British brands, including food, drink, toiletry and household items, to expats in 138 countries worldwide. The company has focused on ensuring the right infrastructure is in place to facilitate and support growth leading to overall turnover rising 107% in the last three years, with overseas sales growing by 98% during the same period. This has been supported by a strategy building on its retail marketing expertise and utilising digital media as a core platform and strategic alliances to widen its customer base. Commercial alliance partners include: Cotton Traders, Monarch Airlines, Britain Magazine, Currencies Direct and British Food Fortnight. The company wins the Queen's Award for International Trade for its outstanding growth in overseas sales over the last three years.

Haystack Dryers Limited

**Unit 3
Lindberg Road
Ferndown Industrial Estate
Ferndown
Dorset
BH21 7SP**

Website: www.haystack-dryers.com
Employees: **10**
Immediate Parent: **The People Dryer Company Limited,
United Kingdom**
Managing Director: **Mr Paul Thomas**
Press Contact: **Paul Thomas**
Tel: **+44(0)7795 480128**
Email: paul@haystack-dryers.com

Haystack Dryers Ltd has been able to develop an export sales model and realise turnover of which 85% is in exports. The company wins the Queen's Award for International Trade for its continuous growth in international sale over the last six years. A saturated UK market led to the rapid development of the leisure market in the United States and the Chinese market is also beginning to grow. Haystack Dryers Ltd sells some products, however 85% of their equipment is leased with service and maintenance, allowing them to stay close to the customer providing an understanding of what is happening in the markets; enabling product ranges to be developed and upgraded accordingly. Their current product portfolio includes body dryers in three sizes that can be found in theme parks, water parks and swimming pools in 35 countries including Europe, United States and Asia. Established in 2000 Haystack Dryers Ltd continues to look to new opportunities in the leisure industry and is excited about developments into healthcare.

Helipebs Controls Ltd

Premier Works
Sisson Road
Gloucester
Gloucestershire
GL2 0RE

Website: www.helipebs-controls.co.uk
Employees: **71**
Immediate Parent: **N/A**
Managing Director: **Mr Geoffrey Davis**
Press Contact: **Ron Tyler**
Tel: **01452 423201**
Email: ron.tyler@helipebs.co.uk

Despite challenging market conditions Helipebs Controls Ltd has redefined themselves by investing in the company and looked to overseas markets. This strategy realised outstanding growth in overseas earnings that has also led to growth on the domestic side of the business and substantially improved profitability. As a result Helipebs Controls Ltd wins the Queen's Award for International Trade. Formed in 1969 they took over the groups subcontract machine shop which in the past had manufactured agriculture implements and started manufacturing imperial hydraulic and pneumatic cylinders under license from an American company. They converted them to metric for the UK, then Europe and then further afield. Ten years ago the UK market was flooded with low cost imports and recognising they were unable to compete they changed their approach to low-volume, high-value bespoke units for subsea oil and gas, aerospace and Formula.

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LEW Techniques Ltd

Cook Way
Taunton
Somerset
TA2 6BG

Website: www.lewtec.co.uk
Employees: **48**
Immediate Parent: **N/A**
Administration Director and Technical Director:
Mrs Elaine Moll & Mr Andrew Walker
Press Contact: **Carol Walker**
Tel: **+44(0)1823 285611**
Email: carol.walker@lewtec.co.uk

LEW Techniques Ltd celebrates its 50th year by winning a prestigious Queen's Award for Enterprise. Located in Taunton, Somerset it manufactures precision miniature packaging components for mounting specialist semiconductor devices, focusing on leading edge telecommunications, commercial optronics, defence, automotive and space applications. Its products can be found incorporated into data transmission networks all around the globe, on land, orbiting the planet and deep under the world's oceans, helping to transport data across the internet into people's homes. The company has found export success by working closely with customers' product development teams. These close relationships help bring highly technical, high quality, cost effective products quickly to market with mutually beneficial outcomes. Major export markets include China, Germany, Malaysia, USA and France. Overseas sales have grown by 60% over the last three years and the proportion of sales exported has increased to 66% of total sales. It wins the Queen's Award for International Trade for outstanding growth in overseas sales over the last three years.

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Lovehoney Ltd.

100 Locksbrook Road
Bath
BA1 3EN

Website: www.lovehoney.co.uk
Employees: **161**
Immediate Parent: **Lovehoney Group Limited,**
United Kingdom
Co-founder: **Mr Richard Longhurst**
Press Contact: **Sally Fish**
Tel: **+44(0)1225 489375**
Email: press@lovehoney.co.uk

Lovehoney Ltd started trading in 2003 and is an online retailer of sexual wellbeing products, with websites in United Kingdom, USA, Australia, France, Canada and Germany, its major export markets. Approximately half its sales are from own-brand or licensed products and innovation and new product development is an important part of the company's strategy. Overseas sales have grown by 200% over the last three years with an increase in UK employees and overall sales. The proportion of sales exported has increased to 27% of total sales. It wins the Queen's Award for International Trade for outstanding growth in overseas sales over the last three years.

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Probiotics International (Protexin) Ltd.

Lopen Head
Somerset
TA13 5JH

Website: www.protexin.com
Employees: **107**
Immediate Parent: **N/A**
Managing Director: **Mr Toby Lewis**
Press Contact: **Lizzie Hardy**
Tel: **+44(0)1460 243 230**
Email: lizzie.hardy@protexin.com

Probiotics International (Protexin) Ltd, established in 1992, has won the Queen's Award for International Trade for continuous outstanding growth in overseas sales over six years. A previous winner of the Queens Award for International Trade in 2011, it is a research based company that develops and manufactures probiotic health products for humans and animals and is a world leader in its field. The business is built on continuous research and development to introduce innovative new products and expand the existing product range. Both human and animal products are exported worldwide and international sales have grown year on year over six years by a total of over 300% and now account for over 60% of total turnover.

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Robert Welch Designs Limited

Lower High Street
Chipping Campden
Gloucestershire
GL55 6DY

Website: www.robertwelch.com
Employees: **64**
Immediate Parent: **N/A**
Managing Director: **Mr Rupert Welch**
Press Contact: **Gillian Ramm**
Tel: **+44(0)1386 840880**
Email: GRamm@welch.co.uk

Established in 1961 Robert Welch Designs Ltd has won the Queen's Award for International Trade for outstanding growth in overseas sales over three years. The company designs and manufactures stainless steel dining cutlery, kitchen knives, utensils and living ware (candlesticks, tea lights and bathroom accessories). Starting out from a local base in a shop in the Cotswolds it won a major export order with Virgin Airlines and used this as a reference order to promote and expand the business in the USA and Canada. The company now sells in over 30 markets worldwide and international sales have grown by over 50% over three years and now accounts for 44% of total turnover.

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Somerdale International Limited

Unit 3H
West Park 26
Wellington
Somerset
TA21 9AD

Website: www.somerdale.com
Employees: **17**
Immediate Parent: **N/A**
Managing Director: **Mr Stephen Jones**
Press Contact: **Stephen Jones**
Tel: **+44(0)1823 653533**
Email: stephen@somerdale.com

Somerdale International Ltd started in 1990 and exports perishable food products, mainly dairy products, and has developed a strong supplier relationship with British dairy farmers and processors, enabling them access to most markets. In 2011 the company purchased its own purpose built cold store, and office which has since tripled in size to 10,000 square feet, to facilitate its own product ordering, receiving and shipping. The company has built a strong customer base over 25 years, and exhibits at important Trade Fairs, in the USA, Riyadh, Sydney and Shanghai. It has also supported its distributors with its own trade shows. The business also attends Anuga in Cologne - the world's largest Food Trade Show - every 2 years. In this latest accounting period, exports represented 94% of its £28.1 million turnover. It wins the Queen's Award for International Trade for continuous growth in overseas earnings of 73% over the last six years.

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Trimetals Limited

Unit 12
Sunrise Business Park
Blandford Forum
Dorset
DT11 8ST

Website: www.trimetals.co.uk
Employees: **26**
Immediate Parent: **N/A**
Managing Director: **Mr Garry Smith**
Press Contact: **Andrew Smith**
Tel: **+44(0)1258 459441**
Email: andrew.smith@trimetals.co.uk

Trimetals Ltd was established in 1967 and is now one of Europe's leading producers of quality metal garden storage buildings. The company manufactures a wide range of sheds and stores aimed at the premium end of the market, supplying to home builders, landscapers, schools, golf and football clubs and directly to home owners for gardening and hobby purposes. Its product range has grown substantially and, in addition to a wide selection of metal garden sheds, it also manufactures high security bicycle storage solutions, motorcycle garages and patio boxes. Overseas sales have been growing at a rate of over 33% per annum on average for a number of years. Since 2010 export sales have risen to account for 18% of total sales, with France and Japan representing the top two export markets for the company. It wins the Queen's Award for International Trade for continuous growth in overseas earnings of 283% over the last six years.

.....

ActiveQuote Ltd

Global Reach
Dunleavy Drive
Cardiff
South Glamorgan
CF11 0SN

Website: www.activequote.com
Employees: **101**
Immediate Parent: **Help Me Compare Ltd, United Kingdom**
Managing Director: **Dr Richard Theo**
Press Contact: **Mike Normansell**
Tel: **+44(0)29 2009 9856**
Email: mike.normansell@activequote.com

Founded in 2008 ActiveQuote Ltd now employees 100 people and specialises in providing independent online comparisons of complex insurance products. The Company win an innovation award for spotting a gap in the market and developing from first base their quote comparison service in the health insurance sector. This was the first service to cover such complex insurance products and is now provided as a white label service to many of UK's popular aggregation sites. The award is made for the development of the methods and processes for generating comparisons where price may not be the main factor in consumer choice along with real-time updates and integration with a customer relationship management (CRM) system.

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Direct Healthcare Services Ltd

6-10 Withey Court
Western Industrial Estate
Caerphilly
Gwent
CF83 1BF

Website: www.directhealthcareservices.co.uk
Employees: **60**
Immediate Parent: **N/A**
Managing Director: **Mr Graham Ewart**
Press Contact: **Jane Devenney**
Tel: **+44(0)7817 514023**
Email: jane.devenney@directhealthcareservices.co.uk

A Queen's Award for Innovation is made to Direct Healthcare Services Ltd for their Dyna-Form Mercury Advance mattress designed to relieve pressure ulcers. Direct Healthcare Services Ltd was established in 2009 and develops therapeutic support surfaces including mattresses, cushions and overlays. The Mercury Advance mattress is a hybrid of a high specification foam mattress and a dynamic mattress. With the addition of a pump a series of foam and air cells can be inflated to provide pressure relief at the patient interface. This ability allows nurses to convert any bed into a dynamic mattress meaning that handling of patients is reduced and nursing time is saved. Direct Healthcare Services Ltd is now the leading supplier of pressure area care products to the NHS.

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Lumishore Ltd

Unit 2
Technium 1
Kings Road
Swansea
West Glamorgan
SA1 8PH

Website: www.lumishore.com
Employees: **20**
Immediate Parent: **N/A**
CEO: **Mr Eiffrion Evans**
Press Contact: **Eiffrion Evans**
Tel: **+44(0)2081 441694**
Email: ceo@lumishore.com

Lumishore Ltd wins an Innovation Award for its light emitting diode (LED) lighting technology for use in Lumishore underwater boat lighting systems. The innovative aspects of the lighting system includes a dense LED array enabling higher light outputs, wide beam angles and improved heat efficiencies. New intelligent firmware drivers to control the arrays in different ways including colour change functionality, with the ability to be operated from smart phones and linked to music systems. Lumishore Ltd use water as the medium for heat dissipation sink rather than building traditional metal heat sinks behind the light, enabling higher light outputs than competing products. Lumishore has overcome various challenges with underwater lighting such as creating pools of light rather than beams and making the installation of the lights as easy as possible compared to traditional systems. Lumishore Ltd was incorporated in 2009 and has twice previously received Queen's Awards for International Trade.

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Kent Periscopes Limited

**6 Ffordd Richard Davies
St Asaph Business Park
St Asaph
Denbighshire
LL17 0LJ**

Website: **www.kentperiscopes.co.uk**
Employees: **45**
Immediate Parent: **N/A**
Chairman: **Mr Tim Whiston**
Press Contact: **Tim Whiston**
Tel: **+44(0)7970 002630**
Email: **tim.whiston@kentperiscopes.co.uk**

Kent Periscopes Limited began trading in 2005 and specialises in the design and supply of Unity Vision Periscopes, other Armoured Vehicle sighting solutions and ballistic vision blocks. Its customers include global prime contractors of vehicles and subsystems. The company's strategy requires close relationships with both prime contractors and end users because of the complex technical nature of the products sold, combined with the export licencing controls on military products. Currently the company exports to Malaysia, Saudi Arabia (both established as new markets during the last three years), Brazil, Canada and Spain. Overseas sales have grown by 200% over the last three years with an increase in UK employees and total sales and 84% of sales is exported. It wins the Queen's Award for International Trade for outstanding growth in overseas sales over the last three years.

.....

ATP ATRS Ltd

**Cannock Wood Industrial Estate
Cannock Wood Street
Cannock
Staffordshire
WS12 0PL**

Website: www.atp-group.com
Employees: **113**
Immediate Parent: **ATP Industries Group Ltd,
United Kingdom**
CEO: **Mr Alan Smart**
Press Contact: **Mark Bowen**
Tel: **+44(0)1543 870334**
Email: mark@atp-group.com

ATP ATRS Ltd receive a Queen's Award for Innovation in test rigs for automotive transmissions. The company re-manufactures and tests transmissions for automotive original equipment manufacturers (OEMs). OEMs have recently introduced mechatronic components to new vehicles to control transmissions. Mechatronics is a combination of mechanical and electronic components coupled together that have a variety of advantages for OEMs. Mechatronic transmissions communicate digitally with numerous other subsystems. The new test rig had to be able to mimic this electronic communication to fool the transmission into thinking it was installed into a vehicle. The core of the innovation is ATP ATRS Ltd's ability to read the coding contained in the automotive data and apply it to a transmission test. The company is now the market leader in testing and re-manufacturing of automatic transmissions. The applicant started trading in 1969 and this is its first Queen's Award.

.....

CNG Services Ltd

**Ground Floor
Left Suite
Virginia House
56 Warwick Road
Olton
West Midlands
B92 7HX**

Website: www.cngservices.co.uk
Employees: **24**
Immediate Parent: **N/A**
Founder and Managing Director: **Mr John Baldwin**
Press Contact: **Suzanne Orsler**
Tel: **+44(0)7813 131350**
Email: suzanne@sopr.co

The company CNG Services wins a Queen's Award for Innovation for their role in the creation of the biomethane gas-to-grid (BtG) market. CNG is a specialist in design and manufacture of BtG connections and started trading in 2003. The company is regarded within the industry as the leading provider of gas engineering and consultancy services to this market having been involved in 90% of the BtG projects to date. The innovative step was the recognition that there was a market for biomethane made by upgrading biogas. By successful lobbying government to secure support and gain regulatory approval this approach has enabled the creation of a dynamic market and CNG Services has positioned itself to service that market.

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DAWCOM LIMITED t/a Dawson

**Units 1 and 2
Tything Park
Arden Forest Industrial Estate
Alcester Warwickshire
B49 6ES**

Website: dawson-dynamic.com
Employees: **5**
Immediate Parent: **N/A**
Managing Director: **Mr Ian Dawson**
Press Contact: **Ian Dawson**
Tel: **+44(0)1789 765850**
Email: ian.dawson@dawson-dynamic.com

Dawcom Ltd t/a Dawson wins an Innovation Award for their product GC -Zero 70K an antenna for the Eutelsat KA satellite. The antenna automatically aligns to the strongest signal and enables users to incorporate a satellite antenna on to a normal vehicle rather than require a satellite truck and an engineer for communications. Users of the antennae include broadcasters, emergency services and remote communities. Innovative features of the antenna include the lightweight folding design made of aluminium and stainless steel for a rapid, industry leading set-up time of two minutes. The automatic alignment is facilitated by a fast scan algorithm which identifies the strongest signal and aligns the antenna. The product has been very successful for the company and established a base for continued overseas expansion. Dawson started trading in 1996 and this is its first Queen's Award.

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G&P Group Holdings Ltd

4th Floor
Fort Dunlop
Birmingham
West Midlands
B24 9FD

Website: www.gpqm.com
Employees: **555**
Immediate Parent: **N/A**
Chairman & owner: **Mr Dino Kyriacou**
Press Contact: **Danny Rughoobeer**
Tel: **+44(0)1926 832395**
Email: danny@redmarlin.co.uk

An Innovation Award is made to G&P Group Holdings Ltd for developing a Quality Excellence Model used in high value manufacturing industries to manage complex supply chains. As products become more complex and customers become more demanding of product performance, the supply chain becomes more complicated and operating margins become tighter, there is a greater requirement for quality inspection that companies may not be able to sustain in house. G&P Group Holdings Ltd (established in 1994) has developed a three stage process of parts inspection, collection of quality data and an escalation process to solve root cause issues. This moves the quality process from one of issue containment to one of continuous improvement as the service is ready to go and can be instigated by a customer when needed (for example at the start of a new product manufacturing cycle) and the process moves very quickly into root cause identification.

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Global Heat Transfer Limited

Cold Meece Industrial Estate
Stone
Stafford
ST15 0SP

Website: www.globalheattransfer.co.uk
Employees: **17**
Immediate Parent: **N/A**
Founder: **Mr Clive Jones**
Press Contact: **Caroline Law**
Tel: **+44(0)7966 540838**
Email: carolinel@globalgroup.org

Global Heat Transfer Ltd receives an Innovation Award for its formalisation of specialist thermal fluid knowledge and engineering into a streamlined service. Global Heat Transfer Ltd, founded 1996, provides solutions to manufacturers for thermal fluid related management and supply issues. Global Heat Transfer Ltd has developed Thermocare®, a first of its kind, proactive maintenance support package for manufacturers using thermal fluids. Thermocare® is the combination of three service elements. Firstly, analysis of customer's thermal fluid and heat transfer systems. Secondly, on-site maintenance and finally training of customers' employees. The service reduces health and safety risks, improves understanding of thermal fluid systems and improves overall business performance.

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Greenlighting Ltd

Unit 18
Great Western Business park
McKenzie Way
Worcester
Worcestershire
WR4 9GN

Website: www.greenlighting.co.uk
Employees: **14**
Immediate Parent: **N/A**
Managing Director and Founder: **Mr Anthony Ottway**
Press Contact: **Jane Oakes**
Tel: **+44(0)1905 610200**
Email: jane@greenlighting.co.uk

Greenlighting Ltd receives an Innovation Award for development of a new service to support its LED lighting solutions the Green Deal. When a product fitted in a new home is not working as intended, the home owner and the house-builder are subjected to 'snag lists'. This causes dissatisfaction to the customer, but is also costly to the house-builder. To solve this problem, the company created Green Deal, a service through which the company take responsibility for their products even after installation. Using this service, house-builders can install Greenlighting's products and then leave all the future responsibility for potential faults to the company. Greenlighting Ltd (established 2002) is the first to take such an approach in the industry and since introducing the innovation has found its reputation and profits growing.

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Majestic 12 LTD trading as Majestic.com

**Faraday Wharf
Innovation Birmingham
Holt Street
Birmingham
Warwickshire
B7 4BB**

Website: <https://majestic.com>
Employees: **21**
Immediate Parent: **N/A**
Managing Director and Founder: **Mr Alex Chudnovsky**
Press Contact: **Dixon Jones**
Tel: **+44(0)121 2505767**
Email: djones@majestic.com

Majestic 12 t/a Majestic.com wins an Innovation Award for the creation of the largest commercial link intelligence database in the world. This Internet map is used by search professionals, new media specialists, affiliate managers and on-line marketing experts for a variety of uses surrounding on-line prominence. Founded in 2008, Majestic 12 has innovated in a variety of areas such as using individuals' computers rather than a large data centre building specialist hardware, improving data compression techniques, large scale calculations and regulatory hurdles surrounding company structure. The applicant has developed scores for web pages based on a combination of trust, citations, and category. The sale of linking information to websites has enabled a fully functioning business and is being used as a platform to build a search engine.

.....

Perinatal Institute

**Chamber of Commerce House
75 Harborne Road
Birmingham
B15 3BU**

Website: www.perinatal.org.uk
Employees: **10**
Immediate Parent: **N/A**
Executive Director: **Professor Jason Gardosi**
Press Contact: **Professor Jason Gardosi**
Tel: **+44(0)121 6070101**
Email: admin@perinatal.org.uk

The Perinatal Institute wins a Queen's Award for developing a safer method of monitoring the growth of babies during pregnancy. The applicant, established in 2013, is a not-for-profit provider of maternity support services. The Gestation Related Optimal Weight (GROW) chart is an individualised method for predicting the baby's growth in the womb, after adjusting for pregnancy characteristics such as the mother's height, weight, ethnic origin and parity (birth order). Previously, a one size fits all approach resulted in over three quarters of babies at risk due to growth problems not being recognised. The individually adjustable GROW chart increases the confidence of clinicians when monitoring the growth of the baby; this means they can intervene more quickly when there is concern, while being better able to reassure mothers and reduce unnecessary interventions when everything is progressing well. Use of GROW charts have led to significant improvements in patient safety and have reduced national stillbirth rates to their lowest ever levels.

.....

Pike Signals Ltd.

**Unit 7, 9 and 11
Phoenix Business Park
Avenue Road
Aston
Birmingham
West Midlands
B7 4NU**

Website: www.evolution.pikesignals.co.uk
Employees: **28**
Immediate Parent: **N/A**
Managing Director: **Mr Christopher Pearson**
Press Contact: **Stephen Heaton**
Tel: **+44(0)7920 490718**
Email: stephen.pikesignals@icloud.com

Pike Signals Ltd receives a Queen's Award for Innovation for developing the Evolution series of temporary traffic signals. The Evolution units have a flexible, configurable system, which allows control for either vehicles-only, vehicles and pedestrians, or pedestrian-only installations. This set up allows for pedestrian crossings to be incorporated into temporary signalling set ups. They have full Type Approval to the latest Highways England specifications and come with automatic communications restart, last mode set-up for quick start configurations and a simple user interface with a clear LED text display. In order to develop this system Pike Signals had to overcome some technical challenges such as providing a radio linked signal solution which could operate more than 8 signal heads (now 34), whilst ensuring that the set-up of a complex signal configuration remained simple for the operators. Established in 1981, this is Pike Signals Ltd's first Queen's Award.

.....

Postcode Anywhere (Europe) Limited T/A PCA Predict

**Waterside
Basin Road
Worcester
Worcestershire
WR5 3DA**

Website: www.pcapredict.com
Employees: **46**
Immediate Parent: **N/A**
President: **Mr. Guy Mucklow**
Press Contact: **Angela Davis**
Tel: **+44(0)1905 888610**
Email: angelad@pcapredict.com

Postcode Anywhere (Europe) Ltd t/a PCA Predict wins an Innovation Award for developing an address validation tool. The software, Capture+, is unlike traditional address capture solutions as it can populate web forms when the user starts to type their address. As the user adds any of their details Capture+ presents a series of options for the user to select. Capture+ employs a self-learning model that looks at address structure and the patterns, then builds its own rules, rather than relying on manually-coded rules to govern it. It also works across a range of widely different complex international address formats. This technology lends itself well when using mobile devices where typing is less easy. It is also very effective when users are filling in multi-delivery addresses. Even if someone only knows a fragment of their address, full address solutions appear immediately. The applicant started trading in 2001. Revised Description of goods/services PCA Predict's address validation service, Capture+ offers a pioneering solution to traditional postcode look-up.

.....

Roftek Ltd t/a Flexmort

**2nd floor
55 Newhall Street
Birmingham
B3 3RB**

Website: www.flexmort.com
Employees: **6**
Immediate Parent: **N/A**
CEO: **Mr Simon Rothwell**
Press Contact: **Simon Rothwell**
Tel: **+44(0)7527 769608**
Email: simon.rothwell@roftek.com

Roftek Ltd t/a Flexmort wins an Innovation Award for development of deceased cooling systems as well as other innovative products which assist families of the bereaved. The company was founded in 2010 and manufactures a range of innovative cooling systems and their cooling technology allows loved ones to spend time with the deceased in a comfortable environment. The use of such equipment, especially for babies, is now considered best practice.

.....

TF3 Limited

**Studio 11 Magreal
Freeth Street
Birmingham
B16 0QZ**

Employees: **3**
Immediate Parent: **N/A**
Director: **Mr Jan Holland**
Press Contact: **Mr Jan Holland**
Tel: **+44(0)121 4556820**
Email: jan@tf3.co.uk

TF3 Ltd has won an innovation award for the world's first automated hair curler. The innovation has provided the market with a safe easy to use tool which totally de skills the process of creating fabulous professional looking curls. The technology works by automatically drawing the hair into a chamber and heating it to 200 degrees centigrade from both sides at the same time to speed up the process. As the hair rests in the chamber without any tension it is much kinder to the hair giving longer lasting curls. The development of the technology has generated 150 patents worldwide and the IP portfolio continues to grow. TF3's preferred route to market is by licensing and partnering the technology with the Conair Corporation (joint applicant) an American Company that owns the brand Babyliss amongst others. To date the Conair Corporation has sold 6.5 million units worldwide.

.....

The Training Foundation Limited

Foundation House
Milburn Hill Road
University of Warwick Science Park
Coventry
West Midlands
CV4 7HS

Website: www.tap.training
Employees: 30
Immediate Parent: N/A
CEO and Founder: **Mr Nick Mitchell**
Press Contact: **Nick Mitchell CEO**
Tel: **+44(0)2476 411288**
Email: N.mitchell@trainingfoundation.com

The Training Foundation receives an Innovation award for its quality assurance of Learning and Development (L&D) through the TAP Certified Assessor programme. TAP (Training Accreditation Programme) is the UK's leading Qualifications framework for L&D professionals. The Certified Assessor programme is based on TAP's unique best-practice assessable models and enables an organisation's L&D management to have internal senior practitioners trained and certified to objectively assess trainers' performance. This results in the quality assurance of all formal training to best-practice standards and ensures effective transfer of learning into workplace performance. The requirement is evidenced by an Office for National Statistics report on the productivity gap between the UK and US and Germany (UK productivity 25% lower) where poor transfer of employee training into workplace application was identified as a contributory factor. The applicant started trading in 1998 and its innovative approach to developing L&D skills was awarded a Queen's Award for Enterprise: Innovation in 2005.

.....

Dermal Technology Laboratory Ltd

Med IC4
Keele University Science and Business Park
Keele
Staffordshire
ST5 5NL

Website: www.dermaltechnology.com
Employees: **15.7**
Immediate Parent: **N/A**
Managing Director: **Mr David Fox**
Press Contact: **David Fox**
Tel: **+44(0)1782 443043**
Email: d.fox@dermaltechnology.com

Established in 2007 Dermal Technology Laboratory Ltd. specialises in the dermal absorption of chemicals using exclusively in vitro (non-animal) methods as required by governments to ensure the safety of pharmaceuticals, cosmetics and industrial chemicals. The company is the largest provider of non-animal skin absorption studies in the world. Exports have grown to represent over 80% of total sales. The majority of these are to Europe, but sales are also made to the USA and Japan. The company is a world leader in this highly specialised field, with a seat on the committees that create the standards to which companies have to work. It wins the Queen's Award for International Trade for growth in overseas earnings of 134% over the last six years.

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Holland & Barrett (part of NBTY Europe)

7 Barling Way
Nuneaton
Warwickshire
CV10 7RH

Website: <http://www.hollandandbarrett.com>
Employees: **4990**
Immediate Parent: **N/A**
CEO: **Mr Peter Aldis**
Press Contact: **Jenny Sianou**
Tel: **+44(0)7940 454426**
Email: JennySianou@hollandandbarrett.com

Holland & Barrett International has almost 146 years' experience helping customers choose the right products to maintain optimum health. It has carved out a niche in the health and well-being sector as Europe's leading specialist retailer of health foods, vitamins, minerals and herb supplements with a UK market share around 34%. A very well organised business that knows what it wants to be and do, how to go about it and gets on with it in a methodical way. With nearly 100% growth in overseas earnings in the past six years, growth in overall sales, growth in profits, growth in stores, recovering staff numbers and growth in countries overseas, the company wins the Queen's Award for International Trade.

.....

Hoshizaki Europe Limited

Telford 70
Stafford Park 7
Telford
Shropshire
TF3 3BQ

Website: www.hoshizaki.com
Employees: **86**
Immediate Parent: **Hoshizaki Europe Holdings BV, Netherlands**
Managing Director: **Mr Akira Oi**
Press Contact: **Haydn Humphreys**
Tel: **+44(0)1952 211442**
Email: haydn@hoshizaki.co.uk

Hoshizaki Europe Limited operates in the UK with a strategy for growth that includes the manufacture of products in Telford that had previously been manufactured in various overseas countries. The company wins the Queen's Award for International Trade for its outstanding growth in export sales. Established in 1994, they manufacture ice-making and ice-dispensing machines that are sold to distributors or end users primarily in Europe and, to a lesser extent, North America and Asia. In addition to utilising the Research & Development facilities available in Japan, a new R&D team was recently established in Telford to support the clear product diversification strategy of targeting new markets and customers. In 2015 the company invested in additional premises to provide production capacity and warehousing space for the planned expansion of the business. To reduce dependence on the Japanese parent company for decision making regarding UK operations, senior management is being strengthened in Telford through the appointment of UK personnel.

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JCB Compact Products Ltd

**Harewood Estate
Leek Road
Cheadle
Stoke-on-Trent
Staffordshire
ST10 2JU**

Website: www.jcb.com
Employees: **478**
Immediate Parent: **JCB Service, United Kingdom**
Managing Director: **Mr Buta Atwal**
Press Contact: **Nigel Chell**
Tel: **+44(0)1889 593592**
Email: nigel.chell@jcb.com

Established in 1999, JCB Compact Products Ltd, designs and manufactures a range of compact construction equipment at its dedicated factory in Cheadle, Staffordshire. The line-up includes micro, mini and midi excavators from 0.8 to 10 tonnes, which sell in large volumes around the world. The mini digger sector is one of the most competitive areas of the global construction equipment market, with more than 30 manufacturers vying for a slice of a business worth more than £4 billion worldwide. In the face of this fierce competition, sales of JCB Compact Products' machines grew by 25% from 2013 to 2015, when more than half of total production was exported, resulting in the Queen's Award for International Trade. The company's machines are sold in more than 100 countries. Helping drive the growth in exports was the introduction of a new generation of compact excavators. This year JCB celebrated a major milestone the production of its 100,000th mini digger. One of only six double winners for the Queen's Awards this year.

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Kudos Blends Ltd.

**Old Station Business Park
Clebury Mortimer
Worcestershire
DY14 8SY**

Website: www.kudosblends.com
Employees: **34**
Immediate Parent: **N/A**
Managing Director: **Ms Dinnie Jordan**
Press Contact: **Jo Kinnish**
Tel: **+44(0)1299 271333**
Email: jo.kinnish@kudosblends.com

Kudos Blends was founded in 1999 to manufacture baking powders and raising agents, focusing on technical excellence and innovation of its products. In recognition of the limitations of growth in the domestic market over the last three years the company has focused its strategies on growing export markets. The company's export strategy is based on targeting global brands and focusing on markets where there is a drive towards sodium reduction in baked goods. Major current export markets are United States, Canada, Australia and South Korea. Overseas sales have grown by 350% over the last three years with an increase in UK employees, overall sales and profitability. It wins the Queen's Award for International Trade for outstanding growth in overseas sales over the last three years.

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Lock Stock & Barrel Grooming Company

**187 Park Lane
Birmingham
West Midlands
B35 6AN**

Website: www.lockstockandbarrel.com
Employees: **4**
Immediate Parent: **N/A**
Managing Director: **Mr Ben Snowdon**
Press Contact: **Charlotte Bishop**
Tel: **+44(0)20 7490 2099**
Email: charlotte@iroquois.co.uk

Lock Stock & Barrel Grooming Company was established in 2005 supplying professional salon products and started exporting to the USA in 2008 through a distributor. In 2010 a decision was made to bring manufacturing in house. The company's export strategy continues to focus on selling to salons through a network of distributors. Currently main export markets are USA, Canada, South Africa, Germany and Netherlands, with a distributor in United Arab Emirates recently appointed to cover sales in the Middle East. Overseas sales have grown by over 50% over the last three years with an increase in overall sales and profitability and the proportion of sales exported is now 80% of total sales. It wins the Queen's Award for International Trade for outstanding growth in overseas sales over the last three years.

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MCP Management Consultants Ltd.

Blythe Valley Innovation Centre
Blythe Valley Business Park
Central Boulevard
Blythe Valley Park
Solihull
West Midlands
B90 8AJ

Website: www.mcpeurope.com
Employees: **14**
Immediate Parent: **N/A**
Managing Director and Joint Owner: **Mr Peter Gagg**
Press Contact: **Celia Cionnagh**
Tel: **+44(0)121 5069036**
Email: ccionnagh@mcpeurope.com

The business originated from a successful asset maintenance benchmarking tool developed by the company for the Department of Trade and Industry, i.e. MCP Management Consultants Ltd. began trading in 2001 supplying business change programmes and IT support to multinational companies in the pharmaceutical, healthcare, food and drink and transport sectors. The business originated from a successful asset maintenance benchmarking tool developed by the company for the Department of Trade and Industry. The main export markets have been North America, Europe and the Middle East, with consultancy delivered through a network of international partners. Overseas sales have grown by over 500% over the last six years with an increase in UK employees and overall sales. The proportion of sales exported has increased to 74% of total sales. It wins the Queen's Award for International Trade for continuous growth in overseas sales over the last six years.

.....

Orchard Valley Foods Limited

4 Lower Teme Business Park
Tenbury Wells
Worcestershire
WR15 8SZ

Website: www.orchard-valley.co.uk
Employees: **65**
Immediate Parent: **N/A**
Chairman: **Mr Michael Forrester**
Press Contact: **Michael Forrester**
Tel: **+44(0)1584 811137**
Email: mikef@orchard-valley.co.uk

Established in 2004, Orchard Valley Foods Ltd produces food decorations, food ingredients, and food inclusions; and has won the Queen's Award for International Trade for outstanding overseas sales growth over three years. The company has the highest possible independent, international, third party assessed quality standard for its industry and has worked to help clients launch over 100 new products in the last year alone. Export markets are accessed either via an established and expanding distributor network or through the overseas operations of major multinational corporations who make up its UK client base. As a result international sales have increased by over 550% in three years.

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Portmeirion Group PLC

London Road
Stoke-on-Trent
Staffordshire
ST4 7QQ

Website: www.portmeiriongroup.com
Employees: **595**
Immediate Parent: **N/A**
Chief Executive: **Mr Lawrence Bryan**
Press Contact: **Sara Plimbley**
Tel: **+44(0)1782 743451**
Email: SPlimbley@portmeiriongroup.com

Portmeirion Group PLC, founded in 1960, has won the Queen's Award for International Trade for outstanding continuous growth in overseas sales over six years. Previous winners of the Queen's Award for International Trade in 2011, the company designs, markets and distributes high quality tableware, cookware, glassware, gifts, placemats, coasters, trays and tabletop accessories and has four major brands established in over 60 markets worldwide. Over 90% of exports are in ceramics and it manufactures over 60% of these in the UK. Over 70% of total turnover is exported with the USA being the main export market. Exports have risen year on year over six years by a total of 51% over the period.

.....

The Binding Site Group Ltd

8 Calthorpe Road
Edgbaston
Birmingham
West Midlands
B15 1QT

Website: www.bindingsite.com
Employees: **471**
Immediate Parent: **N/A**
CEO: **Mr Charles de Rohan**
Press Contact: **Claire Perkins**
Tel: **+44(0)121 4569596**
Email: claire.perkins@bindingsite.co.uk

The Binding Site Group Ltd dates back to the early 1970s when a group of researchers within the Medical School of Birmingham University first started looking at innovative ways of producing antibodies. They founded a private company to take the research forward and utilise any potential commercial benefits. That company has evolved into The Binding Site and for over 30 years it has specialised in producing highly sensitive and highly specific antibodies for the detection of certain cancers and other serious disorders. The company exports over 89% of what it manufactures and has seen its international trade more than double in value from 2010 to 2015. The company continues to develop new products for the markets it serves, keeping in its sights the ultimate beneficiary - the patient. It wins the Queen's Award for International Trade for continuous growth in overseas earnings of 103% over the last six years.

The JMB Partnership LTD

Warwick Enterprise Park
Wellesbourne
Warwickshire
CV35 9EF

Website: www.thejmbpartnership.com
Employees: **11**
Immediate Parent: **N/A**
Managing Director, Founder: **Mr James Blakemore**
Press Contact: **Sarah Kingston**
Tel: **+44(0)1926 350020 / +44(0)7720 763689**
Email: sarah@jmbpartnership.com

The JMB Partnership Ltd was founded in 2006 starting as a lead generation agency supporting UK companies. The company was then approached by non-UK companies looking for in-market sales support and market entry solutions with the objective of achieving successful market penetration and to accelerate their UK and international business growth. Its client base is overseas organisations entering the UK market; and to date it has supported over 600 international clients helping them to launch and grow their presence in the UK market. Recognised for its work internationally, the company has developed strong relations and accreditation internationally with Trade & Government Agencies. The company's key markets and client base are Ireland 24%, USA 9% - closely followed by Northern and Central Europe. It has seen a 64% growth in its international trade since 2013 and wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

Winsted Ltd

Unit D1
Sapphire Court
Isidore Road
Bromsgrove Enterprise Park
Bromsgrove
Worcestershire
B60 3FL

Website: www.winsted.com
Employees: **12**
Immediate Parent: **N/A**
General Manager: **Mr Terry Shough**
Press Contact: **Claire Brown**
Tel: **+44(0)1527 833714**
Email: claire@winsted.co.uk

Winsted Ltd, based in Bromsgrove, is part of the Winsted Corporation, Minneapolis, USA. Set up in 1984, to service Europe, the Middle East, Africa, India and Russia, the company is a fully operational organisation which designs, manufactures, distributes and installs control room furniture throughout these regions. Overseas contracts are achieved and implemented through a mix of direct sales to customers and indirectly via its expanding number of distributors and local country partners. The development of new product lines and greater service flexibility have allowed the company to diversify into new industry sectors, and has given it a competitive advantage in its existing market place. Winsted has previously won the International Trade Award in 2012 and 2013 and has continued its success with international sales growing on average by 46% over the last three years. In 2014 international business accounted for 74% of sales and totalled £2.15 million. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

3Squared Ltd

Fountain Precinct
Balm Green
Sheffield
South Yorkshire
S1 2JA

Website: www.3squared.com
Employees: **34**
Immediate Parent: **N/A**
Commercial Director, Founder: **Mr James Fox**
Press Contact: **Marina Wood**
Tel: **+44(0)1709 300132**
Email: marina@dragonflypr.co.uk

"Founded in 2002, 3Squared is a Sheffield based software developer working in a broad range of sectors including Transport, Rail, Construction, Electronics, Retail, Manufacturing, Health Services and the Public Sector. They win an innovation award for the development of RailSmart. 3Squared has provided Rail customers with a product that allows rail companies to create via a web and mobile based platform individual employee profiles to assess and record training needs, certification, key performance indicators and incidences whilst reducing the administration burden of compliance. The software enables the continuous management and improvement of employees' competencies in the rail sector. The innovation has clearly demonstrated a successful impact for the rail customers and for the 3Squared business this innovation has contributed directly to significant growth in new product sales and turnover.

.....

AESSEAL plc (Complex Systems Division)

Mangham Road
Rotherham
South Yorkshire
S61 4RJ

Website: www.aesseal.co.uk
Employees: **10**
Immediate Parent: **AES ENGINEERING Ltd, United Kingdom**
Managing Director: **Mr Christopher Rea OBE**
Press Contact: **David Amory**
Tel: **+44(0)1709 369966**
Email: david.amory@aes seal.co.uk

The applicant manufactures mechanical seals and seal support systems, primarily for the oil and gas industry. The seal support systems have traditionally been individually designed to meet the required specification, resulting in significantly long lead times not consistent with the supply times for the seals themselves. AESSEAL Plc, founded in 1979, wins an Innovation Award for developing a novel modular approach with standardized components, to deliver a step change in the supply chain for seal support systems. The innovation relates to a new product and design philosophy using modular components to significantly reduce the lead time and price, enabling the company to compete effectively, when supplying into the OEM (Original Equipment Manufacturers) market, and to end users to significantly grow market share.

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Byworth Boilers Ltd

Parkwood Boilerworks
Keighley
West Yorkshire
BD21 4NW

Website: www.byworth.co.uk
Employees: **81**
Immediate Parent: **N/A**
Financial Director: **Mrs Rachel Westerman**
Press Contact: **Alexandra Holdcroft**
Tel: **+44(0)1535 665225**
Email: aholdcroft@byworth.co.uk

Byworth Boilers Ltd receives a Queens Award for Innovation for their boiler control system, Unity. The company was established in 2010 and manufactures steam boilers and associated control systems for industries including brewing and distilling. The innovation, Unity, is a centralised control and management system for a boiler house. The new system provides tight control of the system with a set of sensors and monitoring equipment to anticipate maintenance needs and the development of faults. The system is known in the petrochemical and process industries but is a new technical area for Byworth Boilers Ltd and the industry associated with steam boilers. Unity reduces customers' energy bills, carbon footprint and saves labour associated with boiler room maintenance.

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Crewshield Ltd

72 Lairgate
Beverley
East Riding of Yorkshire
HU17 8EU

Website: www.crewshield.com
Employees: 2
Immediate Parent: N/A
Managing Director: **Mr Michael Samways**
Press Contact: **Mike Samways**
Tel: **+44(0)7712 529695**
Email: ms@crewshield.com

Crewshield Ltd wins an Innovation Award for their product Citadel, a self-contained, transportable, armoured safe haven, disguised as a standard ISO shipping container. The product was developed as a safe refuge for crews threatened by pirate attack but is also used for land based, high risk environments where personnel may require protection from attack and it may take authorities time to respond. Each Citadel has capacity to protect 24 occupants for extended periods, they are self-supporting, including power, sanitation and water with options for communications equipment and they come complete with four discreet CCTV cameras for monitoring the situation outside. The company used cutting edge battery technology as well as specialised knowledge from mining refuge shelters and from diving re-compression chambers to develop an extremely effective system. The innovation brings together different technologies and expertise from a number of sectors in order to solve a complicated issue. Founded in 2011, this is the applicant's first Queen's Award.

.....

Lhasa Limited

Granary Wharf House
2 Canal Wharf
Leeds
West Yorkshire
LS11 5PS

Website: www.lhasalimited.org
Employees: 91
Immediate Parent: N/A
CEO: **Mr David Watson**
Press Contact: **Scott McDonald**
Tel: **+44(0)113 3946063**
Email: scott.mcdonald@lhasalimited.org

Lhasa Limited receives an Innovation Award for development of a human knowledge-based expert system, which delivers assessments of the potential toxicity of potential new chemical entities. The product developed is known as Derek Nexus. The company was founded in 1983 as a not-for-profit organisation and educational charity to facilitate collaborative data sharing projects in the pharmaceutical, cosmetics and chemistry-related industries. In order to predict the potential toxicity of a discovered chemical Derek Nexus looks at the relationship between the chemical structure and known toxicological endpoints such as the potential to induce cancer or cause skin sensitisation. Using structural data alongside a set of rules, references and expert comments a likelihood of toxicity can be given. This very transparent approach then allows the customers to make informed decisions about how to reduce the potential toxicity of a chemical compound.

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Medisoft Limited

Leeds Innovation Centre
103 Clarendon Road
Leeds
West Yorkshire
LS2 9DF

Website: www.medisoft.co.uk
Employees: 26
Immediate Parent: N/A
Managing Director: **Mr Christian Martin**
Press Contact: **Alf Lombardi**
Tel: **+44(0)1422 363424**
Email: alf lombardi@shrewdd.com

Medisoft Limited wins an Innovation Award for developing a software tool that solves manual record keeping problems within ophthalmology services. The software links together clinicians in many settings including the high street to ensure efficient integrated treatment and allows maximum benefit to be obtained by calculating performance metrics and predicting treatment outcomes and risk. The software allows patient records to be fully integrated and securely stored, ensuring they can be accessed from any location across several sites. Prior to the launch of the system, it was difficult to gain insights from hospital eye departments, such as the proportion of cataract operations that resulted in significantly improved patient vision. One of the key innovative aspects was the introduction of a secure web portal allowing high-street opticians to submit the results of post-operative assessments for review by the hospital. Medisoft Limited was established in 1997 and this is its first Queen's Award.

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SG Technical Systems Ltd

Unit 5
Becklands Park Industrial Estate
Market Weighton
East Yorkshire
YO43 3GA

Website: www.sgtechsys.com
Employees: **5.25**
Immediate Parent: **N/A**
Managing Director: **Mr Simon Chacksfield**
Press Contact: **Mr Simon Chacksfield**
Tel: **+44(0)7722 136972**
Email: simon@sgtechsys.com

SG Technical Systems Ltd wins an Innovation Award for developing a powered, folding ambulance ramp with key patent protected features that improve the reliability and in-service time of the product. Ambulance ramps can be problematic and an ambulance with a broken ramp must be taken out of service for maintenance. The applicant (established in 2010) created a, innovative ramp which opens and closes like a book. When closed, the platform forms part of the vehicle floor and when open, the platform and pan form a single continuous surface between the road and the vehicle floor allowing stretchers and wheelchairs to be moved in and out of the ambulance. The applicant has designed a 'sacrificial end' that forms the rear of the ramp platform, which is strong enough at low speed impacts (very common for ambulances) to allow this end to break off. When it does it is straightforwardly repaired, maximising in-service time for the vehicle.

.....

The Body Doctor Limited

Unit 7
Denby Dale Industrial Estate
Wakefield Road
Denby Dale
West Yorkshire
HD8 8QH

Website: www.the-body-doctor.com
Employees: **4**
Immediate Parent: **N/A**
Managing Director: **Ms Sue Grant**
Press Contact: **Sue Grant**
Tel: **+44(0)1484 868816**
Email: sue.grant@the-body-doctor.com

The Body Doctor Ltd wins an Innovation Award for developing the Eye Doctor, a hot eye compress for the relief of various eye conditions. The Eye Doctor can be heated in the microwave or oven and placed over a patient's eyes to treat common eye conditions, Dry Eye Disease, MGD, Blepharitis, Grittiness, Irritation, Inflamed, painful and sore eyes. Dry Eye Disease and associated symptoms occur when oils in the glands thicken from the natural smooth oil to a buttery consistency. The Eye Doctor reaches optimum temperature to melt the thickened buttery oil allowing it to become liquid again. Once glands are unblocked healthy oil is produced. It features a removable, washable cover, adjustable strap and storage pouch. The hot compress is filled with rehydrating BodyBeads which naturally absorb moisture from the air when not in use, regenerating itself. The filling has been designed to fit snugly into the whole eye area. The applicant started trading in 2012 and this is its first Queens Award.

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The Floow Limited

OXO House
4 Joiner Street
Sheffield
South Yorkshire
S3 8GW

Website: <http://www.thefloow.com>
Employees: **36**
Immediate Parent: **N/A**
CEO: **Mr Aldo Monteforte**
Press Contact: **Ashlea Mcconnell**
Tel: **+44(0)114 2756784**
Email: ashlea.mcconnell@mkthingshappen.co.uk

The Floow Ltd wins an Innovation Award for the development of data collection and analysis capability for insurance companies, car makers and fleet operators. The applicant's technologies are providing its customers with monitoring mechanisms and data analysis to better understand mobility risk from the way a driver controls a vehicle based on consistent evaluation of driver activities. The innovation is based on telecommunication of data from the vehicle, telematics. Previous telematics solutions for insurance had been limited to high cost policies due to the costs of device, data transmission and installation. The Floow Ltd (established in 2012) produced pioneering mobile applications capable of gathering telematics data without the need for bespoke hardware, the data could be gathered from a number of different sources. This disruptive introduction allowed telematics data capture to be significantly cheaper, thus allowing telematics to enter mainstream usage.

.....

Bureau UK Recruitment Limited

Suite R
37 - 43 Shirethorn House
Hull
HU2 8PX

Website: www.bureauuk.co.uk
Employees: **11**
Immediate Parent: **N/A**
Managing Director: **Mr David Blanchard**
Press Contact: **David Blanchard**
Tel: **+44(0)7771 391643**
Email: david.blanchard@bureauuk.co.uk

Established in 2010, Bureau UK Recruitment Ltd assists private and public sector organisations source the highest calibre of talent for permanent & contract engineering appointments within the Oil and Gas, Renewable Energy and Infrastructure markets globally. In 2014 the company decided to increase its international offering due to the higher activity in international projects. In the last 24 months they have now recruited across 24 countries in Asia Pacific, USA, Middle East and Europe for both permanent and contractor recruitment. During the last three years overseas sales have risen by 329%; with international clients now representing 75% of its client base. Working with a small core team the company has successfully focused on being a niche sector provider working across several continents. The company wins the Queen's Award for International Trade for outstanding growth in overseas sales over the last three years.

.....

Camira Group Ltd

The Watermill
Wheatley Park
Mirfield
West Yorkshire
WF14 8HE

Website: www.camirafabrics.com
Employees: **391**
Immediate Parent: **N/A**
Chief Executive: **Mr Grant Russell**
Press Contact: **Ian Burn**
Tel: **+44(0)7747 102751**
Email: ian.burn@camirafabrics.com

Established in 2006, Camira Group Ltd is a textile organisation; designing and manufacturing contract upholstery fabrics for wide ranging commercial interiors and passenger transport. Operating six UK sites and one in Lithuania, the company sold eight million metres of fabric in 2014 to 66 countries worldwide with exports accounting for 57% of turnover. Many products have an environmental profile, benefiting from rapidly renewable natural fibres or recycled content, which fits with the company's sustainability ethos and ethical stance. Its clients include: BBC, Transport for London, PWC, HSBC, Google, Apple, Swiss Rail, Moscow Airport Express, and the Paris Metro. The business has focused on growth in the key areas of North America, Asia Pacific, Germany, and healthcare market development in the UK, USA and core European markets, with overseas sales increasing by 50% in the last 6 years. The company wins the Queen's Award for International Trade for continuous growth in overseas sales over the last six years.

.....

GO Superfoods Ltd t/a Green Origins and Rainforest Foods

Unit 5
Redwood Court
Campbell Way
Sheffield
South Yorkshire
S25 3NQ

Website: www.greenorigins.com
Employees: **23**
Immediate Parent: **N/A**
Managing Director: **Mr Hardip Singh Nijjar**
Press Contact: **Viktorija Sevcenko**
Tel: **+44(0)1909 807173**
Email: pr@rainforestfoods.com

GO Superfoods Ltd t/a Green Origins and Rainforest Foods, has built a solid growth strategy based on good market research developing a business model to capitalise on that insight which has led to them winning the Queen's Award for International Trade for its outstanding overseas sales growth. About half of the turnover is overseas trade and there has been rapid growth in turnover almost quadrupling in the three-year Award period. A trebling in profits and an increase in staff numbers from four to 23 clearly supports their success. Started in 2009 by Hardip Singh after completing an MBA, he chose the superfood sector due to personal interest, the growth potential, and the opportunity to work with producers from around the world. The marketing strategy is very well segmented, targeting specific sub-sectors and the spread of countries is tactically focused on those where it can effectively compete and offer a competitive advantage.

.....

Gripple Ltd

The Old West Gun Works
201 Savile Street East
Sheffield
South Yorkshire
S4 7UQ

Website: www.gripple.com
Employees: **242**
Immediate Parent: **N/A**
Managing Director: **Mr Edward Stubbs**
Press Contact: **Gordon Macrae**
Tel: **+44(0)7795 604945**
Email: g.macrae@gripple.com

Established in 1983, Gripple Limited is the global leader in wire joining and tensioning systems for agricultural, civil and industrial applications. Selling to over 80 countries with 15% global market share and 85% of turnover overseas, it has won the Queen's Award for International Trade for its continuous growth in international sales over the last 6 years. The company has a well thought out and executed strategy built on providing technical support for what is essentially a commodity product. It has retained its UK manufacturing base; competing by promoting the benefits of the product, providing unparalleled service and the ability to solve technical problems locally. New markets entered include India, Japan and Poland and Gripple Limited constantly reviews its strategy in response to the demands of each market. Innovation is key and 5% of turnover is reinvested into Research and Development. Training and developing staff and moving into new markets follow a logical and methodical approach.

.....

Highfield International Ltd

Highfield House
Heavens Walk
Doncaster
South Yorkshire
DN4 5HZ

Website: www.highfieldabc.com
Employees: **197**
Immediate Parent: **N/A**
Chairman: **Mr Richard Sprenger**
Press Contact: **Richard Ford**
Tel: **+44(0)845 2260350**
Email: rford@highfieldabc.com

Founded in 1982, the Highfield Group is the UK and Middle East's leading supplier of compliance qualifications, training materials and e-learning solutions. A growing company in terms of staff numbers, overseas earnings, overall earnings and profitability, the Highfield Group wins the Queen's Award for International Trade for 200% growth in international sales over the last six years. From a strong UK base, five years ago they established a base in the Middle East and are now looking for further growth into the Republic of Ireland, Far East and Australia through a joint venture with one of their large international clients. The company sells its products to over 100 countries and delivers its training programmes to 30 countries often needing to adapt to meet local policies and customs.

.....

Icon Office Design Ltd

Junction Close
Green Lane Industrial Park
Featherstone
West Yorkshire
WF7 6ER

Website: www.weknowscreens.com
Employees: **26**
Immediate Parent: **N/A**
Managing Director: **Mr Jon Wesson**
Press Contact: **Jon Wesson**
Tel: **+44(0)1977 695222**
Email: jon.wesson@weknowscreens.co.uk

Icon Office Design Ltd is a British designer and specialist manufacturer of screens for workplace environments. Founded in 2000 to serve the rapidly changing needs of the office furniture market, Icon provides bespoke, design-led screen solutions for clients that include architects, specifiers and contract furniture suppliers. The company wins the Queen's Award for International Trade for the outstanding growth of their overseas sales, which have more than doubled in the last three years. While each screen is designed and manufactured in their Yorkshire factory, over 50% of Icon's products are now shipped to clients across the globe including Benelux, France, Spain, the Middle East, USA and Australia. By concentrating on the adjacent Northern European market, it has allowed them to offset some the challenges of the UK market by achieving up to half of their earnings from overseas.

.....

Nitesite Ltd

Unit 13
West Lane
Full Sutton Airfield
York
East Riding of Yorkshire
YO41 1HS

Website: www.nitesite.com
Employees: 10
Immediate Parent: N/A
Managing Director: **Mr Nick Bortone**
Press Contact: **Kenney Richardson**
Tel: **+44(0)1759 377235**
Email: kenney@nitesite

NiteSite Ltd was established in 2011 and has introduced easy to use night vision rifle scope adaptors, which can be used on any rifle for hunting or pest control based on a new type of night vision technology utilising infrared technology. The company has won the Queen's Award for International Trade for outstanding overseas sales growth over the last three years. It identified a gap in international markets and developed a new technology and products to fill that gap. NiteSite Ltd developed an innovative international marketing strategy based on a tailored, pragmatic approach to individual markets resulting in growth in international sales of over 502% in three years. The company now sells in over 30 markets worldwide and exports account for over 70% of their total business.

.....

Polypipe Limited

Broomhouse Lane
Edlington
Doncaster
South Yorkshire
DN12 1ES

Website: www.polypipe.com
Employees: 1878
Immediate Parent: **Polypipe Group PLC, United Kingdom**
Chief Executive Officer: **Mr David Hall**
Press Contact: **Vince Fenson**
Tel: **+44(0)7917 534103**
Email: vince.fenson@polypipe.com

Polypipe Ltd has won the Queen's Award for International Trade for outstanding growth in overseas sales over three years. Originally established in 1980, the company was acquired by IMI plc in 1999 before a management buyout in 2005 led to flotation to the London Stock Exchange in 2014 and they have now entered the FTSE250. Manufacturers of five product areas including plastic pipe, drainage, plumbing and water supply systems, the company is the largest British manufacturer in its field and is in the top 10 in Europe with over 20,000 products. Operating from 13 manufacturing sites, 9 of which are in the UK, its main export markets are in the Middle East and European markets using British standards. Over the last 3 years it has expanded into Africa and the Indian subcontinent with exports increasing by over 30%.

.....

Xiros Ltd

Springfield House
Whitehouse Lane
Leeds
West Yorkshire
LS19 7UE

Website: www.xiros.eu.com
Employees: 100
Immediate Parent: N/A
Founder and Chairman: **Dr Bahaa Seedhom**
Press Contact: **Roland Henney**
Tel: **+44(0)113 2387200 (direct +44(0)113 2387214)**
Email: roland.henney@xiros.eu.com

Established in 1982, the company changed its name to Xiros in 2000. The business specialises in the design, development and manufacture of minimally invasive textile-based medical implants, and tissue sparing surgical procedures, for sports medicine and orthopaedics. Nearly 89% of its overseas sales are exported to the USA, with the majority of the balance going to Japan, Poland, South Africa, and Switzerland. The company operates under a strict quality management system which adheres to a number of international standards. It has achieved its dramatic growth in turnover and profitability by focusing on entering new international markets. Over 95% of its sales are exported, achieving substantial growth in its export sales rising from £4.8 million to £9.4 million in recent years - a 44% growth year on year. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

.....

Wooltex UK Ltd

**Woodland Mill
Dale Street
Huddersfield
West Yorkshire
HD3 4TG**

Website: www.wooltexuk.com
Employees: **73**
Immediate Parent: **N/A**
Managing Director: **Mr Peter Timmins**
Press Contact: **Mr Peter Timmins**
Tel: **07974979584**
Email: pt@wooltexuk.com

Wooltex UK was formed as a partnership in 1996, then incorporated as Wooltex UK Ltd in August 2000. Its main area of business is the design and manufacture of fabrics for the office and seating markets within Europe. Most of its products are wool based and the company's growth strategy involves designing market-leading products from wool, for consumption by the world's leading office furniture manufacturers. Wooltex's products rigidly comply with technical specification, performance, colour and consistency. Overseas sales from 2009/10 to December 2014, have risen from £6.13 million to £17.24 million in 2014. Its five top overseas markets are Denmark, Germany, Sweden, Benelux and Italy which together account for 60% of its international trade. It wins the Queen's Award for International Trade for continuous growth in overseas earnings of 181% over the last six years.

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Greenlighting Ltd	90	
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Lovehoney Ltd		84
LPW Technology Ltd		49
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M Squared Lasers Limited		
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Marshall Aerospace and Defence Group t/a Marshall of Cambridge Aerospace Ltd		
Mass Consultants Limited t/a MASS		
Matrix APA (UK) Limited		
MCP Management Consultants Ltd.		
Medisoft Limited		
Merlin ERD Ltd		
Metricell Ltd		
Mettler Toledo Safeline Limited		
Micro Nav Limited		
Mobica		
Mobile Vet Ltd		
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