

The Queen's Awards
for Enterprise 2020



The Queen's Awards for Enterprise 2020

Press Book

- **INNOVATION**
- **INTERNATIONAL TRADE**
- **SUSTAINABLE DEVELOPMENT**
- **PROMOTING OPPORTUNITY**



NOT FOR PUBLICATION OR BROADCAST BEFORE 00.01 HOURS BST ON Tuesday 21st April 2020

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 most prestigious awards for UK business, designed to recognise and encourage outstanding achievements in the fields of Innovation, International Trade, Sustainable Development and Promoting Opportunity (through social mobility). The Queen's Awards scheme was instituted by Royal Warrant in 1965 and the first Awards were made in 1966.

This year, 220 UK businesses have been recognised for their contribution to international trade, innovation, sustainable development and promoting opportunity (through social mobility):

Four of these companies won awards in the categories of both Innovation and International Trade. These winners are:

Cut4Cloth (International Trade and Sustainable Development)

Kwikbolt (International Trade and Innovation)

Netcraft (International Trade and Innovation)

Synchro Arts Limited (International Trade and Innovation)



International Trade
128



Innovation
66



Sustainable Development
19



Promoting Opportunity
7



The Queen's Awards for Enterprise 2020



Queen's Awards for Enterprise Categories:

Innovation

Innovation achievements are assessed for: invention, design or production of goods; performance of services; marketing and distribution; or, after-sale support of goods or services, that have realised outstanding commercial success over 2 years or continuous commercial success over 5 years.

International Trade

Winners have demonstrated that their business has achieved substantial growth in overseas earning and in commercial success (for their business size and sector) through either outstanding achievement over 3 years or continuous achievement over 6 years.

Promoting Opportunity (through social mobility)

This category recognises businesses and organisations that are providing high quality social mobility initiatives and programmes that specifically reach out and support people from disadvantaged backgrounds, in order to inspire and guide the best talent into their organisation and beyond.

The programmes include work experience, careers advice or mentoring for young people; offering non-graduate routes such as traineeships or changing recruitment practices; and, giving equal support and progression opportunities to all employees.

Sustainable Development

Winners in this category demonstrate commercially successful sustainable development practices. Sustainable development achievements are assessed for: invention, design or production of goods; performance of services; marketing and distribution; after-sale support of goods or services; or, management of resources or relationships with people and other organisations.

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.



Winners & Recipients

Region / Category



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Winners & Recipients continued

Region / Category

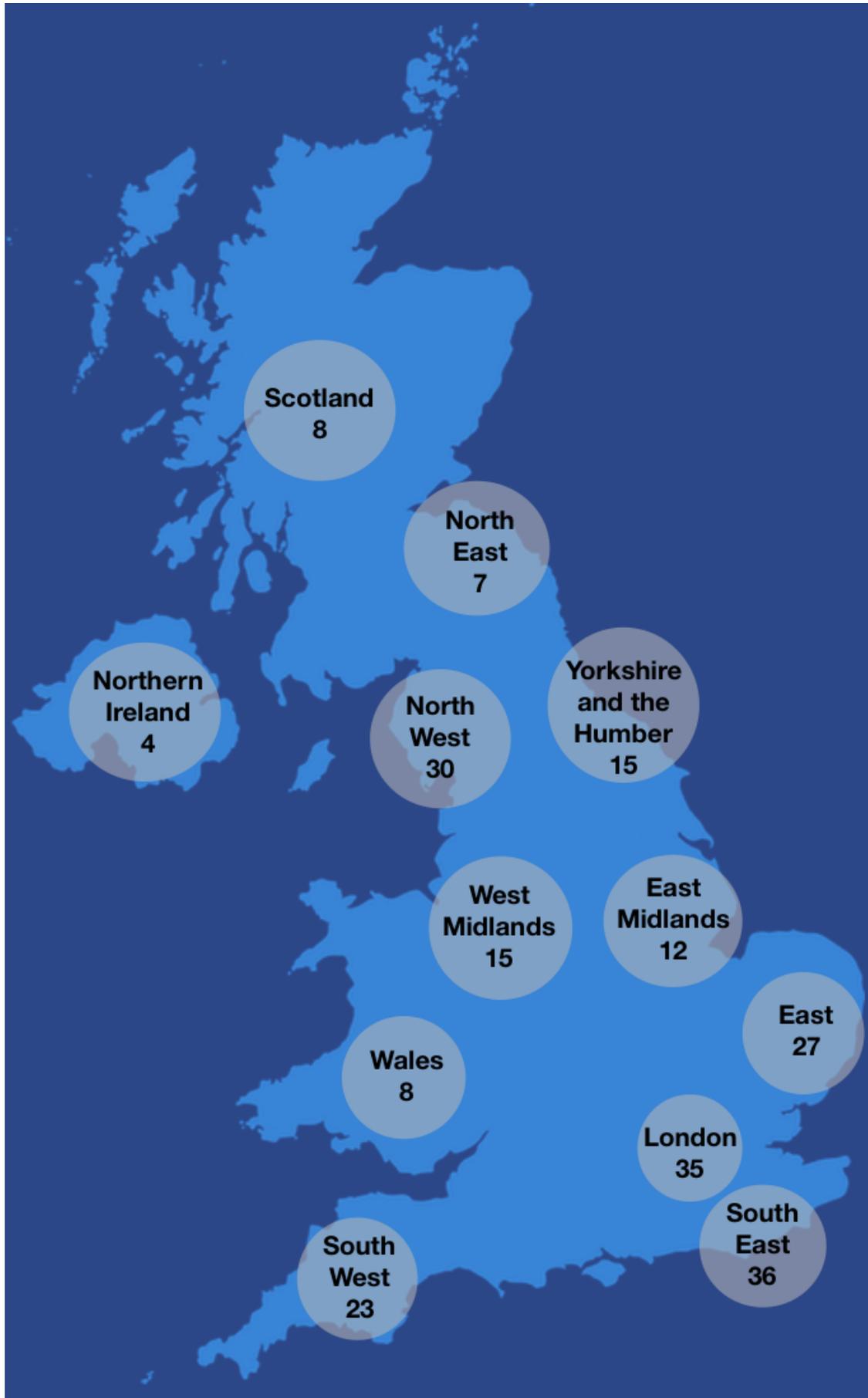


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Winners & Recipients

Region / Category



Chorus Intelligence Limited

6 Quay Point
Station Road
Woodbridge
Suffolk
IP12 4AL

Website: www.chorusintel.com
Employees: 22
Immediate Parent: N/A
CEO: Mr Boyd Mulvey
Press Contact: Mr Joe Southgate
Tel: 020 3597 7350
Email: j.southgate@chorusintel.com

Chorus Intelligence Ltd are an SME based in Suffolk which was formed in 2011. The founder of the company used know-how from sifting large data sets in the financial industry and applied it to law enforcement creating Chorus Analyser, which is now used by 80% of police forces and all of the counter terrorism units in the UK. The software tool solves the problem of lengthy manual data cleansing and formatting by automating data processing. It also allows users to spot connections in the data that would otherwise remain hidden. The initial product has been further developed into a suite of tools. The suite includes Investigator, a tool for non expert operational officers to get rapid results from data evidence, Indexer and Plus, products that enable different departments and forces to share data and conduct cross case analysis and collaborate easier. The company wins the Queen's Award for Enterprise in the Innovation category.

Dura Composites Ltd

Dura House
Telford Road
Clacton on Sea
Essex
CO15 4LP

Website: www.duracomposites.com
Employees: 87
Immediate Parent: Dura Group Ltd
Managing Director: Mr Stuart Burns
Press Contact: Ms Nadia Harvey
Tel: 01255 446835
Email: nadia.harvey@duracomposites.com

Dura Composites Ltd is an Essex SME established in 1996. They won a 2017 Queen's Award for Enterprise - International Trade. The company has created a height-adjustable composite station platform that reduces platform-to-train gaps. After over a century of heavy use, many of the UK's train station platforms require replacement as they reach the end of their service life. Traditionally concrete is used but this can require large sections of track to be temporarily shut down for costly building work to take place. Dura Platform allows contractors to replace or overlay onto damaged or subsided platforms a low maintenance, height adjustable glass reinforced plastic (GRP) structure that enhances safety with anti-slip surface options, in-built water management, integral lines, integral lighting, snow melting capability and that has similar or lower overall project costs than concrete. This innovation is protected by a family of patents and is being adopted across the rail network. The company wins the Queen's Award for Enterprise in the Innovation category.

Global Graphics Software Ltd

Building 2030

Cambourne Business Park

Cambourne

Cambridgeshire

CB23 6DW

Website: www.globalgraphics.com/software

Employees: 56

Immediate Parent: N/A

CEO: Mr Gary Fry

Press Contact: Miss Jill Taylor

Tel: 01223 926489

Email: jill.taylor@globalgraphics.com

Global Graphics Software Ltd is an SME based in Cambridgeshire that provides software for printing and digital communication. High speed commercial inkjet printers suffer from recurring quality issues such as streaking and mottling (known as artefacts) and there was no available solution to these problems. In response the company developed ScreenPro™, a software engine that corrects these artefact imperfections by applying a halftone or multi-level screen to the inkjet printing workflow. It is unique in being a generally available, non-proprietary solution that can be applied to any manufacturers' inkjet press. It smooths out artefacts irrespective of other software choices that may have been made and is effective with all the major inkjet printheads and combinations of electronics. It works at any device resolution and with any ink technology. The company sells to digital press manufacturers enabling them to bring products to market quicker by overcoming their technical challenges. The company wins the Queen's Award for Enterprise in the Innovation category.

Maths Circle Ltd

Units 321 to 323, Bedford Heights

Brickhill Drive

Bedford

Beds

MK41 7PH

Website: www.ttrockstars.com

Employees: 5

Immediate Parent: N/A

CEO and Founder: Mr Bruno Reddy

Press Contact: Mrs Nicola Reddy

Tel: 07967107398

Email: nicola@mathscircle.com

Maths Circle Ltd is a small company of 7 employees based in Bedford who developed "Times Tables Rock Stars" a gamified app solution to engage children with learning of times tables and increase their confidence and proficiency in maths. The development resulted from a need identified by the company's founder, a maths teacher, who saw many pupils entering the school lacked basic skills in maths. It began as a paper based training aid and was then developed into a software app with gamification features. The system uses artificial intelligence to tailor the questioning and learning to the child, adapting to their progress and building confidence. Additional features have been developed for those with special educational needs. Competitive events are run across the UK where schools send their fastest students to compete for the title of "fastest of the fast". The company wins the Queen's Award for Enterprise in the Innovation category.

Optical Metrology Services Ltd

Unit 9, M11 Business Link
Parsonage Lane
Stansted
Essex
CM24 8GF

Website: www.omsmeasure.com
Employees: 21
Immediate Parent: N/A
Managing Director: Mr Timothy Clarke
Press Contact: Mr James Sale
Tel: 01279656038
Email: james.sale@omsmeasure.com

Optical Metrology Services Ltd (OMS) is an Essex based company providing solutions to the global Energy sector. OMS have previously won a Queen's Award for Innovation in 2007 and 2014. Developed to address a gap in the market, their innovation is a pipe inspection technology and service. The technology is a combination of 3D laser scanning and high definition camera imaging. This tool saves their customers time and money by early detection of problems before they become expensive and disruptive to fix. The technology can operate in pipes as small as 50 mm in internal diameter and takes less than 30 seconds to perform a scan. Problems are detected early saving significant sums of money and preventing environmentally damaging leaks. The company wins the Queen's Award for Enterprise in the Innovation category.

Photocentric Ltd

Cambridge House
Oxney Road
Peterborough
Cambridge
PE1 5YW

Website: www.photocentricgroup.com
Employees: 93
Immediate Parent: N/A
Managing Director: Mr Paul Holt
Press Contact: Ms Roxanne Ellison
Tel: 01733349937
Email: roxanne.ellison@photocentric.co.uk

Peterborough based Photocentric Limited has 18 years' expertise in resins and their interaction with light. These photopolymers are used for amongst other things, 3D printing and flexographic printing. The company holds two previous Queen's Awards for International Trade (2018) and Innovation (2016). 3D printing can be slow, expensive and struggles to create large items. By combining two innovative developments, a visible-light curing resin and the use of liquid crystal display screens as a light source, the company is able to make printers with higher resolution screens and has the largest format available. These printers deliver lower purchase and running costs to customers and have won the company international recognition. Elements of the technology are protected by a portfolio of 8 granted and 3 applied for patents. The company is now doing world leading research and has strengthened all aspects of its operation including bringing manufacturing of printers in-house. The company wins the Queen's Award for Enterprise in the Innovation category.

SciBite Limited

SciBite, BioData Innovation Centre
Wellcome Genome Campus
Hinxton
Cambridgeshire
CB10 1DR

Website: www.scibite.com
Employees: 31
Immediate Parent: N/A
CEO and President: Mr Robert Greenwood
Press Contact: Miss Lauren Barham
Tel: 01223 786105
Email: lauren@scibite.com

SciBite Limited is a software company based in Cambridgeshire formed in 2014. The company offers an ontology-led approach to transforming unstructured content into machine-readable clean data. Supporting the top 20 pharma with use cases across life sciences, from comprehensive competitive intelligence monitoring in real time to unlocking the value of your bioassay data or the full potential of ELN data. SciBite empowers customers with a suite of fast, flexible, deployable API technologies, making it a critical component in scientific data-led strategies. SciBite's suite of semantic technology is the culmination of the perfect storm of tens of years of experience in unlocking the potential of scientific data to answer business critical questions. Headquartered in the UK, SciBite supports its global customer base through additional sites in the US and Japan. The company wins the Queen's Award for Enterprise in the Innovation category.

Sphere Fluidics Limited

The McClintock Building, Suite 7
Granta Park
Great Abington, Cambridge
Cambs
CB21 6GP

Website: <http://www.spherefluidics.com>
Employees: 25
Immediate Parent: N/A
CEO: Dr Frank Craig
Press Contact: Dr Frank Craig
Tel: 01223628898
Email: Frank.Craig@spherefluidics.com

Sphere Fluidics Limited are a Cambridge business established in 2010. They have developed Cyto-Mine, a high-throughput, single cell screening system that can rapidly find rare bio-pharmaceuticals. This technology innovation is protected by a large portfolio of 97 granted and pending patents. Traditional methods and targets for drug discovery are becoming exhausted whilst the pharmaceutical industry is pressured to reduce costs and time to market. Cyto-Mine® offers novel and advanced features compared to existing technology by exploiting picodroplet and microfluidic technology. It is an extremely high-throughput (automatically tests tens of millions of cells within hours, compared to current techniques of 1,000 to 10,000 tests per three-week period). It condenses multiple laboratory stages and equipment into one single, compact, accelerated, simplified system. It is cost-effective in capital outlay and ongoing consumables, and the innovation also incorporates Artificial Intelligence. Cyto-Mine® accelerates biopharmaceutical discovery delivering both customer and societal benefits. The company wins the Queen's Award for Enterprise in the Innovation category.

Adder Technology Limited

Saxon Way

Bar Hill

Cambridge

Cambridgeshire

CB23 8SL

Website: www.adder.com

Employees: 126

Immediate Parent: N/A

CEO & Founder: Mr Adrian Dickens

Press Contact: Mrs Laura Robinson

Tel: 07525 098556

Email: laura.robinson@adder.com

Adder Technology Limited is based in Cambridge and started trading in 1984. They design, manufacture and market a range of innovative technology generically known as KVM (Keyboard, Video and Mouse) which enables a user to control multiple computers with a single shared keyboard, monitor and mouse. This technology is used in applications as diverse as radio studios, submarines, airport control rooms, the Chinese State Power Grid and luxury yachts. In 2016 they set the vision of "20:20" for 2020, to achieve 20% growth in sales and reach 20% of sales for new products each year. The company has demonstrated strong year on year growth in overseas sales rising by 69% overall, with the United States the major market. The company has no external investment, growing organically with profits reinvested into R&D for new products. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in Overseas sales over the last three years.

Ant Group Limited T/A Antistat

Integrity House

Easlea Road

Bury St Edmunds

IP32 7BY

Website: www.antistat.co.uk

Employees: 48

Immediate Parent: SciBite

CEO: Mr John Hensley

Press Contact: Mrs Sophie Hunt

Tel: 01473836200

Email: sophiehunt@antistat.co.uk

The Ant Group, based in Bury St Edmunds, is a specialist supplier of electrostatic discharge and cleanroom consumables to the electronics, pharma, biotech, defence and automotive sectors. It also provides global service, supply chain management and procurement outsourcing to manufacturing companies. The company recognised in 2014 that it would not achieve its growth targets without growing its overseas revenues and established a sound strategy for growth targeting Europe and the USA. It sells both through distributors and its own office. Substantial overseas growth has been achieved and is anticipated to expand even further, especially in the USA. The Ant Group wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Brogan Group Holdings

4 Falcon Gate, Falcon Way
Shire Park
Welwyn Garden City
Herts
AL71TW

Website: www.brogangroup.com
Employees: 215
Immediate Parent: Brogan Group Holdings Ltd
Managing Director: Mr James Brogan
Press Contact: Mr Wayne Smith
Tel: 0773 854 3609
Email: wsmith@brogangroup.com

Established in 2015, Brogan Group Holdings is based in Welwyn Garden City. The Group provides a range of access services to large-scale projects including Hoists & Common User Towers; Design hire, installation and maintenance of goods and passenger/goods hoists; supported by in-house fabrication facilities enabling the design of bespoke solutions for complex projects. They started contracting internationally in 2015 with a strategy of establishing their own companies in each new territory. Within the UAE they introduced a one stop solution and sales for 2016-18 have grown there from £4.9m - £12.6m. The company's major markets are now in the UK, Republic of Ireland and United Arab Emirates. Over the last three years overseas sales have grown by 158% across the last three years with the percentage exported also rising from 20% to 37%. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Buddi Limited

Talbot House
17 Church Street
Rickmansworth
Hertfordshire
WD3 1DE

Website: www.buddi.uk
Employees: 67
Immediate Parent: BIG TECHNOLOGIES LIMITED
CEO: Ms Sara Murray OBE
Press Contact: Miss Rowena Murray
Tel: 07515524042
Email: ro@buddi.co.uk

Buddi Limited is part of Big Technologies Limited, based in Rickmansworth, Hertfordshire and started trading in 2004. They are an integrated products and services company, with established remote health and location electronic monitoring offerings for criminal justice and healthcare customers and major Governments. They focus on a small number of key high potential geographic markets and are socially responsible as well as commercial, investing heavily to develop cutting-edge products that meet market demands. There is strong competition. However, they are successful due to the strength of their products, reputation for innovation and flexible service offering. Buddi has demonstrated very steep year-on-year growth in overseas sales rising by 306% overall across the three year period, with Australia and the United States as major markets. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Cambridge Healthcare Research Limited

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

Website: www.camhcr.com
Employees: 30
Immediate Parent: N/A
Managing Partner: Mr Maxim Rubin
Press Contact: Ms Laura Lawrence
Tel: 01223900191
Email: media@camhcr.com

Established in Cambridge in 2013, Cambridge Healthcare Research Ltd is a UK-based consulting firm working in the life sciences and healthcare sector, specialising in product strategy and commercialisation, competitor analysis, and market insight. The firm's main clients are global pharmaceutical, medical device and biotechnology companies, as well as non-governmental organizations, such as the World Health Organisation (WHO) and United Nations International Children's Emergency Fund (UNICEF). Its target markets align closely with global pharmaceutical markets; USA, Europe and Japan being the key areas. The USA is a notoriously tough market and rapid penetration has been a significant achievement in the last three years. More recently there has been strong growth coming from Switzerland, Italy and Ireland. Over the last three years overseas sales have grown by 153%, with the percentage exported remaining at above 90% throughout. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Direct Meats (Knights Farm)

Direct Meats (Knights Farm) Ltd
Swan Street Chappel
Colchester
Essex
CO6 2EE

Website: www.directmeats.co.uk
Employees: 129
Immediate Parent: Direct Holdings Ltd
Managing Director: Mr Martin Blackwell
Press Contact: Mrs Kate Woodford
Tel: 01787 223364
Email: kate.woodford@directmeats.co.uk

Direct Meats (Knights Farm) Ltd was founded In May 1995 when third generation local farmer Martin Blackwell saw a gap in the market to provide a professional, bespoke service selling meat to restaurants, hotels and eateries. It is based at Knights Farm, Chappel, near Colchester. It is now a well-established food business selling into food service, wholesale, retail, export and catering markets. With its purpose built factories it is involved in butchery, charcuterie, curing, cooking and sausage manufacturing. Annual turnover now exceeds £18.5 million and overseas sales have grown by 170% in the last three years. The company employs 129 people. Its main export markets are Hong Kong, Singapore, the Channel Islands, Finland and Dubai. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Innovative Trials Ltd

Innovative Trials Ltd
3 The Mill Race
Lemsford Village,
Lemsford
AL8 7TW

Website: www.innovativetrials.co.uk
Employees: 26
Immediate Parent: Global Graphics PLC
CEO and Founder: Ms Kate Shaw
Press Contact: Mrs Suellen Morris
Tel: 01707 682 314
Email: suellen.morris@innovativetrials.co.uk

Established in 2010 and based in Lemsford, Innovative Trials Ltd is a specialist patient recruitment and retention company working with pharmaceutical, biotech, and clinical research organisations, to ensure that patients are recruited into their clinical trials. The company builds a comprehensive picture of its clients recruitment needs, defines key areas and proposes bespoke solutions. A high percentage of Phase 2 and 3 clinical trials are conducted globally, and the company works with doctors and nurses globally to recruit patients across the world. Overseas sales have substantially increased over 3 years from £2.2m to £4.9m; a total growth of 114.4%. Currently overseas sales account for 87.7% of total sales. The company has patient recruitment staff in over 40 countries. The biggest markets where clinical trials take place are USA, China, Japan, Germany and France. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years

PCE GROUP Ltd

Ellough Road
Beccles
Suffolk
NR34 7TE

Website: www.pce-group.co.uk
Employees: 72
Immediate Parent: Snap-on UK Holdings
General Manager: Mr Mark Ost
Press Contact: Mr Steven Ian Mortlock
Tel: 01502 713287
Email: marketing@pce-automation.co.uk

Established in 2014 in Beccles, Suffolk, PCE GROUP is a major designer and manufacturer of automatic solutions servicing a wide range of sectors, including Fast Moving Consumer Goods, Industrial Automation, Build to Print, Ocular and Medical/Pharmaceutical. Originally founded in 1961 as a luxury day cruiser builder, they pivoted to become a manufacturer of packaging machinery in 1981. Today they combine complementary technologies such as Robotics, Vision Inspection and Additive Manufacture; possessing complete in house skills and capabilities to build state of the art turn-key automation systems within the Ocular and Medical Sectors; as well as product fulfilment systems within industrial manufacturing. Their customers are across the UK, Europe, USA, Canada, Central and South America. Their new markets recently established include Hungary, Costa Rica, and the USA and overseas sales have grown by 2,061% and the percentage exported has risen from 3.5% to 36%. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

East International Trade



Peerless-AV Limited

Unit 3 Watford Interchange
Colonial Way
Watford
Hertfordshire
WD24 4WP

Website: www.peerless-av.com
Employees: 34
Immediate Parent: BBG Acquisition Inc.
Managing Director: Mr Keith Dutch
Press Contact: Ms Beky Cann
Tel: 01923 205658
Email: bcann@peerless-av.eu.com

Established in 1992 and based in Watford, Peerless-AV Ltd is a manufacturer and distributor of professional audio-visual products; primarily flat panel display mounts used in many indoor and outdoor areas such as hotels, ships, airports, railway stations, stadiums, and shopping malls. Major clients include L'Oreal, Red Bull, HSBC, BBC, Burberrys, Jaguar Land Rover, Mastercard, RBS, Liverpool City FC, Heathrow Airport, Gatwick Airport, Silent Night, Mercedes Benz World, Tottenham Hotspur FC. They are now in 22 countries and nearly every EU country has at least one distributor, some, such as Germany and France have three or four. New markets recently entered include the Middle East & Africa. Overseas sales have grown by 176% across the last six years and the percentage exported has risen from 26% to 42%. Their top markets are: France, Germany, Switzerland, Russia, and Austria. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.

Pipeshield International Ltd.

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

Website: www.pipeshield.com
Employees: 20
Immediate Parent: N/A
Managing Director: Mr Steven Howlett
Press Contact: Mr David Blake
Tel: 01502560900
Email: info@pipeshield.com

Pipeshield International Ltd was founded in 1999 and manufactures in Montrose, Blyth, headquartered in Lowestoft. The company won a Queen's Award for International Trade in 2013. It provides solutions to offshore oil and gas, renewables and marine civil industries for the protection, stabilisation and support of subsea assets, such as pipelines, cables and equipment, together with the prevention of scour around subsea structures. Working with consultants and client engineers at early project stages required forming strategic supply partnerships in its main market, UAE and in Saudi Arabia and SE Asia, with manufacturing in UK together with overseas manufacturing arrangements in Damman KSA, Abu Dhabi, Dubai, Bahrain in UAE, Qatar and SE Asia along with other project specific construction sites Overseas sales have grown by 248% over the three year application period and the proportion of sales exported increased to 71% of total sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



East International Trade



QHi Group Ltd

Talisman House
Allied Business Centre, Coldharbour Lane
Harpenden
Hertfordshire
AL5 4UT

Website: www.qhigroup.com
Employees: 10.5
Immediate Parent: QHi Holdings Ltd
CEO and Founder: Mr Ross Kennedy
Press Contact: Mr Daniel Thomas
Tel: 01582461123
Email: dan.thomas@qhigroup.com

Established in 1988, QHi-Group is based in Harpenden and has a U.S. subsidiary in Pennsylvania. It is a rapidly expanding international company, providing technology based products and solutions. It is a small firm of 15 people that has changed global industry monitoring with its main product Exertherm which provides thermal condition monitoring of electrical infrastructure to prevent explosions and avoid costly downtime. The group has achieved global sales and deployment of products across a variety of fast-growing industrial sectors: from data centres to the oil and gas, healthcare, banking and utilities industries. The company's overseas sales have grown by 144% in the last three years with export sales now making up over 99% of all sales. It has exported products to 34 different countries with the main ones being the USA, France, Italy, Mexico, and Singapore. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

SA Designer Parfums Limited

Amertrans Park
Bushey Mill Lane
Watford
Hertfordshire
WD24 7JG

Website: <https://www.designerparfums.com/>
Employees: 81
Immediate Parent: Shaneel Enterprises Limited
CEO: Mr Dilesh Mehta
Press Contact: Mr Krishna Panthula
Tel: 01923208116
Email: Info@Shaneel.com

Based in Watford, SA Designer Parfums Ltd. was founded in 2001 and has grown to be an innovative force in the world of fine fragrance. It is a Subsidiary of Shaneel Enterprises and specialises in the manufacturing and distribution of fragrances either owned or operated under license. The current brands in the company portfolio include a variety of prestige, masstige & mass brands. They include; Jennifer Lopez, Formula 1, Ghost Fragrances, Playboy, Naomi Campbell & Cerruti 1881. It supplies many of the main high-street retailers such as Boots, Superdrug, The Perfume Shop and The Fragrance Shop. The business exports to 6 of the 7 world continents including Europe, Asia, Australia, North America, South America and Africa. Over the last six years its overseas sales have grown by 299% and exports now make up 55% of all sales. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.



Select Offshore Ltd

Cumberland House
129 High Street
Billericay
Essex
CM12 9AH

Website: www.selectoffshore.com
Employees: 5
Immediate Parent: Verifile Holdings Limited
Director: Mr Michael Tann
Press Contact: Mr Mike Tann
Tel: 0203 745 7901
Email: mike.tann@selectoffshore.com

Select Offshore Ltd, based in Billericay and part of the Select Engineering Group, specialise in the recruitment of personnel for the offshore renewables, oil & gas and maritime industries. Since starting in 2010, its young management team has grown the company significantly and almost exclusively overseas. Focusing on a deliberately limited number of markets it has established a growing reputation for quality of service and increased its sales by 165% in the last three years. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Silent Sentinel Limited

Unit 1-2 Riverside, Stanstead Abbots
Ware
Hertfordshire
SG12 8AP

Website: www.silentsentinel.com
Employees: 31
Immediate Parent: N/A
Managing Director: Mr Paul Elsey
Press Contact: Mrs Madeleine Lewis
Tel: 01920871734
Email: madeleine@silentsentinel.com

Established in 2002, and based in Ware, Hertfordshire; Silent Sentinel Limited designs, builds, and manufactures imaging systems for the Defence and Homeland Security sectors. Since its establishment they have built over 30,000 systems which have been shipped to over 50 countries across six continents. Their client base covers a wide range of sectors, including Homeland Security, Border Control, Maritime Security, Aviation and Counter Drone Applications, and they can create bespoke camera platforms for many of their clients. Over the last six years new overseas markets include; The Middle East (UAE, Saudi Arabia, Iraq, Egypt etc), Australia and Canada. Overseas sales have grown by 2,644% with exporting becoming central with the percentage exported growing from 10% to 83%. Their top overseas markets are; USA, Canada, Denmark, Croatia, and the United Arab Emirates. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.

Stainless Metalcraft Ltd

Chatteris Engineering Works
Honeysome Road
Chatteris
Cambridgeshire
PE16 6SA

Website: www.metalcraft.co.uk
Employees: 162
Immediate Parent: N/A
Managing Director: Mr Austen Adams
Press Contact: Mrs Elizabeth Laidler
Tel: 07740 872852
Email: elizabeth@encore-communications.co.uk

Stainless Metalcraft Ltd of Cambridgeshire manufactures products for the nuclear, medtech, energy, marine and scientific sectors and has been training apprentices for more than 100 years. Aware of the need to put in place a succession plan for what was a rapidly ageing workforce and increase diversity within the workforce, the Company established a training school in 2010. It also put in financial support for graduate apprentices progressing into a degree, and a programme that includes, 'females in engineering' site visits, People Like Me workshops (WISE) and support for local schools. A unique element of this apprenticeship programme is the use of the apprentices themselves to support the programme, thereby helping build their skills as they learn. Since 2013, staff retention rates have increased from 50% to 80% and over the last four years, all apprentices have been offered full time employment with the Company. The average age of the staff which was 54 is now 44. The company wins the Queen's Award for Enterprise in the Promoting Opportunity through social mobility category.

Stockvale Investments Ltd

Adventure Island
Western Esplanade
Southend on Sea
Essex
SS1 1EE

Website: <http://adventureisland.co.uk/>
Employees: 492
Immediate Parent: N/A
CEO: Dr Andy Wood OBE DL
Press Contact: Mr James Miller
Tel: 01702601044
Email: james.miller@stockvale.co.uk

Stockvale Investments Limited is a family run amusement and theme parks business including restaurants and catering outlets across the seafront. There are 481 staff, rising to 1000 in the height of the summer, many of whom are school leavers. The Company is underpinned by its 'transformational programme' starting with a recruitment programme guaranteeing every applicant an interview based on personality rather than educational achievement. They believe they are able to "find a job for anyone". For all staff the 'Stars League' is a financially incentivised coaching and mentoring programme based on a daily score-based system rewarding staff with awards, cash bonuses and opportunities for promotion. Underperforming staff are offered coaching and mentoring. The programme also includes 15 leadership courses designed to change mind-sets and unlock opportunities. To support physical and emotional well-being there are 24/7 support services including physiotherapy and counselling. Demonstrating the success of this approach, all the current senior team have worked through the programme. The company wins the Queen's Award for Enterprise in the Promoting Opportunity through social mobility category.

East Sustainable Development



Adnams plc

Sole Bay Brewery
East Green
Southwold
Suffolk
IP18 6JW

Website: www.adnams.co.uk
Employees: 578
Immediate Parent: N/A
CEO: Dr Andy Wood OBE DL
Press Contact: Mr Oliver Drury
Tel: 07771947225
Email: oliver.drury@adnams.co.uk

Adnams plc is a medium-sized regional brewer founded in 1872 in Southwold, Suffolk. It employs almost 600 staff, and demonstrates exemplary and innovative performance, leading the industry in many sustainable development areas. It supplies everything from small independent cafes to multi-national supermarkets and large pub chains, operates 13 shops, nine managed inns and a tenanted estate of 38 pubs. In 2005 and 2012 Adnams was awarded the Queen's Award for Enterprise in Sustainable Development and it has won many other awards. It has an excellent track record of positive impacts ranging from beach clean-ups, to an environmentally-friendly distribution depot. It spreads the message to the wider brewing industry and shows a clear commitment to continued learning and development to deliver strategic aims. The company is awarded the Queen's Award for Enterprise in Sustainable Development because it has demonstrated a major and sustained commitment to all parts of sustainable development including close involvement in the local community.

Anglian Water Services Ltd

Lancaster House, Lancaster Way
Ermine Business Park
Huntingdon
Cambridgeshire
PE29 6XU

Website: www.anglianwater.co.uk
Employees: 4764
Immediate Parent: Anglian Water Services UK Parent Co Ltd
CEO: Mr Peter Simpson
Press Contact: Ms Regan Harris
Tel: 0871 677 0123
Email: pressoffice@anglianwater.co.uk

Anglian Water Services Ltd, established in 1989, supplies water and water recycling services to more than six million customers in the East of England and Hartlepool. It is headquartered in Huntingdon, Cambridgeshire and employs 4764 people. It was previously awarded the Queen's Award for Enterprise in Sustainable Development in 2015. It has demonstrated clear sustainability leadership, adopting an exemplary approach in formalising its commitment through amendments to its Articles of Association, the first utility company to do so. Its sustainable business plan, Love Every Drop, was developed through wide-ranging engagement with customers under three main areas: Smart Environment; Smart Communities; and, Smart Business, against the backdrop of the challenges of climate change and population growth. It is awarded the Queen's Award for Enterprise in Sustainable Development because it has demonstrated excellent positive impacts across a number of initiatives such as reducing carbon and improving water quality, through innovation, collaboration and education.



English Tea Shop

International House
Hodgson Way
Wickford
United Kingdom
SS11 8YB

Website: www.etsteas.co.uk
Employees: 9
Immediate Parent: N/A
CEO: Mr Suranga Herath
Press Contact: Mrs Adrianna Godziek
Tel: 02074036900
Email: adrianna.Godziek@wearespider.com

English Tea Shop was launched in 2010 to alleviate poverty in the tea industry. It employs nine people in the UK in Wickford and over 400 worldwide. It works directly with organic farmers, guaranteeing a fair deal, investment in training, equipment, quality and certification fees to secure long-lasting partnerships. As well as tea from Sri Lanka it buys various herbs, fruits and flowers from 20 other countries, supporting numerous organic small farming associations and families. Its commercial performance is impressive. Revenues have grown rapidly to £20 million (about half exported) and the range of organic and premium-quality teas and tisanes are sold in over 50 countries. This is an excellent small company that is really making a difference - committed to organic and fair trade practices. The company is awarded the Queen's Award for Enterprise in Sustainable Development because it can demonstrate strong leadership with a sustainable development ethos running throughout the company and an emphasis on partnership.

Commify UK Limited trading as Esendex

20 Wollaton Street
Nottingham
NG1 5FW

Website: www.commify.com
Employees: 142
Immediate Parent: Hg Capital
CEO: Mr Geoff Love
Press Contact: Mrs Liz Wilson
Tel: 07870154769
Email: liz.wilson@commify.com

Commify UK Limited trading as Esendex is a medium sized SME based in Nottingham. The company has developed an effective mechanism for collecting small value debt economically while treating customers fairly. For clients such as utilities companies who may have thousands of customers, unpaid small balance debt is a huge problem, and is often written off. The highly intuitive mobile payment solution builds trust with customers and increases the likelihood that a payment will be made. From a text or email, customers can make full payments, or create a payment plan in 5 clicks, entirely on their mobile device. The software ensures that each customer is placed on an individual recovery path that has the most likely chance of a successful outcome. The cost of implementation for clients is at least 70% lower than traditional methods and shows a 5 times improvement in payments received. The company wins the Queen's Award for Enterprise in the Innovation category.

Embroidery Design Solutions Ltd

Unit 17, Colliers Business Park
Cotgrave
Nottingham
NG12 3UL

Website: www.embroiderydesignsolutions.com
Employees: 11
Immediate Parent: N/A
Managing Director, Founder: Ms Catherine Johnson
Press Contact: Ms Catherine Johnson
Tel: 01159846768
Email: kate@embroiderydesignsolutions.com

Embroidery Design Solutions Ltd, based in Nottingham is an SME with 11 employees. The company identified that within the highly competitive embroidery industry digital design advanced at a faster pace than that of the machinery manufacturers. They therefore developed their own software and hardware solutions in order to develop and optimise embroidery techniques, applications and scale to a level beyond the reach of its competitors. Thinking beyond the traditional garment market, the company spotted the potential for stitching alternative, non-standard fabrics and threads, providing specialist applications over a larger size area. They now have the ability to work with specialist materials and non-standard consumables and adapt, develop and modify software and machinery to produce unique and innovative products. Their expertise has even extended to the medical field for which they have developed reliable technical weaves, using silk suture yarns, for creating surgical implants. The company wins the Queen's Award for Enterprise in the Innovation category.

Essential Equipment Consortium Ltd T/A EEC Performance Systems

Unit C6

Optimus Way

Leicester

Leicestershire

LE3 8JR

Website: www.eec-ltd.com

Employees: 2

Immediate Parent: N/A

Director: Mr Derek Hodder

Press Contact: Mrs Julie Hodder

Tel: 0116 232 2335

Email: julie@eec-ltd.com

Essential Equipment Consortium Ltd trading as EEC Performance Systems is a small company based in Leicestershire that has been trading since 1994. The company originally operated in the sales and servicing of weighing equipment in the food industry. Recognising they were in a declining market they took the step of utilising their skills and experience in a new sector. They identified that in top level motorsport (such as Formula 1), accurate refuelling is critical and mistakes can be costly in terms of safety, time and money. Fuelling race cars is usually based on weight but some of the fuelling systems available at the time had major fundamental design flaws. The f-POD intelligent race fuel bowser (fuel delivery system) ensures fuel is put into and taken out of a race car safely and accurately. It includes novel technical aspects including geographical gravity adjustments, empty hose adjustment, and wireless data connection to live team systems. Organisation details: Including our apprentice, there are now 3 staff in total. The company wins the Queen's Award for Enterprise in the Innovation category.

Marketing Derby Limited

Riverside Chambers

Full Street

Derby

Derbyshire

DE1 3AF

Website: www.marketingderby.co.uk

Employees: 10

Immediate Parent: N/A

Managing Director: Mr John Forkin

Press Contact: Ms Kathryn Allen

Tel: 01332 201 860

Email: kathryn.allen@marketingderby.co.uk

Launched in 2009, Marketing Derby is the inward investment promotion agency for the city of Derby and county of Derbyshire. The organisation is a unique, proactive, public-private partnership that has successfully attracted over 5,000 new jobs and £500m of investment into the area. Its ground-breaking business model has won many accolades, including several international awards. Marketing Derby Bondholders brings together a pro-active local business community in a sustainable model that matches private and public funding to support the attraction of jobs and investment. The company wins the Queen's Award for Enterprise in the Innovation category.

East Midlands International Trade



Bambino Mio Ltd

Bambino Mio Ltd
12 Staveley Way, Brixworth Industrial Estate
Northampton
Northamptonshire
NN6 9EU

Website: www.bambinomio.com
Employees: 47
Immediate Parent: N/A
Founder & Managing Director: Mr Guy Schanschieff MBE
Press Contact: Mrs Victoria Williams
Tel: 01604 883874
Email: victoria@bambinomio.com

Bambino Mio Ltd. manufactures and sells reusable nappies and accessories including swim nappies. Founded in 1997 by husband and wife Guy and Jo Schanschieff, the company is based in Brixworth, Northamptonshire. It sells reusable nappies and associated products directly to parents through international eCommerce and via partnerships with retailers, including supermarkets, pharmacies and independent stores. Bambino Mio is now the leading brand of reusable nappies and accessories worldwide. Employment has grown to 47 and it has won over 100 awards and sells to over 50 countries across the globe. Over the last three its overseas sales grew by 221% and now make up 38% of all sales. Its largest markets are Europe, Australia, France and Germany, and has eleven market specific websites including Italy, Netherlands, Belgium and Portugal. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Eminox Ltd

Miller Road
Corringham Road Industrial Estate
Gainsborough
Lincolnshire
DN21 1QB

Website: www.eminox.com
Employees: 271
Immediate Parent: Hexadex Ltd
Managing Director: Mr Mark Runciman
Press Contact: Ms Kathye Vicente
Tel: 01427816816
Email: kathye.vicente@eminox.com

Eminox Ltd, established in Lincolnshire in 1978, designs and manufactures sustainable solutions to reduce exhaust emissions from buses, trucks, rail, marine and non-road mobile machines. The company began exporting to Sweden in 1990, and today exports its most advanced technologies to customers across Western Europe. Future growth is expected in Asia-Pacific, particularly China, as demand for emissions reduction technologies increases. The company also active in developing new markets in Europe. Eminox works with original equipment manufacturers across Europe to engineer products that meet the latest emissions standards. It also develops retrofit upgrades for vehicles and equipment already in use and provides aftermarket replacements via European distributors. Overseas sales have grown by 146% over the three-year application period, and exports now make up 67% of total sales. The company has won the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



East Midlands International Trade



Valour Consultancy Limited

40a Bourne Road
Colsterworth
Grantham
Lincolnshire
NG33 5JE

Website: www.valourconsultancy.com
Employees: 6
Immediate Parent: N/A
Co-Founder: Mr Craig Foster
Press Contact: Mr Craig Foster
Tel: 07751672930
Email: craig.foster@valourconsultancy.com

Established in 2012 and based in Grantham, Valour Consultancy Ltd is a provider of market intelligence to firms in the global mobility market. This includes off-the-shelf market research reports, whitepapers, surveys, databases, public speaking, panel discussions and webinars as well as fully-customised research and consulting services. The company works with the world's leading aircraft manufacturers, large global satellite operators, a range of the world's best known airlines and major maritime clients. Overseas sales have grown year on year over three years from £109.9k to £282.6k, a total growth of 156.9% and now account for 92.7% of total sales. The company operates worldwide and has a subsidiary in Australia. Its top five markets are the USA, Germany, Israel, China and Luxembourg. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over three years.

W. Ball & Son Limited - Baltex

Baltex - W Ball & Son Ltd
Burr Lane
Ilkeston
Derbyshire
DE7 5JD
www.baltex.co.uk

Website: www.baltex.co.uk
Employees: 56
Immediate Parent: W Ball & Son Holdings Ltd
Managing Director: Mr Charles Wood
Press Contact: Mrs Nicky Melbourne
Tel: 0115 9322403
Email: office@baltex.co.uk

W. Ball & Son Limited (Baltex) is the world's oldest existing warp-knitting company, starting trading in 1831 and is based in Ilkeston, Derbyshire. The company designs, manufactures and supplies high performing technical textiles for aerospace, military, medical, composites and automotive. It sells into European Union, United States and Far East, with a main market of France and a large increase in automotive sales in Romania. Baltex plans to continue growth in the new markets of Germany and Central Europe, with manufacturing and research facilities in UK and Eastern Europe, offices in Hong Kong, Finland and Italy and a warehouse in Poland. Overseas sales have grown by 56% over the three year application period and the proportion of sales exported has increased to 67% of total sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



XenoGesis Limited

BioCity Nottingham
Pennyfoot Street
Nottingham
Nottinghamshire
NG1 1GF

Website: www.xenogesis.com
Employees: 25.8
Immediate Parent: N/A
CEO: Dr Richard Weaver
Press Contact: Ms Sue Carr
Tel: 07809 727533
Email: sue.carr@xenogesis.com

Established in 2011 and based in Nottingham, XenoGesis Ltd is a laboratory based contract research organisation specialising in the niche area of pre-clinical drug metabolism and pharmacokinetics, quantitative bioanalysis, in vitro pharmacology and modelling & simulation for human PK and dose prediction of new medicines. Overseas sales have increased over three years from £584.8k to £1.2m, a total rise of 120%.and now account for 51.4% of total sales. The company has built a reputation internationally for scientific excellence and now has a base of 170 international clients across Europe, Asia, USA, South Africa and Australia. Its top five markets are Denmark, Ireland, France, Poland and USA. It is now the largest independent provider in its field in the UK and is recognised internationally for scientific excellence, advice and delivery of services. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

East Midlands

Promoting Opportunity (through social mobility)



Goodwill Solutions CIC

1056 Deer Park Rd
Moulton Park Industrial Estate
Northampton
N'hants
NN3 6RX

Website: www.goodwillsolutions.co.uk
Employees: 24
Immediate Parent: N/A
Founder and Chief Executive: Mr Graham Tomkins
Press Contact: Mr Damian Pickard
Tel: 07718637207
Email: damian.pickard@goodwillsolutions.co.uk

Northampton based Goodwill Solutions CIC provides logistics and storage services. The Company was founded to be commercially profitable and a social enterprise dedicated to using its operations and profits to help disadvantaged groups. Working across multiple partnerships and often taking a lead (strategically and financially), activities include the lottery funded Building Better Opportunities Wrap project (for unemployed and long-term unemployed), in-house four week placements through which participants can gain fork lift and other logistics qualifications, staff and resource support for a rough sleepers centre, and staff, training and financial support for a local community centre. The majority (60%) of its employees are ex-participants from the programme and Goodwill Solutions CIC never asks for a criminal record history on applications. The Company also works in close collaboration with the police and offers free space (worth £30k) at their warehouse to help the police offer intervention programmes. Independent external evaluations praise the impact achieved. The company wins the Queen's Award for Enterprise in the Promoting Opportunity through social mobility category.



East Midlands Sustainable Development



Blue Skies Holdings Ltd

Paddock View
Spring Hill Farm
Pitsford
Northamptonshire
NN6 9AA

Website: www.blueskies.com
Employees: 205
Immediate Parent: N/A
Founder & Chairman: Mr Anthony Pile MBE
Press Contact: Mr Simon Derrick
Tel: 01604881230
Email: simon.derrick@blueskies.com

Blue Skies Holdings Limited, was established in 1997 and is based near Northampton with production in seven countries in Africa, South America and the UK. It employs 4,000+ people, 205 based in the UK. It was awarded the Queen's Award for Enterprise in Sustainability in 2011 and 2015. It produces fresh-cut fruits, freshly squeezed juices and dairy-free ice-creams aiming to 'Add Value at Source', by making the product where the fruit is grown. By processing products locally it aims to return value to communities, through employment with fair wages, skills development and technology. It has clear senior level commitment and leadership and a systematic approach to sustainability. It reduces environmental impacts through certification of its farms, the design and operation of its factories to reduce water and electricity consumption and by addressing impacts from plastic packaging. The company is awarded the Queen's Award for Enterprise in Sustainable Development because it actively promotes human rights and good environmental stewardship.

David Nieper Ltd

David Nieper Ltd
Nottingham Road
Alfreton
Derbyshire
DE55 7LE

Website: www.davidnieper.co.uk
Employees: 292
Immediate Parent: N/A
Managing Director: Mr Christopher Nieper
Press Contact: Mrs Lauraine Jordan
Tel: 07904257687
Email: lauraine.jordan@davidnieper.co.uk

David Nieper Ltd is a family business established in 1961, and based in Alfreton, Derbyshire. The company designs and makes premium quality British clothing for women over 50. It employs 291 skilled staff in five factories in the UK and has three overseas offices. The company designs clothes using materials which are all sustainably sourced from reputable suppliers and manufactures all garments in Britain. The company has three core aims: to regenerate the fashion manufacturing industry in the UK; to restore the standard of state education within the local community; and, to reduce the impact of garment production on the environment. It works with research bodies to inform its approach, and has shown good engagement with staff and wider community. The company is awarded the Queen's Award for Enterprise in Sustainable Development because it can demonstrate strong leadership in sustainability with excellent results promoting local economic regeneration and reducing environmental impacts.



Buttonfix Limited

Unit A
1 Britton Street
London
Greater London
EC1M 5NW

Website: <https://button-fix.com/>
Employees: 4
Immediate Parent: Buttonfix Holdings Limited
Director: Mr Anthony Wills
Press Contact: Mrs Julie Freedman
Tel: 02081507190
Email: julie@button-fix.com

Buttonfix Limited is a London-based company, established in 2007 to devise and commercialise construction products. The patented Button-fix panel connector was launched in 2012. The invention, designed for securely and invisibly mounting wall and ceiling panels, signage and other components, is made in the UK and sells around the world to both trade and DIY users. It has delivered continuous growth for the business since its launch and the company has expanded the range with new product launches almost every year. The Button-fix concept is simple: robust Buttons are attached to one surface and mating Fixes are attached to the other. Bring them together until the Button-fixes 'click'. Special Marker accessories precisely and easily align the installation - no need for a tape measure or guesswork. Simplicity of use places Button-fix well ahead of the competition. The company wins the Queen's Award for Enterprise in the Innovation category.

ClearScore Technology trading as ClearScore

47, Durham St,
London
SE11 5JA

Website: www.clearscore.com
Employees: 189
Immediate Parent: N/A
CEO: Mr Justin Bastini
Press Contact: Ms Jayna Mistry
Tel: 07496 457 647
Email: jayna.mistry@clearscore.com

ClearScore is a medium sized SME with over 200 employees based in London and Mumbai and across South Africa and Australia. Launched in 2015 the company is the UK's leading credit-checking marketplace. By making credit scoring free to the customer ClearScore disrupted the marketplace and shifted the financial burden of credit checking away from the consumer. Customers receive a free credit score forever and are provided access to a variety of financial products and services from ClearScore partners with an indication of likelihood of being accepted. The system allows information to be presented in a way that is clear and easy to understand and is complemented by easy-to-read articles on a range of financial subjects and coaching tools for users to build their understanding of managing finance, all of which enables the customer to make a more informed decision when applying for credit. The company wins the Queen's Award for Enterprise in the Innovation category.

Codex Digital Limited

60 Poland Street
London
W1F 7NT

Website: www.codex.online
Employees: 39
Immediate Parent: PIX System
Managing Director: Mr Marc Dando
Press Contact: Mr Marc Dando
Tel: 0203 7000 989
Email: marc@codex.online

Codex Digital Limited is an SME based in London that was first started in 2006. The company has developed the Codex Recording Platform, a high performance camera RAW capture solution, which has become the global industry standard for uncompressed recording of media for film, commercials, and television production. When digital began to take over from film, storage of images was via large memory units external to the camera. This caused a restriction on camera mobility. An efficient in camera file based workflow system was required. The company partnered with the ARRI Alexa camera family, which are the most widely used for feature film production, and developed a miniaturised embedded technology. The system includes deep integration of camera metadata giving users all the necessary back-end data management tools to safely archive and distribute production material, which now delivers benefits over traditional cinematography workflows. The company wins the Queen's Award for Enterprise in the Innovation category.

Eskan Electronics Limited

3B Kelvin Industrial Estate
Long Drive
Greenford
Middlesex
UB6 8WA

Website: www.eskan.com
Employees: 22
Immediate Parent: N/A
Managing Director: Mr Shaun Anderson
Press Contact: Miss Rebecca Kairouz
Tel: 02088130776 EXT107
Email: info@eskan.com

Eskan Electronics develop, engineer and manufacture covert surveillance and electronic counter measures equipment in our purpose built UK premises, for law enforcement, intelligence services and military organisations worldwide. Eskan provide advanced solutions to increase local and international security, and to reduce the risks of disruption to peaceful existence posed by criminals and terrorists. Eskan is a previous winner of the Queens award for Enterprise, International Trade category 2016. Now Eskan's innovative design of the ADRANA 50 for hostage and crisis negotiation is the winner of the Queens award for Enterprise, Innovation category 2020. ADRANA 50 is designed as a mobile, simple to operate, hostage negotiator / victim communicator kit compatible with all modern communication systems. ADRANA 50 provides effective and accurate recordings allowing for instantaneous evidence based decisions to be made. The ADRANA 50 is now used as the most effective tool by hostage and crisis negotiation teams worldwide. The company wins the Queen's Award for Enterprise in the Innovation category.

HiB Ltd

HiB Ltd. Building 3,
North London Business Park
Oakleigh Road South
New Southgate
London
N11 1GN

Website: <https://www.hib.co.uk/>
Employees: 104
Immediate Parent: N/A
Managing Director: Mr Robert Ginsberg
Press Contact: Mr Robert Ginsberg
Tel: 020 8441 0352
Email: robert@hib.co.uk

London-based HiB Ltd is a major supplier to UK and overseas bathroom retailers. The company has developed interactive bathroom mirrors with integrated colour temperature changing technology. The lit perimeter of the mirror is activated by the user moving their hand along the side to change the ambient temperature of the LED lights, which change smoothly from a bright cool blue-tone to a soft, warmer yellow hue with every light temperature in between. When the user stops their hand in one place for a few seconds, the mirror remembers their preferred light setting. To house the lighting, a smooth, translucent acrylic edge was created which would allow light to flow all the way around mirror, removing shadows on the user's face. In developing the product the company overcame several technical challenges and have shown further innovation by adding an anti steam function and other interactive elements. The company wins the Queen's Award for Enterprise in the Innovation category.

MJF Osteopathy Ltd. trading as The Mayfair Clinic

The Mayfair Clinic
4 Cavendish Square
London
W1G 0PG

Website: themayfairclinic.com
Employees: 4
Immediate Parent: N/A
Co-Founder: Lara Haxa
Press Contact: Miss Lara Haxa
Tel: 02039473222
Email: info@themayfairclinic.com

MJF Osteopathy Ltd. trading as The Mayfair Clinic has developed an innovative approach to delivering services to patients suffering from back pain. The cost of services is detailed openly on the website including Initial consultations which are a fixed price and inclusive of any treatment required. Diagnosis is personalised and can include standing X-ray examination. The aim of the consultation is to identify the root cause of any problem. The personalised treatment package is designed to address the root causes identified. In addition to the initial consultation and treatment packages, patients are provided with a mobile app to coach them through their rehabilitation. The app is set to remind patients when to carry out exercises, tells them what exercises they should be doing, and gives video guidance as to how to perform them. The app also helps the clinician monitor patient compliance with the exercise regime. The company wins the Queen's Award for Enterprise in the Innovation category.

Ninth Wave Ltd

Sherborne House
119 Cannon Street
London
EC4N 5AT

Website: www.ninthwave.co.uk
Employees: 16
Immediate Parent: N/A
Director: Mr Jon Lewis
Press Contact: Mr Jon Lewis
Tel: 0207 403 4433
Email: jon.lewis@ninthwave.co.uk

Ninth Wave Ltd is a London based software company whose innovation is SmartCore V4, a cloud based application generator for project management and other business applications. The problem this innovative software solves is meeting the needs of customers for project and business management solutions that are sufficiently tailored to the needs of their organisation, but which does not require months or years of customised software development and dedicated support. SmartCore V4's metadata described engine allows the same core system to be quickly configured to the specific requirements of different customers. The system is flexibly implemented, provides rapid integration with the customer's own legacy systems and includes built-in interfaces to email and office applications. The company has gained high profile customers in competition with large international firms. The company wins the Queen's Award for Enterprise in the Innovation category.

Q-Bot Limited

Block G,
Riverside Business Center,
Bendon Valley
London
SW18 4UQ

Website: <https://www.q-bot.co/>
Employees: 29
Immediate Parent: N/A
CEO: Mr Mathew Holloway
Press Contact: Miss Audrey Massy
Tel: 07 795 530 130
Email: audrey.massy@q-bot.co

Q-Bot was founded in 2012 to develop and commercialise a robotic device that could insulate suspended timber floors. The problem of heat loss through suspended floors has been known for many years and on average accounts for around a 1/5th of the total heat loss for a home. Traditional methods of insulating the floor are expensive and difficult to implement, so most suspended floors remain un-insulated. To solve this challenge Q-Bot has developed and patented a robot that can fit into the void beneath a suspended floor, carry out a 3D scan, survey the area, and spray insulation onto the underside of the floorboards. This keeps heat in the property and draughts out. The result is a significant reduction in energy use and CO2e emissions, while saving households money and making their homes much more comfortable to live in. The company wins the Queen's Award for Enterprise in the Innovation category.

Switchchee

Base KX,
103c Camley Street
London
N1C 4PF

Website: www.switchchee.co
Employees: 18
Immediate Parent: N/A
CEO and Founder: Mr Adam Fudakowski
Press Contact: Mr Charles Solanki
Tel: 07425184933
Email: charles.solanki@switchchee.co

Switchchee is a London based business formed in 2015 to develop and market a novel smart home solution for residential landlords. Large landlords with thousands of properties face a triad of related issues: 1) Housing stock having to reach Government's carbon targets 2) Fuel poverty of tenants 3) Efficient and cost-effective management of properties heating maintenance. The Switchchee smart thermostat for affordable housing is a smart home solution for residential landlords to manage their property portfolio efficiently and compliantly. It is both a product, a 'fit and forget' thermostat installed in tenants homes, and a service. The thermostat is GSM connected and needs no input from tenants as it learns occupancy patterns and adjusts accordingly ensuring efficient heating. The service is a digital dashboard allowing landlords to centrally monitor many aspects of their properties' status and efficiently manage scheduled maintenance and repairs. The company wins the Queen's Award for Enterprise in the Innovation category.

AC Tours trading as AC Group

17th Floor Millbank Tower
21-24 Millbank
London
SW1P 4QP

Website: www.acgroup.travel
Employees: 71
Immediate Parent: RusLin Travel Company
CEO: Mr Rob Russell
Press Contact: Mr Rob Russell
Tel: 7920427250
Email: rob@acgroup.travel

The AC Group is a London based destination management company specialising in attracting and arranging inbound tours for overseas travellers to the UK and Paris. It sells both direct to customers and to overseas tour operators and wholesalers. Principal markets are the USA, Germany and Spain. In the last six years it grew its overseas sales by almost 900% and doubled its total sales. Growth has been achieved through acquisitions and new brands plus additional personnel and improvements in infrastructure and IT. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years

Andrew Reid & Partners (Consulting Engineers)

240 Blackfriars Road
London
SE1 8NW

Website: www.andrewreid.co.uk
Employees: 115
Immediate Parent: HDR | Hurley Pamer Flatt Group
Managing Director: Mr Mike O'Mahony
Press Contact: Ms Elizabeth Romano
Tel: 020 7332 0500
Email: elizabeth.romano@hurleypalmerflatt.com

Established in the UK in 1970, Andrew Reid & Partners (Consulting Engineers) Ltd. is based in Blackfriars, London. It is a leading independent commissioning consultancy, providing specialist knowledge in complex engineering environments. It provides professional engineering expertise relating to the design and commissioning of mechanical and electrical building services works. In the three years to March 2019, its annual overseas sales have grown by over £5 million to £7.2 million; overall a 155% growth. The company's markets are spread across Europe, Singapore and Australia and currently the company is working in ten European countries, plus Singapore and Sydney, Australia. It provides three principal services. The first is commissioning, and secondly building services design in new and refurbished properties. Commissioning management and validation, quality assurance and design of building services systems. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

London

International Trade



Atkin Chambers

1, Atkin Building
Gray's Inn
London
WC1R 5AT

Website: www.atkinchambers.com
Employees: 23
Immediate Parent: N/A
CEO and Director of Clerking: Mr David Barnes
Press Contact: Ms Emily Morris
Tel: 02074040102
Email: emorris@atkinchambers.com

Atkin Chambers is a leading set of commercial barristers' chambers with 50 barristers including 19 Queen's Counsel. It has built an international reputation for providing advocacy, specialist advice and quasi-judicial roles on complex, cross-jurisdictional and high-value claims related to construction, energy, technology and major infrastructure disputes. Core strategic regions for the Chambers are Asia-Pacific and the Middle East. In the last three years they have established new markets in a wider number of Middle Eastern countries. The Pacific has also shown particular success during this time with a focus on the important energy market and longer-term prospects in India are of interest. During the last three years overseas sales have grown by 102% with top growth markets including: Qatar, Australia, Hong Kong, and Trinidad and Tobago. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Avenue 51 Ltd

Anchor Wharf
Watts Grove
London
E3 3RE

Website: www.avenue51.com
Employees: 21
Immediate Parent: N/A
CEO: Mr James Hardy
Press Contact: Mr James Hardy
Tel: 07983 644 891
Email: james.hardy@avenue51.com

Avenue 51 Ltd is based in Anchor Wharf in London's Docklands and was founded in October 2014. The company identified market opportunities and built key technologies to allow it to place UK companies' products on Chinese marketplaces; to receive the orders from those marketplaces; and to facilitate an automated Chinese customs clearance process. Over the last 3 years overseas sales have grown by 43%. Since 2017, the company has sold its technology and services to the French and Nordic markets, which now account for 7% of overseas revenues. The company employs 21 people, many with language skills, and each year is a key partner for the Best of British shopping exhibition in Shanghai when it features the finest in British consumables for an audience of high-end consumers from across China. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



London

International Trade



Brompton Technology Limited

International House
7 High Street
London
W5 5DB

Website: <https://www.bromptontech.com/>
Employees: 28
Immediate Parent: Brompton Technology Holdings Limited
Managing Director: Mr Richard Mead
Press Contact: Ms Joanna Muggeridge
Tel: 02074719419
Email: joannam@bromptontech.com

Brompton Technology Limited is based in London and started trading in 2012. They develop, manufacture and sell high quality, ultra-reliable LED video processing products that meet the needs of professionals working in the pressurised world of live events, concerts and broadcast. LED video displays are made up of many individual LED panels fastened together to create one large screen. Their video processor receives a video signal, formats it for the screen by dividing and synchronising the image appropriately for display on each individual panel. Their strategy has always been international, with a sound approach to investment and product development and they have demonstrated very strong overseas earnings growth rising by 115% overall in the three year period with the United States and China the significant markets. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Charcoalblue LLP

180 Strand,
2 Arundel Street
London
WC2R 3DA

Website: www.charcoalblue.com
Employees: 77
Immediate Parent: N/A
Group Chair: Mr Andy Hayles
Press Contact: Adam Bradshaw
Tel: +44 20 7928 0000
Email: sarah.nathan@charcoalblue.com

Charcoalblue was founded in 2004, becoming an LLP in 2012 as a Theatre Design business. Over the years, they have invested in the development of their specialist teams in Acoustical and Digital Design adding to their core services. Their portfolio includes London's National Theatre; in the US Chicago Shakespeare Theatre; Canada, Toronto Lumina-to Festival; Australia the Sydney Theatre Company; and the Waikato Regional Theatre, Hamilton, in New Zealand. In the last six years they have entered the USA, Canada, Australia, New Zealand, Singapore, Kuala Lumpur, France, Belgium, Sweden, Poland, South Africa, Qatar and Kazakhstan and are exploring opportunities in Spain, Italy, Denmark, Ireland, Sweden and Saudi Arabia. Across the last six years overseas sales have grown by 1,1017% with the percentage exported increasing from 32% to 67%. They also take an exceptional approach to CSR policy delivered by their own 'Blue Team'. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.



London

International Trade



Cru Wine Limited

Rex House,
4-12 Regent Street
London
Greater London
SW1Y4PE

Website: www.cruwineinvestment.com
Employees: 4.5
Immediate Parent: N/A
Managing Director & Founder: Mr Gregory Swartberg
Masters in Science
Press Contact: Mr Gregory Swartberg
Tel: 02033562816
Email: g.swartberg@cruwineinvestment.com

Established in 2014, Cru Wine Limited is a London based company specialised in the field of fine wine investment and management services; and the trade to international private clients and importers. Today, they manage circa £3m of fine wine on behalf of over 150 clients across more than 25 countries worldwide. In 2019 they opened their office in Hong Kong to meet the increasing demand in Asia for fine wine: and recently added a partner in Geneva, opening an office to cope with the increase in clients from Switzerland. The top five countries they export to are: Hong Kong, Switzerland, the US, UAE, and France; with the Middle East and US as their two most important markets. Over the last three years overseas sales have grown by 476% with the percentage exported rising from 51% to 77%. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Global Leadership Associates Limited

41 Dukes Avenue
Chiswick
London
W4 2AA

Website: www.gla.global
Employees: 10
Immediate Parent: N/A
Co-Founder and M.D.: MR Richard Izard
Press Contact: Mrs Sarah Audsley
Tel: 07882385446
Email: sarah@gla.global

Established in 2016, Global Leadership Associates have created a radically different approach to leadership development and organisational transformation. Central to their work is their proprietary psychometric tool, the Global Leadership Profile, which measures the stage of development of a leader's mindset. This so called 'Vertical' approach of growing the complexity of how a leader thinks, is fundamentally different to most approaches and tools which focus on growing skills and knowledge at the same level of thinking (horizontal development). Over 90% of their work comes from major clients who include Mars Incorporated, Walmart, McKinsey, Deloitte, Lyft, Novartis, The Bill & Melinda Gates Foundation and U.S. Government Department NIH. Headquartered in the UK, they have associates in over 20 countries. In the last three years, global sales have grown by over 600% with their top markets being the United States, Australia, China, Russia and Spain. The company wins the Queen's award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



London International Trade



"Joe's Gourmet Foods Limited" trading as "Joe & Seph's Gourmet Popcorn"

Joe & Seph's
Unit 1, 1000 N Circular Rd,
London
NW2 7JP

Website: www.joeandsephs.co.uk
Employees: 64
Immediate Parent: N/A
Co-Founder & Director: Mr Adam Sopher
Press Contact: Ms Bea Dart
Tel: 02036970203 (ext. 215)
Email: bea@joeandsephs.com

Joe & Steph's Gourmet Popcorn is a London based family business producing gourmet popcorn, which it sells through some 3,000 listed stockists in 19 countries around the world. The company has won no less than 49 taste awards. It has tailored flavours, as well as its marketing strategy, to suit each marketplace whilst retaining its emphasis on a hand-made product sold at a premium price using as many UK suppliers as possible. It has achieved a considerable increase in its overseas sales, which now represent 19% of its turnover, with ambitions for this to become 30% in the next three years. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Kaymet London Limited

Kaymet Works
52 Ossory Road
London
SE1 5AN

Website: www.kaymet.co.uk
Employees: 13
Immediate Parent: N/A
Director: Mr Mark Brearley
Press Contact: Mr Mark Brearley
Tel: 07946 616 766
Email: mark@kaymet.co.uk

Kaymet London Limited started trading in 2013 in London, although originally established in 1947. The company focuses on production of a small range of classic high quality anodised aluminium trays, trolleys and electric table hot-plates, most with designs from the 1940s, 50s and 60s, and selling to retailers, hotels, event venues, cafes and restaurants. Germany, France, USA, South Korea and Switzerland, account for an estimated 60% of export sales and it now exports to 40 countries, with products stocked by more than 140 overseas re-sellers. Plans are to continue growth through further stockists in an increased number of countries. Overseas sales have grown by 112% over the three year application period and the proportion of sales exported was 67% of total sales in the final year of application. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



London

International Trade



Lasgo Chrysalis Ltd

Unit 1, Falcon Park Industrial Estate
Neasden Lane
Neasden
London
NW10 1RZ

Website: www.lasgo.co.uk
Employees: 50
Immediate Parent: The Little Group
Managing Director: Mr Garry Elwood
Press Contact: Mr Stephen Digby
Tel: 0208 459 8800
Email: s.digby@lasgo.co.uk

Established in London on Oxford Street in 1978, Lasgo Chrysalis Ltd has become the UK's longest established international wholesaler and distributor of home entertainments products. Today they are wholesalers of Compact Disc, Blu-Ray disc, DVD, Vinyl, Books and merchandise, to include Games and Consumer Electronics. They service over 500 customers across 50 countries worldwide, with key territories including Japan, Germany and the USA, with a strong presence in most European countries; Australasia, Central and Latin America and the Far East. Over the last three years they have established new overseas markets in Bahrain, Greece, Iceland, Indonesia, Malta, Malaysia, Romania, Slovenia and Turkey. Overseas sales have risen by 70% and the percentage exported has also risen from 74% to 82% in the same period. Their top overseas markets are Spain, Japan, France, Germany, and the USA. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Learning Resource Network Ltd

Lambourne House (5th floor), Suite 7
7 Western Road
Romford
RM1 3LD

Website: www.lrnglobal.org
Employees: 2.5
Immediate Parent: N/A
CEO: Mr Muhammad Tariq
Press Contact: Mr Muhammad Tariq
Tel: 02037933519
Email: pressoffice@lrnglobal.org

Learning Resource Network Ltd (LRN) is an Ofqual regulated Awarding Organisation that was established in 2011. The intention was to provide a range of qualifications for UK and Overseas centres, students and employers. LRN's qualification portfolio ranges from Entry Level provision through to Level 7 across a range of subjects such as education, teaching, business management, creative industries and English for Speakers of Other Languages (ESOL). LRN provides accreditation services for both regulated and unregulated provision which meets the needs of a number of stakeholders, which includes training providers and employers. LRN has expanded its network at the rate of five new centres per quarter. In doing so, this has enabled the company to increase its overseas sales by almost 300% in three years. LRN wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



London International Trade



London Tradition LTD

96B Wallis Road,
Main Yard Estate
London
E9 5LN

Website: www.londontradition.com
Employees: 14
Immediate Parent: N/A
Joint Managing Director: Mr Mamun Chowdhury
Press Contact: Mr Khaled Chowdhury
Tel: 020 8533 9900
Email: accounts@londontradition.com

London Tradition is a leading British outerwear manufacturer and brand based in Hackney Wick, East London. Founded in 2002 by Mamun Chowdhury and Rob Huson, their aim is to produce exceptional quality outerwear of British origin only. London Tradition creates high-quality garments with an emphasis on the tradition of British tailoring, taking heritage styles into the 21st century. The brand represents British craftsmanship to a global audience with 85% of its sales heading to export markets, including Japan, China, Russia, South Korea, France, Germany, Chile, and the rest of Europe. London Tradition achieves this with its cumulative experience over many years of experience in the industry, close relationships with its suppliers, and being able to maintain quality and control of their production at every step. The company provides bespoke personalised services for brands and individuals globally. Having previously won in 2014, they have continued their year on year growth, recognised with the Queen's Award for International Trade in 2020.

Lucio & Meera Santoro t/a Santoro Licensing

Rotunda Point
11 Hartfield Crescent
London
SW19 3RL

Website: www.gorjuss.com + www.santoro-london.com
Employees: 15
Immediate Parent: N/A
Partner: Mr Lucio Santoro
Press Contact: Mr Lucio Santoro
Tel: 020 87811104
Email: lucio@santorus.com

Wimbledon based Lucio & Meera Santoro, trading as Santoro Licensing, was founded in 1998 and is a London based designer and brand creator of intellectual property. It is a previous winner of the International Trade award, in 2018. The company has more than doubled its overseas sales during the last three years, especially to its principal markets of Spain and Italy, with profit growth to match. Overseas sales, to some 20 countries, now represent over 95% of total revenue. It continues to identify new licensees in new markets, which in turn sell the resulting products into over 90 countries. Its strategy clearly works as its fan base continues to grow. Santoro Licensing wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



London

International Trade



Merci Maman

25 Heathmans Road
London
Greater London
SW6 4TJ

Website: www.mercimamanboutique.com
Employees: 21
Immediate Parent: Merci Maman Holding Limited
CEO and Founder: Mr Arnaud de Montille
Press Contact: Mrs Alix Stanworth
Tel: 0207 731 1377
Email: alix@mercimamanboutique.com

Merci Maman, is a Franco-British brand, founded in 2007 in London. They design and hand manufacture quality personalised jewellery in their London and Paris workshops. Their products are sold online through their own website and via other market places. The business has grown on the back of customer loyalty, product innovation and a strong company culture. Their strategy is to be innovative in developing markets via their website, through marketing campaigns and growing the number of overseas offices to be closer to the customer. The company has demonstrated steep year on year growth in overseas sales rising by 118% overall, selling in France, Germany and the United States. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Midstream Lighting Ltd

Wessex House
1 Chesham St
London
SW1X 8ND

Website: www.midstreamlighting.com
Employees: 8
Immediate Parent: Midstream Ltd
Chairman: Mr Dominic Dreyfus
Press Contact: Mr Yuli Grig
Tel: 07801478817
Email: yuli@midstreamlighting.com

Midstream Lighting Limited is part of Midstream Limited based in London and started trading in 2012. They design, develop and manufacture high-power LED floodlighting systems for transportation hubs, sports fields and greenhouses. Through their dedicated sales force, they aim to sustain a high annual growth level of around 70 to 80%, achieved through high-value clients and executed by a growing base of international agents and distributors. They trade without leverage or outside investment, growing organically from retained profits, investing in R&D for new products and developing new markets. The company has demonstrated strong commercial success with very steep year on year growth in overseas sales rising by 291% overall with significant markets of Italy, the United States and Greece. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



New Angle Productions Ltd

206 Metropolitan Wharf
70 Wapping Wall
London
Greater London
E1W 3SS

Website: www.newangle.co.uk
Employees: 12
Immediate Parent: N/A
Managing Director: Miss Beverley Garrett
Press Contact: Miss Beverley Garrett
Tel: +442079160106
Email: bev@newangle.co.uk

Established in 1995 and based in London, New Angle Productions Ltd is a digital design and production company that specialises in creating audio visual software for museums, visitor attractions and cultural heritage organisations. The company designs integrated media in physical spaces that include single and multiuser interactive experiences, single and multiscreen video experiences, immersive experiences and soundscapes. Overseas sales have increased year on year over three years from £1.2m to £2.6m, a total growth of 102%. Overseas sales now account for 94.9% of total business. The company has in the past undertaken both permanent displays and touring exhibitions in 15 countries. Currently virtually all its overseas business is in Saudi Arabia (99.5%) with the remainder in Germany. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years

NORTHCOTT GLOBAL SOLUTIONS LTD

22 Bevis Marks
London
EC3A 7JB

Website: www.northcottglobalsolutions.com
Employees: 48
Immediate Parent: N/A
CEO: Mr Ted Jones
Press Contact: Mr Ted Jones
Tel: 07811251380
Email: tjones@northcottglobalsolutions.com

Established in 2010 and based in London, Northcott Global Solutions Ltd is an exporter of international emergency response, tracking, travel management and remote logistic services all over the world. It provides international emergency response services to the clients of insurance companies and individual clients caught up in medical, foreign invasion, civil unrest, crime and other emergencies. Overseas sales have grown over six years from £1 million to £5.3 million, a total growth of 396%. Overseas sales as a percentage of total sales currently stand at 69.7%. As an international emergency services response organisation the company provides services in every country in the world but it currently has clients in 40 countries and works with 140 insurance companies worldwide. Its five top markets are North America, South America, Africa, Australia and the Middle East. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.

London

International Trade



Seraphine Ltd

Suite 3.01
332 Ladbrooke Grove
London
W10 5AD

Website: www.seraphine.com
Employees: 89
Immediate Parent: Stork Aquisition limited
Founder & CEO: Mrs Cecile Reinaud
Press Contact: Mrs Cecile Reinaud
Tel: 07812604305
Email: cecile@seraphine.com

Established in 2002 and based in London, Seraphine Ltd previously won the Queens Award for International Trade in 2015. It designs, manufactures, and retails fashionable maternity nursing clothes and accessories and is the largest independent maternity clothes company in Europe with a fashion range that caters for all the fashion needs of pregnant women and nursing mothers. Overseas sales have grown year on year over six years from £5 million to £14.6 million and overseas sales account for over 60% of total sales. The company sells via its website to 60 countries worldwide and it also has stores in the USA, France, Hong Kong, Dubai and India as well as outlets in Department stores in Japan. Its top five markets are USA, France, Germany, Ireland and Spain. The company wins the Queen's Award for International Trade for Outstanding Continuous growth in overseas sales over six years.

Sibyline Limited

100 Black Prince Road
Suite 332-333
London
SE17SJ

Website: www.sibyline.co.uk
Employees: 18
Immediate Parent: The Future Media Group Ltd
CEO: Mr Justin Crump
Press Contact: Mr Justin Crump
Tel: 02034110697
Email: justin.crump@sibyline.co.uk

Established in 2010 in London, Sibyline is a leading independant intelligence and strategic risk consultancy, focused on the security and resilience sector. Their purpose is to provide timely, accurate relevant and actionable insight to decision-makers in order to maintain the safety and security of staff, market access, assets, reputation and technology in the face of a volatile, uncertain, complex and ambiguous global environment. Their flagship subscription product, the World Risk Register, provides both written and quantifiable analysis on world events by region. The company has a team of over 50 analysts worldwide, subsidiaries in the US and Singapore, and people deployed as far afield as Mexico and Chennai. Over the last three years their overseas sales have grown by 749% with the percentage exported rising from 49% to 86%. The company wins the Queen's award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



The Desi Doll Company Limited

19 Goodhall Close
Stanmore
Middlesex
London
HA7 4FR

Website: www.desidollcompany.com
Employees: 2
Immediate Parent: N/A
Founder & Managing Director: Mrs Farzana Rahman
Press Contact: Mrs Farzana Rahman
Tel: 07769694655
Email: farzana@desidollcompany.com

Stanmore based Desi Doll Company Ltd. was established in 2008 following its owner's difficulty in finding toys and educational tools that would be fun for Muslim children. It also has a dominant share of the growing UK Islamic toy market being pioneers in this area and aims to make the range available to all major toy retailers. Annual revenue is half from domestic business and the balance international. The brand is now synonymous in the market for both Muslim and non-Muslim customers who value diversity. The company designs its products, holds focus groups, organises their manufacture in China and sells one new product after another, now having 30 products in the range. Despite employing just two people the company sells to some 20 countries with export revenue growing in three years by more than 75%. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Travel Weekly Group Limited

52 Grosvenor Gardens
London
SW1W 0AU

Website: jacobsmediagroup.com
Employees: 90
Immediate Parent: Jacobs Media Group Limited
CEO: Mr Duncan Horton
Press Contact: Mr Robin Searle
Tel: 0207 881 4866
Email: Robin.searle@travelweekly.co.uk

Established in 2009 and based in London, Travel Weekly Group Ltd is the largest b2b tourism and hospitality media group in Europe, and the second largest group of its kind globally. It reaches its audience in print, digitally and face-to-face; and connects at all levels of the market it services, educating, providing information and creating platforms for its business partners in the travel and hospitality industry. The company runs 150 events every year, attracting 10,000 delegates and guests. Overseas sales have grown year on year over three years from £1.5 million to £2.4 million, a total growth of 52.5% and now account for 21% of total sales. Its top five markets are USA, Spain, Italy, Switzerland and Portugal. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

London

International Trade



Vision RT Limited

Dove House
Arcadia Avenue
London
N3 2JU

Website: www.visionrt.com
Employees: 98
Immediate Parent: William Demant Invest
CEO: Dr Norman Smith
Press Contact: Mr Thomas Carter
Tel: 07795 127820
Email: tcarter@visionrt.com

Vision RT Ltd. started in an attic in 2001 and is now a major supplier of highly innovative products to radiotherapy clinics worldwide, including most private centres and a growing number of NHS hospitals. Vision RT invented Surface Guided Radiation Therapy (SGRT) and develops solutions using computer vision and AI to help ensure cancer patients' radiotherapy is delivered safely and accurately, increasing efficiency and patient comfort throughout treatment. The company's growth strategy is to maintain technology leadership through continued R&D investments, whilst educating users and providing best in class support to increase clinical adoption. We ensure each territory is grown in ways that are most appropriate to its culture and stage of development. Overseas sales represent almost all of Vision RT's sales and have grown by almost 70% in the period. A previous winner of the Innovation and International Trade Awards in 2016, Vision RT wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Warmup Plc

702 and 704 Tudor Estate
Warmup
London
NW10 7UW

Website: www.warmup.co.uk; www.warmup.com
Employees: 114
Immediate Parent: N/A
CEO: Mr Andrew Stimpson
Press Contact: Mr Andrew Stimpson
Tel: 07775752752
Email: andrewstimpson@warmup.com

Warmup Plc is based in London and started trading in 1994. They are an ISO 9001:2015 accredited UK based designer and manufacturer of electric and water underfloor heating systems and smart control thermostat solutions. They have sold more than 2.1 million systems in over 70 countries over the 25 years trading. Warmup grows value through its profitable and predictable revenue from long standing buying clients, which is achieved through exclusive products, unbeatable service and constant innovation. The company has demonstrated steep year on year growth in overseas sales rising by 60% overall, selling to the United States, Germany and France. The company is investing heavily in product and sales development to support their international trade growth. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



London

Sustainable Development



Howad Ltd T/as incognito

Unit 10 Baseline Business Studios
Whitchurch Road
London
W114AT

Website: www.lessmosquito.com
Employees: 10
Immediate Parent: N/A
Co-Founder: Mr Howard Carter
Press Contact: Mrs Jenny Liddle
Tel: 01450219246
Email: jenny@excellart.co.uk

Howad Ltd trading as incognito was founded in 2007 and employs 10 people. It manufactures what could become the world's leading natural insect repellent from its premises in Ladbroke Grove, London, competing directly with multinational pharmaceutical companies. It was awarded the Queen's Award for Enterprise in Sustainable Development in 2015. Since then it has continued to evolve and grow, looking at ways to improve its offer e.g. reducing single-use plastics by switching to sugarcane plastic in 2017, which is from an organic and renewable source and is fully recyclable. It is also looking at offering a refilling service, increasing to 100% natural products, while sticking to its core aim of offering a natural insect repellent with minimal environmental impact. The company is awarded the Queen's Award for Enterprise in Sustainable Development because it can demonstrate an impressive level of sustainable leadership and practice throughout the organisation, delivering positive environmental impacts through constant innovation.

Impax Asset Management Group plc

7th Floor
30 Panton Street
London
SW1Y 4AJ

Website: www.impaxam.com
Employees: 86
Immediate Parent: N/A
Founder & CEO: Mr Ian Simm
Press Contact: Mr Louis Supple
Tel: +44 20 3912 3142
Email: l.supple@impax.am

Impax Asset Management Group PLC was established in 1998 and is based in London employing 176 people. Impax was awarded the Queen's Award for Enterprise in Sustainability in 2014. Impax seeks to invest in companies and real assets that are leading the transition to a more sustainable economy and, for more than 20 years, has pioneered investment into companies that are spearheading sustainable development. Its sustainability strategy looks both at its investment practice and its own operations. Impax supports companies in improving their Environmental, Social and Governance performance, provides support to environmental charities and works with universities. Its participation in policy and sustainable investment tool development has advanced the practice of assessing the sustainability of investments and it has catalysed very significant levels of investment in sustainable business such as renewable energy. The company is awarded the Queen's Award for Enterprise in Sustainable Development because it demonstrates strong leadership in the sustainable finance sector.



Absolute Antibody Limited

Absolute Antibody Ltd
Wilton Centre
Redcar
Cleveland
TS10 4RF

Website: www.absoluteantibody.com
Employees: 30
Immediate Parent: N/A
CEO: Dr Nicholas Hutchings
Press Contact: Miss Lisa Merolla
Tel: 01642 688810
Email: l.merolla@absoluteantibody.com

Absolute Antibody Limited was established in 2012, and is based in Redcar, although the business was founded in Oxford to serve scientists involved in medical research. The company offers antibody sequencing, engineering and recombinant production as a service and a catalogue of recombinant antibodies, engineered into new formats. USA was identified as the biggest market and the company acquired Kerofast Inc in 2018 to focus on this market. It has built a network of 30 distributors worldwide to serve customers in 62 different countries. These include 14 of the top 15 pharmaceutical companies by revenue as well as academic researchers. Overseas sales have grown by 100% over the three year application period and the proportion of sales exported has increased to 81% of total sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Crafter's Companion

Crafter's Companion
Unit 1
Newton Aycliffe
County Durham
DL5 6DR

Website: www.crafterscompanion.co.uk
Employees: 195
Immediate Parent: N/A
Founder: Mrs Sara Davies MBE
Press Contact: Miss Ashleigh Vincent
Tel: 07799323275
Email: ashleigh.vincent@crafterscompanion.co.uk

Founded in 2006 in County Durham, Crafters Companion is a craft retailer selling globally. Traditionally it designed, manufactured and sold products for the papercraft market including machines for use with metal dies, paper, card stock and stamps, and enveloper machines. More recently it has expanded its portfolio to include fabrics and sewing tools, bobbins and sewing kits, sewing machines and multi media dyes. It has also developed its own line of art materials. Over six years overseas sales have increased substantially from £2.4 million to £20.3 million. A total increase of over 716% and overseas sales now account for 63.9% of total sales. The company sells in over 40 markets worldwide. Its key market is the USA which accounts for over 50% of overseas sales and its next top five markets are Germany, France, Netherlands, Australia, Ireland and Sweden. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.

North East International Trade



D-Line (Europe) Limited

Unit A5 Tromso Close
Tyne Tunnel Trading Estate
North Shields
Tyne & Wear
NE29 7XH

Website: www.d-line-it.com
Employees: 57
Immediate Parent: N/A
Managing Director: Mr Paul Ruddick BA (Hons), Dip M
Press Contact: Mr Paul Ruddick
Tel: 01912360960 / 07785308071
Email: paulr@d-line-it.com

D-Line (Europe) Limited is based in North Shields, Tyne & Wear and started trading in 2004. They have a global reputation for designing innovative and affordable cable management solutions, which are produced by mainly UK supply partners. The company name is derived from the patented D-shaped profile that enables trade installers and homeowners to hide cables in a way that is 'easy to install and look great!'. The trunking and fire-rated cable supports are sold via DIY and Home Improvement retailers, through e-commerce platforms and trade electrical wholesalers. The company has demonstrated strong growth in overseas sales rising by 219% overall in the six-year period with profits invested in new products and market development. They primarily do business in North America and Europe with the United States and Germany as major markets. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.

Kromek Group plc

NETPark
Thomas Wright Way
Sedgefield
County Durham
TS21 3FD

Website: <https://www.kromek.com>
Employees: 61
Immediate Parent: N/A
Chief Executive Officer: DR Arnab Basu MBE
Press Contact: Mr Tony Hitchens
Tel: 01740626070
Email: tony.hitchens@kromek.com

Based in Sedgefield, County Durham, Kromek Group plc was incorporated in 2003 to commercialise the cadmium zinc telluride (CZT) related technology developed by Durham University over the previous 20 years. It has since developed other advanced radiation detection technologies. The company produces and supplies components to OEMs as well as producing and marketing its own products. The company makes industry leading radiation detection devices, able to detect both gamma and neutron radiation. In the last three years overseas sales grew by 52% and now make up 84% of all sales. Kromek divides its markets outside the UK into Europe, North America, Asia and Australasia. It has a detailed and focused exporting strategy, concentrating on medical imaging, nuclear detection and security screening. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



North East International Trade



Prima Cheese Ltd

Prima House
13 Partnership Court
Seaham
Durham
SR7 0PX

Website: www.primacheese.com
Employees: 118
Immediate Parent: N/A
Director: MRS Nagma Ebanks-Beni MBE
Press Contact: Miss Bella Orwin
Tel: 0191 521 0101
Email: bella@primacheese.com

Prima Cheese Ltd. started trading from a small industrial unit in Sedgefield in 1996, before moving to the Seaham, County Durham site in 2001. It is a family owned and run company specialising in the process of shredding and blending a variety of unique dairy products suitable to supply its domestic UK and international markets. The company specialises mainly in pizza cheese which is its core product. Over the six years to March 2019, the company's overseas sales have grown by £13.75 million from just under £3 million to £16.7 million; an overall growth of 464%; and now make up 25% of all sales. Its top export markets are Lebanon, Netherlands, France, Dominican Republic and the United Arab Emirates. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.

The WorkCast Corporation LTD

Chase House, 4 Mandarin Road
Rainton Bridge
Houghton Le Spring
Tyne And Wear
DH4 5RA

Website: www.workcast.com
Employees: 28
Immediate Parent: N/A
CEO: Mr Stewart Kibby
Press Contact: Ms Melissa Hugel
Tel: 07449839492
Email: melissa.hugel@workcast.com

Established in 2009, and based in Houghton Le Spring in Tyne and Wear, The WorkCast Corporation Ltd creates online events and web based presentations, using streaming media technology to distribute a single content source to thousands of simultaneous viewers/listeners on behalf of clients. The company has worked with some of the world's biggest organisations like the NHS and Sony on their webinars, webcasts and virtual events. Overseas sales have increased over three years from £223.2k to £585.3k; a growth of 162%. Overseas sales now account for 26.7% of total sales. The company's main market is the USA and it has opened an office there to increase penetration. It sells to major institutions and companies internationally and over three million people a year now attend webinars it produces. Its top five markets are the USA, Canada, Switzerland, Italy and Ireland. The company wins the Queen's Award for International Trade for its Outstanding Short Term Growth in overseas sales over the last three years.



Shared Interest Society

Shared Interest Society
Pearl Assurance House
Newcastle upon Tyne
Tyne and Wear
NE1 8AQ

Website: www.shared-interest.com
Employees: 34
Immediate Parent: N/A
Managing Director: Ms Patricia Alexander
Press Contact: Mrs Stina Porter
Tel: 0191 2339132
Email: stina.porter@shared-interest.com

Shared Interest Society Ltd is a Mutual Society registered under the Co-operative and Community Benefits Societies Act 2014. It was established in 1990 and is based in Newcastle employing 34 people in the UK. It won the Queen's Award for Enterprise in Sustainable Development in 2013. It is an ethical investment organisation offering finance to producers worldwide, aiming to alleviate poverty by helping people in remote and disadvantaged communities to trade and earn a living. It acts co-operatively with more than 11,500 investors pooling £41 million of investments and using these funds to provide loans and credit facilities to primarily fair-trade businesses. It has worked to reduce its own environmental impacts and encourages staff to volunteer in local communities. It has exemplary reporting on social benefit including producing a Children's Report. The company is awarded the Queen's Award for Enterprise in Sustainable Development because of its clear mission to support small business to grow and trade sustainably, supporting both farmers and artisans.

Atmos International Limited

St Paul's

781 Wilmslow Road

Manchester

M20 2RW

Website: www.atmosi.com

Employees: 69

Immediate Parent: Reverse Engineering Limited

Managing Director: Dr Jun Zhang

Press Contact: Mr Will Stone

Tel: 01614458080

Email: will.stone@atmosi.com

Manchester-based Atmos International Limited was established in 1995 and one of its core products, Atmos Wave, is an innovative leak and theft detection system with accompanying services for pipeline operators. Liquid pipelines that extend over many miles and across changing terrains are often difficult to monitor accurately for leaks and thefts. While leak detection systems based on rarefaction waves were developed in the 1970s, there had been little improvement until Atmos International brought this leak detection technology up to date. By combining the latest sensing and remote communication technologies with advanced data processing algorithms, they have delivered accurate, reliable services to pipeline operators in many countries around the world. This patented innovation delivers significant benefits to customers and the environment through accurate leak/theft location and loss prevention. A test conducted by the Pipeline Research Council International (PRCI) has shown Atmos Wave outperforms competitor systems significantly. The company wins the Queen's Award for Enterprise in the Innovation category.

Combined Chemical Services (UK) Ltd

Unit 3g4 Lyncastle Way,

Barleycastle Road

Warrington

Cheshire

WA4 4ST

Website: www.combinedchemicalservices.com

Employees: 4

Immediate Parent: N/A

Managing Director: Mr James Marshall

Press Contact: Mr James Marshall

Tel: +44 (0) 7525 816 944

Email: james@combinedchemicalservices.co.uk

Combined Chemical Services is a small Cheshire based company that previously won a Queen's Award for International Trade in 2018. Their innovation is a combination of three products and a service aimed at maintaining effective operation of Biomass hot water boiler systems. Since 2009 there has been a significant increase in the installation of biomass boilers particularly because of their environmentally friendly aspects and the availability of relatively inexpensive fuel. These systems are susceptible to the problems of scale build up and corrosion leading to operational problems such as blockages and reduced water flow rates. The products developed for this market are the result of 45 years' experience of developing water treatment formulations and are unique for this market. Their expertise has also enabled the development of preventative and remedial maintenance services to biomass boiler operators creating new revenue streams for the company. The company wins the Queen's Award for Enterprise in the Innovation category.

Contra Vision Ltd

Victoria House

19-21 Ack Lane East

Bramhall

Cheshire

SK7 2BE

Website: www.contravision.com

Employees: 18

Immediate Parent: N/A

Chairman: Mr Roland Hill

Press Contact: Ms Dee Barrington-Ford

Tel: 0161 439 9307

Email: dee@contravision.com

Contra Vision Ltd is a Cheshire-based SME that has won the Queen's Award for Enterprise Innovation category in 2015 and International Trade in 2014. Their innovative product Contra Vision® HD™ is a high definition perforated window film for one-way vision and other see-through graphic applications. To deliver a perforated window film that outperformed competitor products the company reduced the hole diameter punched in the self-adhesive film assemblies from 1.6mm to 1.0mm. To achieve this, a new high precision machine capability needed to be developed. The resulting, patent-protected material delivers dramatic improvements in the quality of design visible from one side, a much less noticeable perforation pattern visible from the other side, and a disproportionately high improvement in the

Duo Plastics Ltd trading as Duo UK

Duo UK

Vickers Street

Manchester

Greater Manchester

M40 8PU

Website: www.duo-uk.co.uk / www.duogreen.co.uk

Employees: 103

Immediate Parent: Duo Packaging Group

Chairman: Mr David Brimelow

Press Contact: Miss Zoe Brimelow

Tel: 01612035767 / 07736040133

Email: zoe.brimelow@duo-uk.co.uk

Duo Plastics Ltd, trading as Duo UK, is a large SME operating in the field of plastic packaging manufacture. This Manchester based company has developed an innovative mailing bag with easy release handle that remains in position throughout postal system. The company recognised that existing click and collect mailing bags were increasing delivery costs and that the existing handle style reduced throughput. The DuoOptipac mailing bag provides e-commerce retailers with a parcel bag that features a convenient integrated carry handle which is stuck to the packaging during transit but released when needed by the customer. The bag improves throughput on a conveyor system and saves money on volume shipping pricing without compromising on the capacity of the bag or adding additional processes to the fulfilment operation. The patented design delivers benefits to customers and now represents 18% of total company sales. The company wins the Queen's Award for Enterprise in the Innovation category.

Simply Doughnuts Ltd

Unit 6 Ordnance Street
Furthergate Industrial Estate
Blackburn
Lancashire
BB1 3AE

Website: www.simplydoughnuts.co.uk

Employees: 37

Immediate Parent: N/A

Managing Director: Mr Shiraz Master

Press Contact: Mr Shiraz Master

Tel: 01254 677199

Email: shiraz@simplydoughnuts.co.uk

Based in Blackburn and formed in 2012, Simply Doughnuts Ltd has developed a unique, long shelf-life doughnut. Ordinary cooked doughnuts have a short (2-day) shelf-life, which can lead to a considerable waste of unsold product. Doughnuts can be frozen but this is energy intensive and requires extra time and space for storage and thawing before sale. After 18 months of research and years of refinement, the company developed a production process that yields a fresh doughnut with a shelf life of up to 30 days. Protected by trade secret, the process is a precise combination of quality ingredients, mixing sequence, mixing method, temperatures, time and frying. Available in six variants, the product is now stocked by many major UK retailers and sits in both the fresh and long-life categories. It has driven significant growth in turnover and employee numbers. The company wins the Queen's Award for Enterprise in the Innovation category.

Airpure International Limited

Carne House

16 Parsons Lane

Bury

Lancashire

BL9 0JT

Website: www.airpure.com

Employees: 9

Immediate Parent: Keeling Property Holdings Limited

Managing Director: Mr Robert Keeling

Press Contact: Mr Robert Keeling

Tel: 07760196994

Email: robert@airpureuk.com

Airpure is a small Lancashire based company supplying home and car fragrance products to the retail sector. It covers all categories within the air care sector including candles, car air fresheners, room sprays and reed diffusers. Airpure offers a niche product in an imaginative way by working with major partners including Walls Ice Cream and Coca-Cola. These relationships have helped it to grow significantly in the UK and even more so overseas. It has made use of government support and been proactive in adapting its approach to the needs of each individual market. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.

Alphin Pans Ltd

Oakdale Mill

Delph New Road

Delph

Greater Manchester

OL3 5BY

Website: www.alphin.co.uk

Employees: 45

Immediate Parent: N/A

Managing Director: Mr Matthew Sykes

Press Contact: Mr Matthew Sykes

Tel: 01457872486

Email: matthew.sykes@alphin.co.uk

Established in 1989, Alphin Pans Ltd is a family owned company based in Delph, Greater Manchester. The company is a precision sheet metal manufacturer supplying a wide range of industries, including food, lighting construction and energy. In 2009 the company made the strategic decision to start to manufacture its own products in the UK. Approximately 80% of the company's turnover is now from goods manufactured at the company's site. In the last three years they have established new overseas markets in the Republic of Ireland, Portugal, Holland, Malta and Slovakia. Their major clients include: Welbilt, Domino's Pizza UK, ASD Lighting Plc, Glenn Dimplex Heating & Ventilation Ireland (GDHVI). During the last three years overseas sales have grown by 482%. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Barrett Dixon Bell Limited

Craig Court
25 Hale Road
Altrincham
Cheshire
WA142EY

Website: www.bdb.co.uk
Employees: 38
Immediate Parent: B2B International Marketing Group Limited
CEO: Mr Matt Smith
Press Contact: Mr Matt Smith
Tel: 07584221711
Email: matt@bdb.co.uk

Established in 1987 and based in Altrincham, Barrett Dixon Bell Ltd won the Queen's Award for International Trade in 2011. It is an international business-to-business marketing communications specialist helping clients overcome complex business problems and unlock sales opportunities globally. The company is experienced in food ingredients, nutrition, life sciences, health, pharmaceuticals, construction, engineering and packaging. Its client base is truly global with international clients and brands across the world. The company's expertise is in understanding and translating complex technical and scientific issues to ensure messages stand out and are understood by key audiences and stakeholders. Over three years overseas sales have grown from £1.9 million to £3.3 million, a total growth of 73% and overseas earnings as a percentage of total earnings have risen from 65.9% to 93.2%. The company currently services more than 50 clients across UK, Europe, Americas and the ASEAN region. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales.

Chelsom Ltd

Heritage House
Clifton Road
Blackpool
Lancashire
FY4 4QA

Website: www.chelsom.co.uk
Employees: 68
Immediate Parent: Golden Age Holdings
Chairman: Mr Robert Chelsom
Press Contact: Mrs Lucy White
Tel: 01253 831404
Email: Lucy_White@chelsom.co.uk

Chelsom Ltd. was founded in 1947 by the current Chairman's parents as a retail lighting shop in Blackpool. It is still based in the town and now employs 68 people. The company design and manufacture lighting products for the global hospitality and marine market. It sells to leading hotel chains and the cruise liner industry. All product is designed in house and the company have an industry leading website and online catalogue. Over 3 years to December 2018, its overseas sales have grown from £5 million in 2016 to £7.9 million in 2018 an overall increase of 59%. Exports now make up 58.36% of all sales. Its top five markets are the USA, Saudi Arabia, France, Germany and Ireland. The company previously won the Queen's Award for International Trade in 2017. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

North West International Trade



Clark Door Limited

Unit F Central
Kingmoor Park
Carlisle
Cumbria
CA64SD

Website: www.clarkdoor.com www.cdldoors.com

Employees: 93

Immediate Parent: Amount Index Ltd

Managing Director: Mr Andrew Ashley

Press Contact: Miss Jane Alexander

Tel: 01228522321

Email: jane.alexander@clarkdoor.com

Based in Carlisle, Cumbria, Clark Door Ltd. designs and manufactures steel acoustic fire doors for the performing arts, education, and sound studios. Its origins date back to a nineteenth century USA based timber merchant. The company expanded its steel door production to the UK with Clark Door Limited being registered in Scotland, forming a joint venture between Clark Door Inc. and Christian Salvesen Plc. The company developed and in 1991, the current company chairman led a management buyout to create a 100% privately owned company. In the last three years the company's overseas sales have grown by 302% and now make up 49% of all sales. Its top markets are the USA, UAE, Malaysia, Cyprus and Iceland. Clark Door Ltd wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Euromixers Ltd

Landmark House
Station Road
Cheadle Hulme
Cheshire
SK8 7BS

Website: www.euromixers.co.uk

Employees: 5

Immediate Parent: N/A

Founder: Mr Howard Stafford

Press Contact: Mr Howard Stafford

Tel: 07711070605

Email: Howard@euromixers.co.uk

Euromixers Limited is based in Cheadle Hulme, Cheshire and started trading in 2000. They design and manufacture in the UK bespoke industrial fluid mixers for industries ranging from pharmaceuticals to vaccines and beverages. They deliver added value with their expertise in solving mixing problems and by achieving a specific process result to deliver cost effective, energy efficient solutions to the likes of The Royal Mint, Rolls Royce, Honda, Jaguar, Pepsi Cola and Akzo Nobel. They research customers and distributors to continually develop their products and research new markets to sustain future growth. The company has demonstrated steep year on year growth in overseas sales rising by 51% overall with Europe the predominant market with sales to Belgium, France and Denmark. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



Evans Vanodine International plc

142-146 Brierley Road
Walton Summit
Preston
Lancashire
PR5 8AH

Website: www.evansvanodine.co.uk
Employees: 156
Immediate Parent: N/A
Managing Director: Mr Peter Evans
Press Contact: Ms Sarah O'Donnell
Tel: 01772322200
Email: sodonnell@evansvanodine.co.uk

Evans Vanodine International plc was established in 1919, and is based in Preston. Starting from Eccles, Manchester, the business now manufactures cleaning and hygiene chemicals in the UK and in four other international locations, exporting to 86 countries. It focuses on professional cleaning products and animal health cleaning and disinfection markets. International animal health operates through veterinary medicinal distribution and offers greater potential than UK's wholesale market. The company won a Queen's Award for International Trade in 2015. In addition to its International Division Manager, Evans employs five regional sales managers to manage and provide support and training for distributors. Overseas sales have grown by 49% over the three year application period and the proportion of sales exported has increased to 39% of total sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years

Flair Flooring Group Ltd

Etherow Works
Woolley Bridge Road
Hadfield
Derbyshire
SK132NS

Website: www.flairrugs.com
Employees: 121
Immediate Parent: Flair Flooring Group Ltd
Managing Director: Mrs Tina Carswell
Press Contact: Miss Sinead Donohoe
Tel: 01457850650
Email: sinead.donohoe@flairrugs.com

Flair Flooring Group Ltd. is a family company based in Reddish, Stockport, which designs and sells rugs that are made by partners in India and China, to retailers in the UK and to 15 countries, mostly in Europe. It is well established in the UK but has only relatively recently moved into export sales, where it believes its future growth lies. Export remains a small part of the company's overall sales but has grown rapidly, initially organically and now with a more strategic plan, to a position where exports have more than doubled in the last three years. Flair Flooring Group Ltd wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

FPW Axles Limited

Unit D4, Enfield Road
Huncoat
Accrington
Lancashire
BB5 6NN

Website: www.fpwaxles.co.uk
Employees: 43
Immediate Parent: C.Caswell Holdings Limited
Sales Director: Mr Scott Taylor
Press Contact: Mr Andrew Dearden
Tel: 07951 913120
Email: andrew.dearden@fpw-axles.co.uk

Established in 1982, and based in Accrington, Lancashire, FPW Axels Ltd specialises in the design and manufacture of Steer, Drive and Drive/Steer axels for every application of special purpose vehicles. Over the years the product range was consolidated to allow specialisation of axle production and they gained a patent for the first oil immersive maintenance free front axle design. The company exports widely including to EMEA (European, Middle East and Africa); the Americas and Asia. Recently they have entered Germany and their focus for 2019 has been China. Overseas sales have grown by 69% across the last three years and the percentage exported has also risen from 44% to 53%. Their top overseas markets were Southern Ireland, Latvia, Slovenia, Turkey, and Switzerland. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Kendal Nutricare Ltd

Mint Bridge Road
Kendal
Cumbria
LA96NL

Website: www.kendalnutricare.com
Employees: 135
Immediate Parent: N/A
CEO/ Founder: Mr Ross McMahon
Press Contact: Mr Will McMahon
Tel: 07484056316
Email: will.mcmahon@kendalnutricare.com

Kendal Nutricare opened in 2015, taking over a plant that was in threat of imminent closure. Since then it has grown from being a contract packer to selling its own range of infant milk and formula to 22 countries across Asia, Europe, the Middle East, Africa and North America. In the space of four years one of its products, Kendamil, has become the fastest growing infant formula brand in the UK and one of the fastest growing consumer brands globally. The company has a well targeted development strategy with an effective distribution network that has helped it to grow its overseas sales by over 260% in three years and increase the proportion of export to total sales from 31% to 53%. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Lash House Limited t/a London Lash Pro

Atria,
Spa Road,
Bolton
Lancashire
BL1 4AG

Website: www.londonlashpro.com
Employees: 11
Immediate Parent:
Managing Director: Mrs Hanna Putjato
Press Contact: Ms Abigail Madden
Tel: 07932 326348
Email: abigail@londonlashpro.com

Established in 2014 and based in Bolton and London, Lash House Ltd trading as London Lash Pro 2 is a leader in the global eyelash extension industry. It provides over 50,000 eyelash technicians with the products they need to perform safe, high quality beauty treatments. The company also offers training for everyone from beginners to advanced eyelash treatment providers in its London base, and through 30 trainers worldwide. All sales are through the company's e-commerce website and it has distributors in 22 countries as well as selling direct to retailers and individual clients. Overseas sales have increased steeply over three years from £196k to £1.1 million, a total rise of 479.9% and overseas sales as a percentage of total sales stand at 45.1%. It sells across Europe, North and South America and Australasia. Its top five markets are France, USA, Slovenia, Germany and Belgium. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth.

Leyland Trucks Ltd

Leyland Trucks Ltd
Croston Road
Leyland
Lancashire
PR26 6LZ

Website: www.leylandtrucksLtd.co.uk
Employees: 1005
Immediate Parent: PACCAR Parts UK Ltd
Managing Director: Mr Brennan Gourdie
Press Contact: MR Steve Whelan
Tel: 01772 625806
Email: stevewhelan@paccar.com

Leyland Trucks Limited is part of PACCAR Parts UK Ltd, which is part of PACCAR Inc in the United States. They are based in Leyland, Lancashire and originally started trading in 1896, joining the PACCAR group of companies in 1993. They design and manufacture commercial vehicles for a large range of transportation applications for the domestic and overseas markets such as France, Israel, Germany and Australia. They have grown a network of sales and service outlets with wholly owned sales branches in 13 European markets and over 1,000 dealers in 52 different markets worldwide. For such high turnover the company has demonstrated strong year on year growth in overseas sales rising by 46% overall and they have also seen strong growth in total turnover and profitability with reinvestment in the business to remain competitive. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Medicines Evaluation Unit Limited

The Langley Building
Southmoor Road
Wythenshawe
Greater Manchester
M23 9QZ

Website: www.meu.org.uk
Employees: 140
Immediate Parent: The North West Lung Centre Charity
Director of Operations: Mr David Rogers
Press Contact: Miss Stephanie Jones
Tel: 0161 946 4060
Email: sjones2@meu.org.uk

Founded in 1999 in Greater Manchester, Medicines Evaluation Unit Ltd is one of the UK's leading clinical trials and research facilities. It undertakes over clinical trials for the pharmaceutical and biotechnology industries and has successfully completed 370 clinical trials with over 10,000 patients and healthy volunteers. The company employs 130 specialist professors, physicians, nurses and physiologists and has a database of 18,000 volunteers willing to take part in clinical trials. It has links with major pharmaceutical companies and works with other UK based clinical research organisations to ensure the UK remains an attractive base when overseas clients are planning large scale clinical trials. Overseas sales have increased over three years from £3.4m to £9.8m, a rise of 183% and as a percentage of total sales now stand at 84.8%. The Company has clients worldwide and top markets are USA, Italy, Germany, Ireland and Belgium. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years sales over the last three years.

Orthoplastics Ltd

Orthoplastics Ltd
Grove Mill
Bacup
Lancashire
OL13 9EF

Website: www.orthoplastics.com
Employees: 187
Immediate Parent: Viant Inc
Marketing Director: Mr Mark Allen
Press Contact: Mr Mark Allen
Tel: 01706871211
Email: mallen@orthoplastics.com

Orthoplastic Ltd started trading in 2005, and is based in Bacup, Lancashire, producing implantable Ultra High Molecular Weight products for the medical market. The company now supplies semi-finished orthopaedic devices to over 350 global OEMs. Its strategy is to expand global operations and support for emerging healthcare regions. This incorporates education of customers, assisting local regulatory bodies and meeting with surgeons and OEMs to support an innovative approach to new products and materials. Its main current markets are USA, Ireland, Puerto Rico and China and the company entered new markets in India, China, Turkey and Brazil during the application period. Overseas sales have grown by 99% over the three year application period and the proportion of sales exported has increased to 98% of total sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Phoenix Cellular Limited

Future House

Marshfield Bank

Crewe

Cheshire

CW2 8UY

Website: www.phoenixcellular.com

Employees: 62

Immediate Parent: N/A

Founder: Mr Paul Walters

Press Contact: Mr Richard Venables

Tel: 07983989394

Email: richard.venables@phoenixcellular.co.uk

Established in 2015 in Crewe, Phoenix Cellular is a wholesaler of used mobile phones and wearable devices. It buys used devices in bulk, before testing, wiping and grading each one for distribution in the UK and Europe. Customers include online and offline shops, large retailers, mobile networks and insurance companies. The cost of a new mobile now exceeds £1,000 making buying used mobile devices more acceptable and its strategy is to become Europe's leading distributor in the used mobile phone market. Their overseas target customers are mainly in Europe, but they also receive enquires from UAE, US, Africa, and India. In 2019 they opened a Hong Kong subsidiary after identifying demand for used European mobiles by Chinese and Asian buyers. Overseas sales have grown by 180% with the top countries it exports to as Italy, Germany, France, Netherlands and Spain. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Premier Tooling Systems Limited

Unit 4 Laneside

Altham Industrial Estate, Altham

Accrington

Lancashire

BB5 5TU

Website: www.premiertooling.co.uk

Employees: 14

Immediate Parent: N/A

Technical Director: Mr Ian Lane

Press Contact: Mr Ian Lane

Tel: 01282777770

Email: ian.lane@premiertooling.co.uk

Premier Tooling Systems Ltd, is based in Accrington, Lancashire and started trading in 2005. They are a precision engineering specialist, supplying quality tooling design and manufacture to a wide range of industries including aerospace, automotive, defence, healthcare and packaging. They are a small family business with the simple objective "Look after your staff. Look after your customers. Train and grow at a pace that the company can financially cope with". They have demonstrated steep year on year growth in overseas sales rising by 195% overall during the three year period and have delivered strong commercial success through a manufacturing offer that is world class. Their percentage sales exported grew from 17% to 44% in a relatively short time period by selling in Vietnam and the United States. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

North West International Trade



Rock Chemicals Ltd

90 Priestley Street
Warrington
Cheshire
WA5 1ST

Website: www.slingco.com
Employees: 87
Immediate Parent: N/A
Chairman: Mr Charles Hewitt
Press Contact: Mr Greg Hewitt
Tel: 01925 636191
Email: greghewitt@rockoil.co.uk

Rock Chemicals Ltd, which trades as Rock Oil, is a family owned and managed business based in Warrington, Cheshire, which was founded in 1928 and now employs 90 people. Its products are renowned in Motor Sport and are manufactured from the finest state of the art synthetic chemicals and oils. Rock Oil's major activities are spread across a variety of industries which include agricultural, automotive, commercial, industrial, marine and motorcycle. World Championship winning performances in motor sport have led to blending and manufacturing lubricants for some of the world's top motorcycle, car and engine manufacturers. Over the last three years the company's overseas sales have grown by 66% with export sales now make up just under 9% of all sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

SEBL Group Ltd trading as instasmile ltd

SEBL Group
18 The Parks
Newton-le-Willows
England
WA12 0JQ

Website: <https://instasmile.com>
Employees: 30
Immediate Parent: N/A
CEO: Mr Simon Nixon
Press Contact: Miss Sara Wadsworth
Tel: 07496566200
Email: sara@seblgroup.com

SEBL Group Ltd which trades as Instasmile, based in Wigan, Lancashire, designs and manufactures custom-made 3D-designed clip-on veneers - an affordable, convenient and non-invasive alternative to traditional cosmetic surgery. Originally founded in 2012 the company has quickly developed its unique and innovative direct-to-consumer oral cosmetic brand. The Company's range of patented products are ideal for covering chipped, missing, crooked or discoloured teeth. The products are available in a variety of shades to compliment their detailed and natural aesthetics. The company's overseas sales have grown 365% to £3.6 million over the last three years; with export sales now making up 64% of all sales. The USA accounts for 75% of total sales in 2018, and the UK currently accounts for the remaining 25%. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



North West International Trade



Slingco Ltd

Station Road
Whitworth
Lancashire
OL12 8LJ

Website: www.slingco.com
Employees: 70
Immediate Parent: Slingco Holdings Limited
Managing Director: Mr Nicholas Dykins
Press Contact: Mr Frank Lawton
Tel: 01706 855558
Email: frank@slingco.com

Based in Whitworth, Lancashire, Slingco Ltd was founded in 1980, supplying products that make installation and support of industrial electrical conductor, cable and hose, easier and safer. Markets include energy, transmission and distribution, oil and gas, renewables and transport. The company won a Queen's Award for International Trade in 2016. Key markets have oil and gas reserves, with USA the most important, although the company sells into 75 countries. American markets are handled by the USA sister company, with Europe and Middle East through the UK. The UK is the key manufacturing facility, with some manufacture overseas, directly or under license. Overseas sales have grown by 178% over the three year application period and the proportion of sales exported has increased to 86% of total sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Standfast and Barracks

Caton Road
Lancaster
Lancashire
LA13PA

Website: www.standfast-barracks.com
Employees: 159
Immediate Parent: Abaris Holdings Limited
Managing Director: Mr Stephen Thomas
Press Contact: Mr Graham Peters
Tel: 07557946808
Email: graham_peters@standfastbarracks.com

Standfast and Barracks started trading in 1923, and is based in Lancaster. It offers traditional rotary, flatbed and screen-printing techniques, alongside digital ink jet technology and is now market leader in digital fabric printing, across both the interiors and fashion/apparel industries supplying textile converters in the largest global markets of USA and Europe. The company now sells to eight of the top ten US textile converters and has targeted New Zealand, South Africa, Korea and Spain. Standfast and Barracks works with stocking distributors, bringing added value to customers by offering a wide selection of designs. Overseas sales have grown by 69% over the three year application period and the proportion of sales exported has increased to 20% of total sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



North West International Trade



Trade Copiers Ltd

Unit 63, Gilwilly Road,
Gilwilly Industrial Estate
Penrith
Cumbria
CA11 9BL

Website: www.tradecopiers.co.uk
Employees: 40
Immediate Parent: N/A
Managing Director: Mr Stephen Armistead
Press Contact: Mr Stephen Armistead
Tel: 01768 210800
Email: stephen@tradecopiers.co.uk

Trade Copiers Ltd was founded in 2002 with the objective to become one of the major distributors of used photocopiers and printers for export and is now one of the most respected and trusted traders in the worldwide market, with its clients being both manufactures and independents. It employs 40 people and all equipment collected is brought back to the company's Penrith base in Cumbria for processing. by its team of trained staff before then being exported for an extended lifespan to Worldwide locations. In the last three years the company's overseas sales grew by 96% and now make up 65% of all sales. Its top markets are the United Arab Emirates, China, Hong Kong, Egypt and Malaysia. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Travel Counsellors

Venus Building
Old Park Lane
Urmston
Greater Manchester
M41 7HA

Website: www.travelcounsellors.co.uk
Employees: 286
Immediate Parent: N/A
CEO: Mr Steve Byrne
Press Contact: Mrs Carolyn Lewis
Tel: 01614645362
Email: carolyn.lewis@travelcounsellors.com

Manchester based Travel Counsellors Group operates a highly successful franchise-based travel company delivered by franchisees in the UK and seven countries in Europe, Africa and the Middle East. Its 1,900 franchise owners make travel arrangements for over 750,000 corporate and leisure travellers each year. These travel counsellors are supported by a nearly 400-strong global support team. Sales have grown substantially both at home and overseas, with export sales of more than £55m now representing more than 20% of its business. The company's success is largely based on its in-house technology platform and high levels of support for its counsellors. A previous winner of the Queen's Award for International Trade in 2014, the company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.



North West

Promoting Opportunity (through social mobility)



CELLS Project CIC

Centre 63
Old Hall Lane
Kirby
Merseyside
L32 5TH

Website: www.recyclinglives.com
Employees: 325
Immediate Parent: N/A
Project Manager and Founder: Mr Shaun Glanville
Press Contact: Miss Stevie McKeown
Tel: 01515467785
Email: cells.mentoring@gmail.com

CELLS Project CIC founded in 2012 is based in Merseyside and works with children and young people from disadvantaged backgrounds to challenge perceptions of crime and offers proactive and reactive crime prevention interventions to reduce the risk of offending. The CELLS programme has five main programmes: an awareness and behaviour programme, a turnaround and inclusion programme, an outreach and street engagement programme, an intensive mentoring programme and an "itsup2u" initiative targeted at positive development and rehabilitation. It also runs innovative prison experiences to help people understand the realities of prison life. Volunteers from ex-offender and 'victim' backgrounds deliver the training, workshops and mentoring. It has helped to break the crime cycle, support rehabilitation and reintegration and simultaneously offers a regulative curative work experience for victims of crime. To date the programme has worked with 150,000 children and young people all from disadvantaged backgrounds and 356 'secondary' beneficiaries (including volunteers). The company wins the Queen's Award for Enterprise in the Promoting Opportunity through social mobility category.



North West Sustainable Development



David Luke Ltd

Eco Works, 4 Midlands Street
Ardwick
Manchester
Greater Manchester
M12 6LB

Website: www.davidluke.com
Employees: 52
Immediate Parent: David Luke Group Ltd
Managing Director: Mrs Kathryn Shuttleworth
Press Contact: Mrs Tessa Gee
Tel: 07811 400 388
Email: tess.gee@davidluke.com

David Luke Ltd is a family business which started trading in 1982, supplying independent retailers with school specific uniform. The business operates from a distribution centre in Ardwick, Manchester with 55 staff. It produces an Eco-Uniform range which means it holds a strong position at the vanguard of its industry. The Eco-Uniform accounts for a substantial percentage of product sales and the product range is growing. Good positive impacts are demonstrated, working with the Eco Schools programme, local charities in Manchester, and supporting disadvantaged families to access uniforms. It has been committed to a price point that was no more expensive than the previous items. It is developing its work with the global supply chain and has a long-term commitment to ethical trading. The company is awarded the Queen's Award for Enterprise in Sustainable Development because it has demonstrated a long-term commitment to sustainable improvements specifically through the development of an eco-product (school uniforms), using recycled plastic to create the polyester content.

The Quiet Site

The Quiet Site
Ullswater
Cumbria
CA11 0LS

Website: www.thequietsite.co.uk
Employees: 12
Immediate Parent: N/A
Managing Director: Mr Daniel Holder
Press Contact: Mr Daniel Holder
Tel: 017684 86337
Email: daniel@thequietsite.co.uk

The Quiet Site is a family run, year-round, medium-sized holiday park in the Lake District on a farm overlooking Ullswater established in 1963. It provides quiet, responsible holidays with the least possible environmental harm. In the last 15 years it has invested two million pounds in sustainable technologies as part of an overall sustainable development strategy. This has included water and waste recycling, solar PV and thermal panels, biomass heating, green purchasing, transport opportunities, and zero waste shopping. 15 underground holiday 'Hobbit Holes' are popular, highly insulated and extremely energy efficient. The approach has been recognised through a range of business and sustainability awards. The company has gone well beyond established practice, for instance eliminating single use plastic entirely from the business, including the shop which mainly supports local businesses. The company is awarded the Queen's Award for Enterprise in Sustainable Development because they are providing sustainability leadership in their industry.



Northern Ireland International Trade



George Lowden Guitars Ltd, trading as Lowden Guitars

Unit 27, Down Business Centre
Belfast Road
Downpatrick
County Down
BT30 9UP

Website: www.lowdenguitars.com
Employees: 44
Immediate Parent: George Lowden Downpatrick Ltd
Managing Director: Mr George Lowden
Press Contact: Ms Brittany Breslin
Tel: 07786964645
Email: david@lowdenguitars.com

George Lowden Guitars Ltd is a family run guitar manufacturer based in Downpatrick, Northern Ireland. It designs its own products which are made by local craftspeople and sold throughout the world based on a mix of its long-standing reputation for quality and service plus a strong marketing ethos. Lowden guitars have recorded on albums by internationally recognised artists including Ed Sheeran, Eric Clapton, Foy Vance, and Damian Rice. The company has not just continued to build old designs but launched new ones in a most innovative way to maximise international publicity. Sales have grown substantially over the six-year period and the company's well-developed strategy should ensure it continues to grow and prosper. Lowden Guitars wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.

Technical Metals Group Limited

Technical Metals Group Ltd
Unit 3 Kiltonga Industrial Estate
Newtownards
County Down
BT23 4TJ

Website: www.techmetals.co.uk
Employees: 53
Immediate Parent: N/A
Managing Director: Mr David Sales CEng (CEI) FIET CMgr
FCMI FIMF
Press Contact: Mrs Linda Walker
Tel: +44 (0) 28 9181 1212
Email: linda.walker@techmetals.co.uk

Technical Metals Group Limited was established in 1984. Based in Newtownards, County Down, it manufactures and treats components for various sectors including, aerospace, defence, medical, oil & gas, pharmaceutical and space. A range of materials is available for spring manufacture from standard spring steel, nickel, cobalt and titanium alloys and, in 1999, Technical Metals became the parent company for Springco NI Limited, established in 1954, which manufactures compression, torsion, tension and flat springs, wire shapes and tube forms. Springco NI Limited have the expertise in spring design along with spring manufacture. Customers are based in Europe, USA, South America, Canada, China, Australia and India and the strategy involves entering into legal partnerships with key stakeholders in these markets. Overseas sales have grown by 184% over the three year application period and the proportion of sales exported



Northern Ireland Sustainable Development



ATG Services (Ireland) Ltd. T/A part of the ATG Group

Unit 33 Loughanhill Industrial Estate
Gateside Road
Coleraine
Londonderry
BT52 2NR

Website: <https://www.atg-group.co.uk/>
Employees: 27
Immediate Parent: N/A
Managing Director: Dr Mark McKinney
Press Contact: Mr Scott McKinney
Tel: 02870343787
Email: info@atg-group.co.uk

ATG Services (Ireland) Limited was established in 2007 as waste management and environmental consultants. It specialises in contaminated land and groundwater remediation, emergency spill response, training and spill products. It employs 27 people at the headquarters in Coleraine, Northern Ireland. Particularly impressive is the way it fosters community sustainability through its charity and social enterprises including the company charity 'Ashes To Gold' which helped over 600 clients in 2019. The company runs exemplary social outreach programmes addressing mental health and disability. Commercial results, internal efforts to reduce impacts and the social enterprises are all excellent. Sustainability runs through the organisation and the company has influenced others outside too. The company is awarded the Queen's Award for Enterprise in Sustainable Development because it has set out a leading approach to sustainability within the sector providing evidence of commitment and delivery both to maximise its impact in its core business and to play a strong role in its local communities.

Northern Ireland Water Limited (known as Northern Ireland Water)

Westland House
40 Old Westland Road
Belfast
Antrim
BT14 6TE

Website: www.niwater.com
Employees: 1308
Immediate Parent: N/A
CEO: Mrs Sara Venning
Press Contact: Mr Anthony Lynn
Tel: 07917357452
Email: Anthony.Lynn@niwater.com

Northern Ireland Water Limited was established in 2007 as a Government Owned Company based in Belfast. It employs over 1,320 people and is the second largest landowner in Northern Ireland managing almost 22,000 acres of water catchment area and land, serving a population of almost two million. Its core activity is the delivery of water and wastewater services. It has won numerous awards for excellence. It is addressing key sustainability issues using innovative approaches. Its work involves employees and customers and its supply chain, using partnership working to deliver in an inclusive and innovative way. It is delivering large-scale investment to protect catchments, improve raw water quality, enhance biodiversity, reduce carbon emissions and flood risk, increase renewable energy generation and improve wastewater treatment. It has a wide-ranging programme to attract, recruit and retain a diverse workforce. The company is awarded the Queen's Award for Enterprise in Sustainable Development because of its strong and wide-ranging sustainable development programmes and its clear senior commitment and leadership.



Armadilla Ltd

Armadilla Ltd
Sherwood Industrial Estate
Bonnyrigg
Midlothian
EH19 3LW

Website: www.armadilla.co.uk
Employees: 31
Immediate Parent: N/A
Managing Director: Mr Archie Hunter
Press Contact: Mr Archie Hunter
Tel: 07903838640
Email: archie.hunter@armadilla.co.uk

Midlothian company Armadilla Ltd, formed in 2010, are manufacturers of outdoor living spaces that have extended their range to include an innovative, five star quality, modular accommodation pod designed for the fast developing experiential economy. The Hotelier Pod is an accommodation unit which enables venues to increase and create bedroom space outdoors. It is built to be up and running within an hour and to have a lifespan of 50 years with minimum maintenance. An automation system called Pod Control has been developed that enables guests to control environmental features of their Pod from their mobile phones. The app integrates connection with the host establishment who can provide additional features, offers and booking facilities. This connectivity also enables remote diagnosis of problems by the manufacturer if required. The design features, integration of technology, and modern manufacturing approach sets the Hotelier Pod apart from its competition. The company wins the Queen's Award for Enterprise in the Innovation category.

Gray & Adams Limited

South Road
Fraserburgh
Aberdeenshire
AB43 9HU

Website: www.gray-adams.com
Employees: 472
Immediate Parent: Gray & Adams (Holdings) Ltd
Joint Managing Director: Mr James Gray
Press Contact: Mr Mark Grant
Press 01346518001
Email: mark.grant@gray-adams.com

Aberdeenshire-based Gray & Adams Limited is a family owned business that manufactures trailers, semi-trailers and refrigerated versions of both. They have demonstrated excellent innovation practice by introducing a double-deck trailer design with full-length moving upper deck. Existing double-deck trailers with a moving upper deck only span the rear two-thirds of the trailer. This is due to height restrictions created by the trailer hook up design. The company developed a bespoke chassis that slopes 1.5 degrees from front to rear, removing the need for a step in the chassis and making it possible to have a moving deck the full length of the trailer, leaving enough height inside the trailer at the front to have two load levels. The design maximises payload capabilities, reducing the number of vehicle journeys required and increasing operating companies efficiency. These, and other, designed in benefits have helped the trailer grow to 10% of total sales. The company wins the Queen's Award for Enterprise in the Innovation category.

Quarch Technology Ltd

Unit 7
Dalfaber Industrial Estate
Aviemore
Highlands
PH22 1ST

Website: www.quarch.com
Employees: 16
Immediate Parent: N/A
CEO: Mr Michael Dearman
Press Contact: Mr Andy Norrie
Tel: 01343508140
Email: andy@quarch.com

Quarch Technology Limited are an Aviemore based designer and manufacturer of test equipment for data storage manufacturers. The founder of the company, an experienced designer of data storage devices, identified that during the development of high-speed data interfaces a great deal of testing is needed to ensure that devices and cables can be removed and plugged in while the rest of the system is running. The Torridon Testing Suite allows a vast range of additional tests to be run with precise timing allowing rare fault cases to be found early in the design process. At the same time, a huge number of precise timing and fault injection tests can also be run. Many of these tests cases cannot be run by a technician, and would otherwise require one or more specialist engineers to design and run the test. The product saves customers time, enables faster speed to market, improves product quality, and reduces the cost of design. The company wins the Queen's Award for Enterprise in the Innovation category.

SnapDragon Monitoring Ltd

SnapDragon Monitoring Ltd,
The Lair, Level 5,
125 Princes Street
Edinburgh
City of Edinburgh
EH2 4AD

Website: www.snapdragon-ip.com
Employees: 17
Immediate Parent: N/A
CEO/ Head Dragon: Ms Rachel Jones
Press Contact: Ms Rachel Jones
Press 07766414346
Email: Rachel.jones@snapdragon-ip.com

SnapDragon Monitoring Ltd of Edinburgh is a software company that has developed an online brand protection solution for SMEs marketed as Swoop. Counterfeit goods sold online can harm the reputation and profits of businesses and can be unsafe for users. The current solutions include expensive, legally-based services and manual analysis and these can be too costly for an SME. Swoop surveys online marketplaces identifying counterfeit products leading to offending links being removed potentially in a matter of minutes. The company combines the use of machine learning and human intervention to reduce false positives and improve the accuracy of the algorithms which identify infringement through image recognition, price and seller analysis, and supply chain verification. The system has a 96% success rate with takedowns, protecting clients' reputations and increasing sales by removing fake products from the market. The company wins the Queen's Award for Enterprise in the Innovation category.

Scotland International Trade



ENERQUIP LIMITED

Wellington Circle
Altens
Aberdeen
AB12 3JG

Website: www.enerquiptorque.com
Employees: 46
Immediate Parent: ENERQUIP GROUP LIMITED
Chairman: Mr Andrew Polson
Press Contact: Mr Andrew Robins
Tel: 01224608628
Email: andrew.robins@enerquiptorque.com

Enerquip Ltd. is registered in Scotland and based in Aberdeen. It commenced trading in June 2015 and specialises in the design and manufacture of bespoke torque equipment for make up and break out of tubular goods. With strategically placed service centres across the globe, the company caters for the highly demanding requirements of the oil and gas industry, whether through 24/7 support of existing fleets of equipment around the world, or the design and manufacture of new equipment to satisfy the latest changes in industry regulations. Overseas sales have grown to £6.7 million in the three years; an overall growth of 544% and make up 87% of all sales. Its main strategy is to continue to grow organically with the intention to open further sales & service offices in new regions. Its main markets are the USA, Middle East, Far East and Africa. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales.

Exterity Limited

St Davids House
Dalgety Bay
Fife
KY11 9NB

Website: www.exterity.com
Employees: 85
Immediate Parent: N/A
CEO: Mr Colin Farquhar
Press Contact: Mr Colin Farquhar
Tel: 01383 828 250
Email: colin.farquhar@exterity.com

Based in Dalgety Bay, Fife, Exterity Ltd designs and manufactures high-tech internet protocol video equipment and associated software for use in a variety of sectors internationally. It has grown its exports by more than 85% over the last three years, and exports now represent 75% of turnover. Profits have also grown significantly. It has a well-developed strategy for growth, which includes both product development and the extension of its representation overseas. The company has an effective sales and technical support system in many countries around the world, especially in its principal markets of the Middle East, Asia Pacific, Europe and the USA, supported by centralised marketing, engineering, manufacturing and operational functions. Globally recognised as a market leader in its category, Exterity wins the Queen's Award for International Trade for Outstanding Short-Term Growth Award in overseas sales over the last three years.



Scotland

International Trade



Hiretech Limited

Cothill
Fintray
Dyce,
Aberdeen
Aberdeenshire
AB21 0JD

Website: www.hiretech.rentals
Employees: 22
Immediate Parent: add energy as
CEO: Mr Andy Buchan
Press Contact: Miss Vivien Rae
Tel: 07814508491
Email: vivien.rae@hiretech.rentals

Hiretech, based in Fintray near Aberdeen, is an independent equipment rental and personal supply company offering rental package solutions for hydraulics, well service, pipeline, chemical cleaning, decommissioning, subsea and renewables applications to a global market. It has grown both its UK and overseas sales substantially over the last three years, with profits increasing accordingly alongside a doubling of the proportion of revenue derived overseas. The company currently secures overseas business mostly through its UK client base, many of whom operate internationally, however it is changing this strategy towards seeking its own opportunities overseas. Hiretech Ltd. wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Woollard & Henry Ltd

Woollard and Henry Ltd
Stoneywood Park
Aberdeen
Aberdeenshire
AB217DZ

Website: www.woollardandhenry.com
Employees: 50
Immediate Parent: Woollard and Henry Holdings Ltd
Managing Director: Mr Frederick Bowden
Press Contact: Mr Fred Bowden
Tel: 01224 771100
Email: fred.bowden@woollardandhenry.com

Woollard & Henry Ltd began in 1873 and was a family business until 2002, when it became employee-owned. Based in Aberdeen the company has facilities in England, a design studio in Germany, and manufacturing in Poland, and focuses mainly on the European and Asian markets. It is the largest European manufacturer of dandy rolls; the mechanism that inserts the watermark into paper and is recognised as the world leader in the currency production sector, supplying 26 out of the world's 28 providers. As part of its diversification strategy, and using its Aberdeen base, the company also manufactures transfer vessels to move oil rig staff to ship transport. Overseas sales have grown by 241% over the three year application period and the proportion of sales exported has increased to 72% of total sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



Auto Integrate

24 The Vulcan Building
Gunwharf Quays
Portsmouth
Hampshire
PO1 3BF

Website: autointegrate.com
Employees: 25
Immediate Parent: N/A
CEO: Mr Terry Bartlett
Press Contact: Mr Terry Bartlett
Tel: 07850 392270
Email: terry.bartlett@auto-integrate.com

Formed in 2013, Auto Integrate Ltd is a Portsmouth based software development company and 2016 Queen's Award winner for International Trade. Their product Auto Integrate is a revolutionary cloud based vehicle maintenance authorisation software system. Auto Integrate is designed specifically for the USA and Canadian vehicle fleet markets. It provides automated approval of maintenance work in seconds. The system provides an integrated maintenance management platform incorporating multiple functionality including automation of process and decision making, scheduling and compliance modules with data audit, Invoicing and payment. Whilst the system is not patented, its first to market position, and deep integration with fleet managers, national service centre chains, vehicle manufacturers, and their internal procurement and payments systems, make it very difficult for a competitor to enter the market. The platform now dominates the North American market with little competition evident. The company wins the Queen's Award for Enterprise in the Innovation category.

Corvia Ltd trading as Ticketer

Ticketer, Marlborough House
Charnham Lane
Hungerford
Berkshire
RG17 0EY

Website: <https://www.ticketer.co.uk>
Employees: 55
Immediate Parent: Ishtar Bidco Limited
CEO & Co-Founder: Mr John Clarfelt
Press Contact: Mrs Sally Whitson
Tel: 0203 931 0255
Email: sally.whitson@ticketer.co.uk

Corvia Ltd trading as Ticketer is an SME based in Berkshire which has been operating since 2009. The company has designed and developed electronic ticket machines which work in conjunction with a cloud-based back office, that is operable by every bus operator irrespective of size. Previously bus ticketing systems were deemed to be inefficient and unwieldy. Corvia ticket machines operate over any mobile network delivering aggregated data to the operator within seconds, and enable over the air upgrades, configuration and fare changes to be deployed to thousands of ticketing machines rapidly. All machines are fitted with GPS, giving operators real-time visibility of the location of each vehicle and passengers can also access live information of the bus they are waiting for via the Kazoot app developed by the company. The addition of multiple payment options to this flexible solution has been disruptive within the industry. The company wins the Queen's Award for Enterprise in the Innovation category.

Daniamant Ltd

Unit 3 The Admiral Park
Airport Service Road
Portsmouth
Hants
PO3 5RQ

Website: www.daniamant.com
Employees: 35
Immediate Parent: Daniamant A/S
CEO: Mr Kevin Rough MBA, CMgr
Press Contact: Mr Kevin Rough
Tel: 02392675110
Email: kevin.rough@daniamant.com

Daniamant Ltd is an SME based in Portsmouth and is a previous winner of the Queens Award for Enterprise - Innovation in 2014. The company has developed the ODEO Distress Flare which is an innovative alternative to the pyrotechnic red hand flare. The product reduces the risk of possible burns or damage to a user or life raft. It uses LED technology to display a red flicker for distress whilst also displaying the internationally recognised SOS signal. It lasts for 9 hours instead of 60 seconds giving the survivor the best chances of being seen over a longer period and has built in infrared for search and rescue at night using night vision goggles. It saves on transport costs and has no environmental disposal issues that pyrotechnics have. ODEO was the first electronic flare in the market and is now influencing new legislation and regulations worldwide. The company wins the Queen's Award for Enterprise in the Innovation category.

Frenchic Furniture Paint by Vintiquities Limited

26 Portsmouth Road
Camberley
Surrey
GU15 1JX

Website: www.frenchicpaint.co.uk
Employees: 7
Immediate Parent: N/A
Founder: Mrs Pamela Gruhn
Press Contact: Mrs Pamela Gruhn
Tel: 01276 469757
Email: pam@frenchicpaint.co.uk

Frenchic Furniture Paint is a chalk and mineral paint manufacturer based in Surrey. Chalk paint delivers a finish that is increasingly popular, however, such paints carry the misconception that have inherent problems and are primarily used only by artisans and professionals. In response to this situation the company developed The Frenchic Lazy Range, which has all the distinctive characteristics of original chalk paints but with added wax infusion, creating a unique chalk and mineral paint with sealing properties. The Lazy Range is self-priming, self-levelling, and self-sealing. It is unlike any other chalk paint and the first of its kind in the decorative market. By removing the need for a sealing coat, customers save more than half the time and a third of the cost. The product range has secured the company distributors globally and driven strong growth. The company wins the Queen's Award for Enterprise in the Innovation category.

Ice Oxford Limited trading as Iceoxford or ICE

ICEoxford Ltd, Unit A,
Avenue 4, Station Lane
Witney
Oxfordshire
OX28 4BN

Website: www.iceoxford.com
Employees: 27
Immediate Parent: N/A
Co-Founder & Managing Director: Mr Chris Busby
Press Contact: Ms Lauren Hudson
Tel: 01993 893660 ext 201
Email: lauren.hudson@iceoxford.com

Ice Oxford Limited (trading as Iceoxford or ICE) was founded in 2004 to design and manufacture specialist ultra-low temperature equipment for the cryogenic research community. The founders believed it was possible to design and manufacture a more efficient cryogenic system that would be stable at lower temperatures to compete with the limited specifications of alternative products available on the market. So, they designed and created the 1.0 Kelvin High Cooling Power Cryogenic System to meet the needs of researchers working on the development of quantum photonic computers. Ultra-low temperatures are necessary in quantum computing to increase stability and the company achieved this through developing and combining multiple patented components. The result is a system which achieves temperatures of 0.3K (or 300mK), which is 1.4 Kelvin degrees below that of their nearest rival. The company wins the Queen's Award for Enterprise in the Innovation category.

Kwikbolt

Fleming Court
Leigh Road
Eastleigh
Hampshire
SO50 9PD

Website: www.kwikbolt.com
Employees: 5
Immediate Parent: N/A
Commercial Director: Mr Christian Wenczka
Press Contact: Mr Christian Wenczka
Tel: 02382205775
Email: chris@kwikbolt.com

Kwikbolt Ltd, based in Eastleigh, specialises in the design and manufacture of single-sided temporary fasteners for the aerospace and defence industry. Modern aircraft manufacturers utilising composite materials require appropriate temporary fasteners, and existing solutions were based on technology developed in the 1940s and 1950s. In response, the company designed and patented the 3D metal printed Kwikbolt Lightning temporary fastener. The new temporary fastener has tight tolerance, is single sided, fully flush, lasts for over 500 cycles and delivers high clamp loads. The company has also developed and patented installation and removal technology to allow for their fasteners to be installed and removed via a robot when there is very little space or surface area to hold the fastener. This leading edge technology has resulted in the company receiving significant recognition in the sector globally. The company wins the Queen's Award for Enterprise in the Innovation category. The company also wins the Queen's Award for International Trade this year.

Metricell Limited

The Big Blue
26 Foundry Lane
Horsham
West Sussex
RH13 5PX

Website: www.metricell.com
Employees: 54
Immediate Parent: N/A
Managing Director: Mr Tom Staniland
Press Contact: Mr Olly Parkhouse
Tel: 01403 251494
Email: Olly.Parkhouse@Metricell.com

Having previously won Queen's Awards for Innovation (2012) and International Trade (2016), Metricell Limited of Horsham, West Sussex, has this year achieved an Award for their innovative crowd-sourcing software Aptus. Mobile phone network providers work constantly to improve signal strength and reception across their networks. Aptus is lightweight code designed to integrate with any mobile application. It silently collects user experience and performance data that is uploaded to the Metricell cloud platform. This data is then aggregated to give mobile network providers key insights into network performance via visual and mapped outputs. By aggregating the performance data of networks as experienced by many individual devices it is possible to build a very clear picture of performance and demand. This enables providers to focus improvement activities. One client has used gamification to encourage users to walk around certain areas to win points whilst generating increased levels of insight into network performance. The company wins the Queen's Award for Enterprise in the Innovation category.

Nim's Fruit Ltd t/a Nim's Fruit Crisps

Unit 3/1 Trinity Trading Estate
Tribune Drive
Sittingbourne
Kent
ME10 2PG

Website: www.nimsfruitcrisps.com
Employees: 11
Immediate Parent: N/A
Founder & CEO: Ms Nimisha Raja
Press Contact: Ms Nimisha Raja
Tel: 01795424238
Email: airdried@nimsfruitcrisps.com

Located in the 'Garden of England', Nim's Fruit Ltd is the UK's only manufacturer of air-dried fruit crisps. The company was established by entrepreneur Nimisha Raja, who wanted to marry fruit and crisps to create a healthy snack for children. This had not been done before, the only alternative being freeze dried apple crisps which are not crunchy. Nim's are 100% natural, made in a state-of-the-art environment that is certified nut and gluten free and are the only crisps on the market to be recognised by Public Health England as '1 of your 5 a day'. All products are also vegan and kosher friendly. The company uses local grown fruit where possible and they buy fruit that is not of a standard to be sold as produce. This provides an alternative outlet for farmers to sell their "substandard" produce and significant benefit to the local economy. The company wins the Queen's Award for Enterprise in the Innovation category.

Overview Limited

Overview House
Kingswey Business Park, Forsyth Road
Woking
Surrey
GU21 5SA

Website: www.overview.co.uk
Employees: 41
Immediate Parent: N/A
CEO: Mr Graham Jones
Press Contact: Mrs Audrey Bedford
Tel: 020 8875 0984
Email: audrey.bedford@overview.co.uk

Overview Ltd, formed in 1988 is based in Woking, Surrey. Their innovation is the development of a range of precision, intelligent, direct drive servo motors. The company began by supplying cameras and positioning equipment for CCTV, security and defence applications. Frustrated at the limitations of existing positioning systems and not being able to find suppliers of positioning motors with the characteristics they required the company realised there was a market gap and opportunity if they could develop a product to fill it. To find this solution they began working to develop their own capability and skills, collaborating with Newcastle University and receiving support from Innovate UK to progress the technology. The resulting "Servotorq" range of motors integrates the motor, drive electronics, position encoding and software in a single package and delivers a superior product. This innovation has transitioned the company to a technology leader in the design, development and

Rayner Intraocular Lenses Ltd

10 Dominion Way
Worthing
West Sussex
BN14 8AQ

Website: www.rayner.com
Employees: 212
Immediate Parent: Rayner Surgical Group Ltd
CEO: Mr Tim Clover
Press Contact: Mr Darren Millington
Tel: 01903258900
Email: darrenmillington@rayner.com

Rayner Intraocular Lenses Ltd of Worthing design and manufacture intraocular lenses: small artificial lenses that replace removed cataracts (a hardened natural lens). Incision size matters in cataract surgery because a large incision is at greater risk of infection and also large incisions often change the sphericity or curvature of the eye. The company's innovative RayOne injector was designed to have the smallest nozzle diameter on the market at 1.65mm and therefore requires a small incision. In addition, the company has developed a method of 'fully preloading' the injector with the lens so that the nurse or surgeon does not have to touch the lens at all. This patent protected product and method is unique and delivers significant benefits to both surgeons by reducing surgery time and patients through improved outcomes. The product has been very successful and now delivers almost half of the company's total turnover. The company wins the Queen's Award for Enterprise in the Innovation category.

Rentokil Initial plc

Riverbank
Meadows Business Park, Blackwater
Camberley
Surrey
GU17 9AB

Website: www.rentokil-initial.com
Employees: 3705
Immediate Parent: N/A
CEO: Mr Andy Ransom
Press Contact: Mr Malcolm Padley
Tel: 07788978199
Email: malcolm.padley@rentokil-initial.com

Surrey based Rentokil Initial plc develops and manufactures a range of products and delivers services aimed at reducing threat to public hygiene, and damage to property, from rodents, insects and mosquitoes. Following four years of research and development the company launched Lumnia, the world's first insect light trap to use Light Emitting Diode (LED) lighting rather than traditional fluorescent tubes. Etymologists have studied the optimal wavelength of ultraviolet light that flies detect and have tuned the spectral characteristics of the LED to match this wavelength. The move to LED light sources removes the significant risk of glass in food preparation areas and the burden of end of life fluorescent tube disposal. Lumnia was designed to deliver reduced running costs, improved performance, and ultimately improved food safety. Sales of Lumnia have grown rapidly demonstrating the success of this novel product design. The company wins the Queen's Award for Enterprise in the Innovation category.

Solid State Logic UK Ltd T/As Solid State Logic

25 Spring Hill Road
Begbroke
Oxford
Oxfordshire
OX5 1RU

Website: www.solidstatelogic.com
Employees: 153
Immediate Parent: Solid State Logic Holdings Ltd
Divisional Managing Director: Mr Nigel Beaumont
Press Contact: Mr David Hearn
Tel: 01865 520361
Email: david.hearn@solidstatelogic.com

Solid State Logic UK Ltd of Oxford, trading as Solid State Logic, invents, designs and manufactures technology for the creative manipulation of sound. System T is an innovative modular professional audio broadcast system that enables audio engineers to concentrate on sound quality in the knowledge that the infrastructure they are using is fully integrated. The company uses off the shelf hardware combined with their own control technology and audio signal processing software. To ensure the professional standards required for any audio broadcast are achieved any system needs high reliability. The equipment has a redundant infrastructure. This added hugely to the complexity of developing the system as many failure modes had to be predicted, planned around, and then designed to eliminate. System T delivers a reliable, affordable solution to the growing broadcast market and is driving growth for the company. The company wins the Queen's Award for Enterprise in the Innovation category.

Synchro Arts Limited

13 Links Road
Epsom
Surrey
KT17 3PP

Website: www.synchroarts.com
Employees: 6
Immediate Parent: N/A
Managing Director: Mr Phillip Bloom
Press Contact: Mr Joel Heatley
Tel: 07753567718
Email: joelh@synchroarts.com

Synchro Arts Limited is a Surrey-based developer of audio processing technologies. The quality of images and audio delivered to consumers by film, TV and music recordings has risen dramatically in recent years, which make any audible flaws or dialogue errors in lip-syncing completely unacceptable. Revoice Pro provides pitch, time and other audio feature manipulation tools to film and TV dialogue editors as well as to music editors working on recorded vocal and instrument tracks. The company has developed innovative, patented, audio processing algorithms and software for transferring time-aligned features from one audio signal to another. The software is capable of instantly transferring timing and other performance features from one signal to another with a resolution of 10 millisecond intervals and with a high level of audio quality. This provides the industry efficiencies of time-savings, and production improvements, delivering superior quality results previously impossible. The company wins the Queen's Award for Enterprise in the Innovation category. The company also wins the Award for International Trade this year.

Vision Engineering Ltd

The Freeman Building
Galileo Drive
Send
Surrey
GU23 7ER

Website: www.visioneng.com
Employees: 117
Immediate Parent: N/A
Managing Director: Mr Mark Curtis
Press Contact: Mr Phillip Townend
Tel: 01483 248300
Email: phillip.townend@visioneng.co.uk

Vision Engineering Ltd of Surrey, manufacturers of optical precision instruments, has been established since 1958. Their innovation is Lynx EVO, a high productivity eyepiece-less stereo microscope providing exceptional ergonomic performance for intricate inspection and manipulation tasks in industries such as telecoms, precision engineering and medical device. Operators are often required to multi-task, performing tasks such as inspection combined with manipulation or assembly (e.g. soldering) and computer operation. Critical and lengthy inspection together with multi-tasking can lead to operator fatigue, potential stress and repetitive strain problems. The company's proprietary and patented technology called Expanded Pupil Effect is produced by a multi lenticular micro array. This requires the manufacture of surfaces with hexagonal optical structures varying in width from 6 - 10 microns, with sufficient fidelity to provide high resolution images. Global success of the product has enabled the company to develop substantial new research and development capabilities to deliver future innovation. The company wins the Queen's Award for Enterprise in the Inno-

Xtrac Limited

Gables Way
Thatcham
Berkshire
RG19 4ZA

Website: www.xtrac.com
Employees: 305
Immediate Parent: Viola-Bidco
President: Mr Peter Digby
Press Contact: Mr Cliff Hawkins
Tel: 01635293841
Email: cliff_hawkins@xtrac.com

Xtrac Ltd has designed and developed an Integrated Lightweight Electric Vehicle (ILEV) range of gearboxes targeting the growing single-speed electric vehicle (EV) market, serving, in particular, the high-performance automotive sector. Established in Berkshire in 1984, the company has built its reputation and brand in the global motorsport market, developing and supplying high-performance transmission systems. Identifying an opportunity in the growing EV market, the company has applied its engineering and technology capabilities along with advanced materials and revolutionary designs to develop its high-performance ILEV transmission system. Xtrac has designed the gearbox family to deliver flexibility for gear options (for acceleration or top speed). It's also compatible with a range of electric motor designs. The gearboxes can be configured for high precision differential or torque vectoring and packaged for front-wheel drive, rear-wheel drive or four-wheel drive vehicles. Aston Martin, McLaren, Williams and other luxury car brands are including the ILEV technology in their future models. The company wins the Queen's Award for Enterprise in the Innovation category

South East International Trade



ADF Milking Limited

1 Camelia Court
Shellbridge Road
Slindon
West Sussex
BN18 0LT

Website: www.adfmilking.com
Employees: 21
Immediate Parent: An Udder Company Ltd
CEO: Mr Angus Buchanan
Press Contact: Ms Justine Van Guyse
Tel: 07789 520719
Email: justinev@adfmilking.com

Sussex based ADF Milking has designed and manufactured an innovative product that helps reduce the incidence of mastitis in dairy cows, for which it won the Queen's Award for Innovation in 2013. Following high sales growth in the UK the company investigated overseas markets, conducting appropriate market research to identify a priority target list. Utilising the model it adopted in the UK and modified for local conditions it has seen export sales grow by over 50% in the last three years. Overseas sales now represent three quarters of its business. ADF Milking Ltd. wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Benchmark Woodworking Ltd

Bath Road
Kintbury
Berkshire
RG17 9SA

Website: www.benchmarkfurniture.com
Employees: 61
Immediate Parent: N/A
Managing Director: Mr Sean Sutcliffe
Press Contact: Mrs Fiona Coyne
Tel: 01488 608038
Email: fionac@benchmarkfurniture.com

Benchmark Woodworking Ltd is based in Kintbury, Berkshire and started trading in 1986. The business was founded by Terence Conran and Sean Sutcliffe with a sustainable approach to design and making beautiful, healthy, sustainable and ethical furniture for commercial and residential interiors using traditional craft techniques alongside innovative technology. With uncertainty over Brexit they increased focus on overseas business by leveraging their existing clients, specifically in the United States. Their business has grown from just three people to a team of 61 with workshops in Berkshire and Dorset. The company has demonstrated exceptionally steep year on year growth with overseas sales rising by 842% overall in the three year period, with the majority of the overseas business in the United States. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



South East International Trade



Covec Limited

Unit 7, Eastlands Boat Yard
Coal Park Lane
Southampton
Hampshire
SO31 7GW

Website: www.bull-it.com/
Employees: 5
Immediate Parent: N/A
CEO: Mr Keith Bloxsome
Press Contact: Mr Keith Bloxsome
Tel: 01489 582707
Email: keith@covec.co.uk

Established in Southampton in 2011, Covec Limited is now selling their innovative technical textile Covec in 14 different countries, with main markets reaching across Europe and as far as North America, Australia and New Zealand. The company developed the groundbreaking textile by re-engineering an otherwise inflexible liquid crystal polymer to achieve abrasion resistance, moisture regain qualities and low thermal conductivity, all whilst enhancing the strength of the material. These properties make Covec the ideal textile for use in sportswear, military clothing and personal protective gear, as demonstrated by the success of Covec Limited's own motorcycle clothing brand Bull-It, through which the company develop and launch products, such as specialised jeans, that prove the performance of the material in a high-octane environment. Over a six year period, overseas sales of Covec have increased by 587% with exports making up 53% of total sales. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.

Dage Precision Industries Ltd

25 Faraday Road
Aylesbury
Buckinghamshire
HP19 8RY

Website: www.nordsondage.com
Employees: 155
Immediate Parent Nordson England LLC
Vice President: Mr Philip Vere
Press Contact: Ms Elaine Yeomans
Tel: 01296317829
Email: elaine.yeomans@nordsondage.com

Dage Precision Industries (Nordson DAGE), based out of Aylesbury and Colchester, is a market leading manufacturer of Test and Inspection equipment for the global electronics industries - printed circuit board and semiconductor. The company has grown its overseas sales by more than 50% over the last three years, with profits increasing by almost 150%. Exports generate almost all of its total turnover. Working closely with its American parent the company has an effective strategy in place to further develop its sales into its fast-developing international marketplace. It has sales, service and applications support located close to its customers, ensuring it is aligned culturally and can communicate in the local language. The company employs various routes to market including direct sales and a large network of distributors generating the majority of orders. Dage Precision Industries wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



South East International Trade



David Harber Limited

Blewburton Barns
Hagbourne Road, Aston Upthorpe
Didcot
Oxon
OX119EE

Website: www.davidharber.com
Employees: 28.3
Immediate Parent: N/A
Managing Director: Mr David Harber
Press Contact: Mrs Sophie Harber
Tel: 01235859300
Email: sophie@davidharber.com

David Harber has been making contemporary and innovative sculptures, sundials and water features since 1992 and David Harber Limited was formed in 2000. From a sole focus on sundials, products now encompass over 60 different classic designs, which private, corporate and public body clients can customise. The company won a Queen's Award for International Trade in 2016. The focus for export strategy is USA, with other markets in Europe, Middle East, Far East and Australia. The company primarily sells directly to customers rather than using distributors, agents or retailers; and a USA and Canada business development manager has been appointed. Overseas sales have grown by 104% over the three year application period and the proportion of sales exported has increased to 61% of total sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

DD-Scientific Limited

Unit 1
Castle Trading Estate
Portchester
Hampshire
PO16 9SF

Website: www.ddscientific.com
Employees: 23
Immediate Parent: N/A
Director: Mr Daniel Davies
Press Contact: Mr Rob White
Tel: 02392 381249
Email: sales@ddscientific.com

DD-Scientific Limited is based in Portchester near Portsmouth, Hampshire and started trading in 2011. They design and manufacture high-performance electrochemical gas sensors for the detection of potentially hazardous environments in industry and in the home. They have invested in new technologies and manufacturing to produce over 500,000 units per year by selling directly and via distributors to original equipment manufacturers (OEMs) all around the world. To remain competitive, they consistently reinvest profits sustainably into new product R&D, by increasing market share and in the best available manufacturing technologies for their sensors. They demonstrated steep year on year growth in overseas sales, rising by 70.5% overall in the three year period, with the majority of sales going to the United States and China. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



South East International Trade



Driven International Ltd

Landmark House
Station Road
Hook
Hampshire
RG27 9HA

Website: www.driven-international.com
Employees: 6
Immediate Parent: N/A
Marketing Director: Mr Ben Willshire
Press Contact: Mr Ben Willshire
Tel: 01256 767766
Email: ben@driven-international.com

Hampshire based Driven is a small multi-disciplinary consultancy offering design services to the international motor-sport community. It places significant emphasis on the use of modern technology to help in the design process and in explaining the design to its clients, who can experience the solution in 3D virtual reality. Its overseas sales represent 90% of turnover and are derived through its web site and local representation in the USA, from where it derives the majority of its sales. The company has a strong strategy with plans for future growth. Driven International Ltd. wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Exclaimer Limited

Alpha House
9-11 Alexandra Road
Farnborough
Hampshire
GU14 6BU

Website: www.exclaimer.com
Employees: 61
Immediate Parent: Exclaimer Holdings Limited
CEO: Mr David Ferguson
Press Contact: Maria Canton
Tel: 07552 174905
Email: maria.canton@exclaimer.com

Based in Farnborough, Exclaimer Ltd provides email signature management solutions for Microsoft and Google email services. It sells to end user businesses and via its channel partners. The company has evolved from providing on-premises software to providing a full subscription service through the cloud and this cloud service now accounts for the overwhelming majority of sales. Its products are now used by 75 million customers in over 150 countries worldwide. The company previously won the Queen's Award for International Trade in 2016. Overseas sales have grown steeply by 158% over three years and over the period overseas sales as a percentage of total sales have risen from 66.6% to 76.8%. The company's top 5 markets are USA, Australia, Netherlands, Germany and Canada and the company is the acknowledged market leader in its field. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in international trade over the last three years.



South East International Trade



Hardide plc

11 Wedgwood Road
Bicester
Oxfordshire
OX26 4UL

Website: www.hardide.com
Employees: 31.5
Immediate Parent: N/A
CEO: Mr Philip Kirkham
Press Contact: Ms Jackie Robinson
Tel: 01869 353830
Email: jrobinson@hardide.com

Hardide plc started trading in 2005, based in Bicester. The company's patented process creates hard wearing tungsten carbide coatings for engineered components, increasing working life. Its main focus is North America, especially oil and gas tooling and pumps and valves for industrial applications. It coats products for all major oilfield service companies and opened a US coatings facility in 2016 to service its main markets in USA and Canada. The strategy is to develop market awareness through technical articles, exhibitions and involvement with industry bodies, combined with direct sales through its UK and USA-based business development teams. Overseas sales have grown by 152% over the three year application period and the proportion of sales exported has increased to 61% of total sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Identity Holdings Ltd - trading as Identity

Identity
Identity House
Eastbourne
East Sussex
BN24 5NP

Website: www.identitygroup.co.uk
Employees: 53
Immediate Parent: N/A
Managing Director: Mr Michael Gietzen
Press Contact: Mr Jaime Burfoot
Tel: 01323469111
Email: jaime.burfoot@identitygroup.co.uk

Identity Holdings Ltd, trading as Identity, was founded in 2001. It is a creative live events agency comprising eighty professionals based in Eastbourne, East Sussex with sales agent offices in Abu Dhabi, UAE and Shanghai, China. The company has plans to open an office in the USA by 2022. In the last three years it has entered Armenia, Bosnia & Herzegovina, and Malta. The agency provides organisations and governmental departments with an all encompassing range of live event services including exhibition stands, conferences and experiential events. Recent clients include: Siemens, the Royal Navy and Royal Air Force, the Foreign and Commonwealth Office, HyperX, Harley-Davidson and Sportradar. Over the last three years overseas sales have grown by 471% with the percentage exported rising from 12% to 26%. Its top markets are Switzerland, Armenia, Bosnia & Herzegovina, USA and Belgium. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



South East International Trade



InSync Technology Ltd

2 - 4 Grenehurst Way
Petersfield
Hants
GU31 4AZ

Website: www.insync.tv
Employees: 23
Immediate Parent: N/A
Managing Director: Dr Paola Hobson
Press Contact: Dr Paola Hobson
Tel: 07837 763378
Email: paola.hobson@insync.tv

Established in 2003 and based in Petersfield, InSync Technology Ltd designs, develops and produces hardware and software standards converters for international TV distribution. Its main specialism is in video frame rate and format converters (also known as "Standards Converters"). Its products are sold via partnerships with leading broadcast manufacturers and can be found in studios and broadcast facilities around the world, as well as in Post Production environments. The company moved to employee ownership in 2013, and has grown to 28 staff. Overseas sales have grown over three years from £177k to £701k, a total growth of 295%. All the company's overseas direct hardware sales are to a Japanese partner who deploys the units to clients in Japan, South Korea, Argentina, Italy, Switzerland and the USA. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

International Dance Shoes Limited

Unit 11, i.O. Centre
Fingle Drive, Stonebridge
Milton Keynes
Buckinghamshire
MK130AT

Website: www.internationaldanceshoes.com
Employees: 29
Immediate Parent: N/A
Director: Mr Justin Patel
Press Contact: Mr Justin Patel
Tel: 01908319937
Email: justin@ids-danceshoes.co.uk

International Dance Shoes Limited was founded in 1981 and is located in Milton Keynes. A family owned manufacturer of Ballroom & Latin American dance footwear, it is also a distributor to different wholesalers throughout the world, whilst selling directly to shops and directly to the dancer. Its main markets are USA, Germany, Italy, Ukraine, Australia, Japan and China. With a focus on ballroom and Latin American shoes, the strategy for the final year of the application was to continue growth within key markets with more new product and improvements to existing products. Online orders have grown 79% since 2016 and cover 66 countries with Russian, Ukrainian, Italian and American Instagram accounts added recently to feed more growth. Overseas sales have grown by 55% over the three year application period and the proportion of sales exported has increased to 74% of total sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



South East International Trade



Kwikbolt

Fleming Court
Eastleigh
Hampshire
SO50 9PD

Website: www.kwikbolt.com
Employees: 5
Immediate Parent: ETA Holdings Ltd
Commercial Director: Mr Christian Wenczka B/Eng
Press Contact: Mr Christian Wenczka
Tel: 02382205775
Email: chris@kwikbolt.com

Located in Eastleigh, Hampshire, Kwikbolt was established in 2011 to solve an aerospace temporary fastener problem. It makes single sided temporary fasteners and associated tooling. It has been able to develop a revolutionary patented new temporary fastening system that allows for a quick fastening solution from a single side. Kwikbolt increases quality and production speed while reducing the labour and assembly costs for the end user compared with existing products available on the market. Kwikbolt works with manual, power assisted (nut runners, power tools) and robotic automation systems. The company has achieved overseas sales growth from £108,649 to £432,359 in the last three years; an overall growth of 298%, and now make up 72% of all sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years. The company also wins the

Origin Frames Limited

Stuart House
Castle Estate, Coronation Road, Cressex Business Park
High Wycombe
Buckinghamshire
HP12 3TA

Website: www.origin-global.com
Employees: 277
Immediate Parent: N/A
CEO & Founder: Mr Neil Ginger
Press Contact: Mr David Brewer
Tel: 01993 823011
Email: david@energypr.co.uk

Founded in 2002, Origin is based in High Wycombe and is the UK's leading manufacturer of bespoke aluminium doors and windows making up the Origin Home Range. It is a family run business that has achieved turnover of over £38 million, with operations in America, Dubai and Europe, and now employs over 277 people. Its overseas sales have grown by 142% over the last three years with exports now making up over 10% of all sales. The company uses a network of partners to sell its products direct to consumers, and the USA is at the forefront of the company's export development over the next five years. The company wins the Queen's Award for International Trade for Outstanding Short



South East International Trade



Oxford Summer Courses

18 Beaumont Street
Oxford
Oxfordshire
OX1 2NA

Website: oxfordsummercourses.com
Employees: 26
Immediate Parent: N/A
Director & Co-Founder: Mr Harry Hortyn
Press Contact: Mr Harry Hortyn
Tel: 07739184794
Email: Harry@oxfordsummercourses.com

Oxford Summer Courses has grown rapidly since it started in 2010 such that it now delivers its short courses in the UK to over 2,300 students aged between 9 and 24 coming from some 110 countries. It has also begun to deliver its model outside the UK in places as diverse as the USA, Peru, India and Singapore. Overseas sales represent more than 90% of total revenue and grew by almost 1,700% in the six year period of this award, with commensurate increases in profitability. Not only has it performed well commercially it has an exceptionally strong approach to corporate social responsibility. Oxford Summer Courses wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Priority Freight Holdings Ltd

Priority Freight
Port Zone, Menzies Road
Dover
Kent
CT162HQ

Website: www.priorityfreight.com
Employees: 161
Immediate Parent: N/A
Managing Director & Founder: Mr Neal Williams
Press Contact: Mr Stuart Stobie
Tel: 07702916843
Email: stuart.stobie@priorityfreight.com

Founded in 1996 in Dover, Priority Freight Holdings Ltd is a time-critical freight and logistics specialist. Its core business is in the automotive and aerospace industries, and it operates across all levels of the supply chain from the shipping of small components or fragile prototype parts, to arranging tailored solutions to support large volume and weight shipments. It offers logistical support to OEMs covering production, inbound logistics, Tier 1 and 2 supplier support, emergency logistics, supplier technical assistance and aftermarket & prototype support. Overseas sales have risen over six years from £8 million to £56.6 million, a total rise of 601% and overseas sales now account for 70.7% of total sales. The company services 15 major OEM company's and their Tier 1 & 2 supply chains throughout Europe and also operates in China. Its top five markets are Sweden, Germany, Belgium, Poland and Spain. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.



South East International Trade



Prop Store Ltd

Great House Farm
Chenies
Rickmansworth
Hertfordshire
WD3 6EP

Website: propstore.com
Employees: 19
Immediate Parent: N/A
CEO: Mr Stephen Lane
Press Contact: Ms Felicity Beardshaw
Tel: 07901 848 262
Email: felicity@propstore.com

Established in 1998 and incorporated in 2012 in Rickmansworth, Prop Store Ltd provides movie fans and collectors with artefacts; props, costumes and other ephemera used to create motion pictures and television shows, from cult favourites to major studio blockbusters. It also sells to institutions, museums and archives to ensure items seen as waste and a byproduct of the film making process are archived and displayed as artefacts with intrinsic value. Recently, the company started to offer other collectable items like vintage cinema posters and toys. Overseas sales have increased over three years from £3.5 million to £7.4 million, an increase of 109.5% and now overseas sales account for 86.7% of total sales. The company sells worldwide and to 42 countries. The USA is its top market with an office in Los Angeles. Top five markets are USA, Germany, Poland, Australia and Hong Kong. The company wins the Queen's Awards for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Silclear Limited

Units 7&8 Hamilton Business Park
Gore Road
New Milton
Hampshire
BH25 6TL

Website: www.silclear.com
Employees: 15
Immediate Parent: Tudorhead Holdings Limited
Managing Director: Mr Ian Bradbury
Press Contact: Mr Ian Bradbury
Tel: 01425610700
Email: ian@silclear.com

Silclear Limited was founded in 1987, manufacturing silicone tubing, fittings and fabrications in its New Milton, Hampshire facility. Customers are primarily in the dairy industry, where its silicone products are replacing black rubber in all types of milking systems. The company also manufactures a range of high performance silicone tubing for medical applications. The strategy focuses on Europe, the company's best market, with significant growth in USA and Canada and potential in South America, New Zealand and Australia. Growth is predominantly on increased dairy business into new markets through getting products specified in OEM equipment and entering alternative markets sectors. Overseas sales have grown by 76% over the three year application period and the proportion of sales exported has increased to 88% of total sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



Synchro Arts Limited

13 Links Road
Epsom
Surrey
KT17 3PP

Website: <https://www.synchroarts.com/>
Employees: 6
Immediate Parent: N/A
Managing Director: Mr Phillip Bloom P
Press Contact: Mr Joel Heatley
Tel: 07753567718
Email: JoelH@SynchroArts.com

Synchro Arts Limited was founded in 1994 in Epsom Surrey. It is focused on developing and selling innovative audio processing software products to the international film, broadcast and music industries which save audio editors time and provide high quality results. The company is the only UK company to be awarded a Technology and Engineering Emmy in 2018. Their flagship products include: "VocALign", for creating lip-synced replacement dialogue for shows including Friends, and films including The Matrix and Harry Potter; and "Revoice Pro", that incorporates their voice performance transfer technology, and pitch and time manipulation and double-track creation. Their historic focus has been the USA. More recently they have entered countries including China, The Russian Federation and South Korea. Over the last six years overseas sales have grown by 226%. Their top markets are: USA, Germany, Canada, Japan, and France. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years. The company also wins the Award for Innovation this year.

Tonic Analytics Limited

4 Benham Road
Southampton Science Park
Southampton
Hampshire
SO16 7QJ

Website: www.tonicanalytics.com
Employees: 10
Immediate Parent: N/A
CEO: Mr Andrew Heather
Press Contact: Mr Andy Dollin
Tel: 07500906030
Email: andy.dollin@tonicanalytics.com

Established in 2015 and based in Southampton, Tonic Analytics Ltd provides data analytics to clients focusing on delivering good outcomes for society, for instance improving road safety, air safety, crime reduction etc. Its clients are in the public sector (safety and law enforcement) and the aerospace, road transportation and oil & gas sectors. Overseas sales have increased year on year over three years from £850k to £4m, a total growth of 377% and now account for 80% of total sales. The company deals with large corporate and public clients and currently all its international customers are in the USA. However contracts won with American clients have led to the company having end users in China, Hong Kong, Malaysia, South Korea, Singapore, and UAE, as well as the USA. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

South East International Trade



WOYC Ltd

WOYC Ltd
Blacknest House, Blacknest Road
Alton
Hampshire
GU34 4PX

Website: www.whosonyourcase.com
Employees: 4
Immediate Parent: Nanoco Limited
CEO: Mr Peter Woodd
Press Contact: Mr Tom Morgan
Tel: 01252 726080
Email: tom.morgan@idt-systems.com

WOYC Ltd (Alton, Hampshire) operates an innovative e-commerce on demand business. It uses its unique in-surface printing technology to provide online personalisation /customisation on a wide range of products, designed in-house. Products are guaranteed for life and certified by Intertek. Major operations are in Europe, the Americas, Australia, Korea and Japan. Tomorrow we will produce in India and China. People can shop anytime, anywhere online using photo content on their smartphone/ device, or create their own design. It's all about personalisation. Once created the customer's product is shipped the same day from one of our global fulfilment operations. We deliver sustainable products and closely manage carbon footprint. Growth of its unique business, both in terms of exports and innovation, have been impressive, and its profits have grown accordingly. WOYC deservedly wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.



Keen & Toms Holdings Ltd t/a Hypnos Beds and Hypnos Contract Beds

Longwick Road
Hypnos Limited
Princes Risborough
Buckinghamshire
HP27 9RS

Website: www.hypnosbeds.com /
www.hypnoscontractbeds.com
Employees: 530
Immediate Parent: N/A
CEO: Mr James Keen
Press Contact: Mr Chris Ward
Tel: 07715 167175
Email: chris.ward@hypnosbeds.com

Keen & Toms Holdings Ltd, trading as Hypnos Beds, is a family-owned business employing 530 people across Princes Risborough and Castle Donington. It is the third largest UK-based bed manufacturer by sales. It has been Carbon Neutral (PAS 2060) since 2011. The company was losing money ten years ago and sending 1,000 mattresses pa to landfill. Its decision to be the UK's leading sustainable mattress manufacturer means the company is now financially viable and stable as well as selling 100% recyclable products and sending nothing to landfill. This is an excellent family company that has turned the business around in the last decade by a focus on sustainable development. In 2017, the company was awarded the Queens Award for Enterprise in International Trade. The company is awarded the Queen's Award for Enterprise in Sustainable Development because they have a clear strategy to deliver sustainability objectives through innovation and working with the supply chain, demonstrating excellent results created by collaboration with partners.

CameraForensics

1 Victoria Street
Bristol
BS1 6AA

Website: www.cameraforensics.com
Employees: 6
Immediate Parent: N/A
Founder: Mr Matt Burns
Press Contact: Mr David Ranner
Tel: 07812165133
Email: dave@cameraforensics.com

CameraForensics is an award winning Bristol company formed in 2011. Their image analysis platform is used by law enforcement agencies in the detection and prevention of crime. The platform is capable of searching the internet and image databases, to link a known image to unknown images. It evaluates information including the device used to take the image, similarity of images, geographical location, and meta data to produce a list of images with apparent connections. When faced with terabytes of media, investigators can use BigSearch to automatically prioritise the relevance of the imagery to a case and determine which key images to focus on. The system proactively alerts investigators to new digital evidence leads and fresh intelligence on unsolved cases, as well as other agents searching for the same camera, enhancing productivity and cross-border collaboration. The technology efficiently delivers vital information resulting in faster victim identification and increased convictions. The company wins the Queen's Award for Enterprise in the Innovation category.

Email Hippo Limited

Tregellas House
Pipers Close
Launceston
Cornwall
PL7 5JX

Website: www.emailhippo.com
Employees: 6.25
Immediate Parent: Rolosoft plc
CEO: Mr Rowland O'Connor
Press Contact: Mrs Lisa O'Connor
Tel: 07535416057
Email: lisa.oconnor@emailhippo.com

Email Hippo Limited is a small company based in Cornwall incorporated in 2015 with 6 employees. The company wanted to solve their personal problem of being the victim of online fraud. Existing solutions were not viable, so they created the MORE API in-house and enjoyed a 90% reduction in online fraud in just two months. MORE is an email validation software service delivered via an API that helps businesses maintain clean data and reduce exposure to online fraud. MORE delivers certainty about two questions: whether emails can be delivered, and whether it's safe to engage with an email address in day to day business transactions. Every email validated by MORE is checked for 74 datapoints, building a profile. Customers can act on the results of any of these data points accordingly. The company wins the Queen's Award for Enterprise in the Innovation category.

Netcraft

2 Belmont
Bath
Somerset
BA1 5DZ

Website: www.netcraft.com
Employees: 57
Immediate Parent: N/A
Director: Mr. Mike Prettejohn
Press Contact: Mr. Mike Prettejohn
Tel: 01225 447500
Email: mhp@netcraft.com

Netcraft is an internet services company based in Bath which provides countermeasures against many forms of cyber-crime, with the intent of frustrating the criminal and reducing the return on his time invested until the activity becomes not worth his time. Previously activities such as anti-phishing takedowns were typically performed by call centre staff in low wage economies. The company's approach reduces the cost of dealing with one extra attack to near-nil, and introduces transparency, consistency of process and relentless incremental refinement. Organisations can be more assertive against cyber criminals and better protect their communities because of the extensive automation of the company's services and their willingness to perform the countermeasures at a fixed cost per annum. Netcraft's feed of phishing attacks is used by all of the major web browsers, thereby improving phishing protection for billions of people. The company wins the Queen's Award for Enterprise in the Innovation category. The company also wins the Award for International Trade this year.

Packexe Ltd

9-13 Marsh Green Road North
Marsh Barton
Exeter
Devon
EX2 8NY

Website: www.packexe.co.uk
Employees: 16
Immediate Parent: Packexe (Holdings) Ltd
CEO: Mr Andrew Orchard
Press Contact: Ms Martha Chisholm
Tel: 01392 438191
Email: martha@packexe.co.uk

Founded in 1989 Exeter based Packexe Ltd have over 30 years experience creating high quality self-adhesive protection films. In 2009 the company used this knowledge to create Packexe SMASH, a unique tool for safer and more efficient vehicle extrication. Used by Emergency Services across the globe, SMASH is a time critical glass management tool that saves time and reduces risk of injury during vehicle extrication at road traffic accidents, to both the emergency services personnel and the casualty. A self-adhesive roll designed with a strong hold, specially formulated adhesive and the lightweight patented dispenser, means that by applying SMASH to vehicle glass strengthens by up to 42% . Glass becomes less likely to break and shattered pieces are contained. During extrication injury from broken glass is an added risk to all. The dispensing system and film perforations every 100mm makes the film easily operable by one crew member without the need for a knife resulting in crucial time saving benefits in critical circumstances. The company wins the Queen's Award for Enterprise in the Innovation category.

Search Johnston Limited trading as Kaiasm

The Grange Offices, Combe Farm
Whatley
Frome
Somerset
BA11 3JU

Website: www.kaiasm.com
Employees: 19
Immediate Parent: N/A
Director: Mr Liam McGee
Press Contact: Mr Liam McGee
Tel: 0330 223 1164
Email: liam.mcgee@kaiasm.com

Search Johnston Limited trading as Kaiasm is a software company based in Somerset. The company has developed a data set and visualisation toolkit that enables retailers, and public bodies, such as the NHS, to develop deep understanding of the expressed needs of the people they serve, and how well they are meeting those needs. Through aggregation, clustering, and analysis of competitor customer's searches, Kaiasm is able to re-align client's webpage content and language to be a better fit with their customers' thinking. This information architecture restructuring has delivered significant benefits to clients with examples of 25% sales increases achieved following implementation. The online marketplace is increasingly competitive and this service helps clients stand out from the competition and attract higher levels of web traffic. The company wins the Queen's Award for Enterprise in the Innovation category.

Tomcat SNI Ltd

Unit 13.7, The Gloucester Business Park,
Hucclecote
Gloucester
Gloucestershire
GL34AA

Website: www.tomcatuk.org
Employees: 13
Immediate Parent: N/A
Founder & Managing Director: Mr Bob Griffin
Press Contact: Mrs Nazia White
Tel: 01452 616900
Email: nazia@tomcatuk.org

Gloucester based Tomcat SNI Ltd started in 2001 and produce a lightweight, transportable tricycle, accessible by adults with wide ranging mobility or disability issues. The Bullet tricycle is designed for adult users with mild to severe mobility or disability problems. There are five models in the range, four with power assisted options. The design of this range was a significant move away from the company's expertise in children's special needs tricycles. The company consulted physiotherapists and occupational therapists to understand the needs of adult disabled riders. They also consulted cycle technicians to understand the shortcomings of existing products. The resultant product has been designed to deliver a highly usable product. Novel solutions to problems were developed and three patent applications have been filed. The tricycles provide self-centralising steering, ease of adaptation to fit a trike to a rider, and Carer Control™ where riders require additional guidance. The company wins the Queen's Award for Enterprise in the Innovation category.

Unify Communications Ltd.

The Conifers
Filton Road, Hambrook
Bristol
South Gloucestershire
BS16 1QG

Website: www.unifyus.com
Employees: 32
Immediate Parent: N/A
CEO: Mr Russell Attwood
Press Contact: Miss Tessa Pillar
Tel: 03330110400
Email: tessa.pillar@unifyus.com

Established in 2012, Unify Communications Ltd of Bristol have developed a novel business model and service which combines the products of ten vendors to deliver complete cloud-based telecommunication and call centre services. They have become recognised experts in their field delivering impressive benefits in improved customer service levels and cost savings to clients. The company works with ten major communications service vendors, combining their technological offers to deliver a unique mix of services tailored to their customers' needs. Suppliers have recognised the expertise that the company delivers, and they are now certified Zendesk implementation partners (one of only a few in the UK), the only Platinum Fuze partner in the UK, and the premier UK partner of Serenova in the UK. The breadth of services that the company offer and the expertise that they have amassed sets them apart from their competitors. The company wins the Queen's Award for Enterprise in the Innovation category.

Berwin Industrial Polymers Co Ltd

Unit 22 Lighthouse Trading Park
Lydney
Gloucestershire
GL15 5FG

Website: www.hexpolcompounding.com
Employees: 78
Immediate Parent: Hexpol AB
Managing Director: Mr Gareth Jefferson
Press Contact: Mr Clive Rickards
Tel: 01594846551
Email: clive.rickards@hexpol.com

Berwin Industrial Polymers Co Ltd was established in 1957, and is based in Lydney, Gloucestershire. The company designs and manufactures technically certified rubber compounds for applications in tyres, matting, conveyor belting and many other industrial products. Berwin Industrial Polymers Co Ltd now being part of Hexpol AB is dedicated to technological leadership in the development and production of high-quality rubber compounds. The markets for the Berwin products are not widely spread and, therefore, must be more targeted from intelligence or from blanket marketing approaches. Products are sold into UK and some selected markets in the USA and Middle East with key export markets in France, Germany, Belgium, Italy and Poland. Overseas sales have grown by 102% over the three-year application period and the the proportion of sales exported has increased to 28% of total sales. The company wins the Queen's Award for International Trade for Outstanding Short-Term Growth in overseas sales over the last three years.

BG Automotive Limited

BGA House, Cheney Manor Industrial Estate
Swindon
Wiltshire
SN2 2DS

Website: www.bgautomotive.co.uk
Employees: 90
Immediate Parent: British Gaskets
Managing Director: Mr Chris Cameron
Press Contact: Mr Todd Kellond
Tel: 07568301841
Email: tkellond@bgautomotive.co.uk

Founded in 1999, BG Automotive Ltd. is a manufacturer and distributor of automotive aftermarket parts and has been based in Swindon, Wiltshire. Prior to 2013 it operated primarily in the UK with some small amount of exports, In the six years its overseas sales have grown by 298% now make up 54% of all sales. Over that period its workforce has grown from 62 to 90 people. The company exports products to over 70 countries, with the top markets being Ukraine, Russia, Hungary, Belarus and Germany. It previously won the Queen's Award for International Trade in 2015. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.

Celtic Sheepskin & Co. Ltd trading as Celtic & Co.

Unit B
Trellogan Ind. Est.
Newquay
Cornwall
TR7 2SX

Website: www.celticandco.com
Employees: 51
Immediate Parent: Whitworth CS Holdings Ltd
Managing Director & Founder: Mr Nicholas Whitworth
Press Contact: Mrs Zoe Bray
Tel: 01637 870057
Email: zoe.bray@celticandco.com

The Celtic Sheepskin & Company Ltd business originally started 30 years ago as a small boot-making business founded by Nick and Kath Whitworth. After a period in private equity ownership, the original owners bought the business back in 2014. Since then the company has delivered successful and sustained growth as a direct to consumer retailer of premium womenswear, menswear and homewares and is now the UK's leading manufacturer and supplier of sheepskin products. The company sells internationally through an e-commerce website, retailers and direct selling to the public. It now sells in over 60 markets worldwide and won the Queen's Award for International Trade in 2017. Over the last three years overseas earnings increased year on year from just over £1 million to just over £2 million, a rise in total of 94.6% and now account for over 25% of total sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Cut4Cloth Limited trading as Frugi

Frugi
Unit B, Hornsby House,
Helston
Cornwall
TR13 0FG

Website: www.welovefrugi.com
Employees: 80
Immediate Parent: Recoleta BidCo Limited
CEO: Mr Hugo Adams
Press Contact: Mrs Amanda Allen
Tel: 07950 286538
Email: amanda.allen@welovefrugi.com

Based in Helston, Cornwall, Cut4cloth Limited, which trades as Frugi, started trading in June 2004. Its purpose was to prove that it is possible to run a dynamic, vibrant and successful company, whilst maintaining the highest levels of ethical and environmental principles. It does this by designing and manufacturing beautiful, organic and ethically made clothes for Children and Mums, which it sells direct to consumers, and through a global network of retailers. Overseas earnings have grown by 159% in the last six years and now represent 41% of total sales. Its top export markets are Germany, Italy, Austria, Switzerland and the USA. It previously won the Queen's Award for International Trade in 2014. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years. The company also wins the Queen's Award for Sustainable Development this year.

South West International Trade



DPS Designs Ltd

Cupola Close, Mushet Industrial Park
Coleford
Gloucestershire
GL16 8RD

Website: www.dpsdesigns.co.uk
Employees: 30.7
Immediate Parent: N/A
Director: Mr Sebastian Down
Press Contact: Mr Sebastian Down
Tel: 01594 837 164
Email: sebastian@dpsdesigns.co.uk

Based in the Forest of Dean at Coleford, Gloucestershire, DPS Designs Ltd. was founded in 1995 with the simple objective of supplying the chocolate industry with high quality moulds. Having previously operated a chocolate manufacturing business where the margins were tight and the competition fierce, the company decided to move one step down in the supply chain and start pitching to previous competitors and now operates as a designer and manufacturer of chocolate moulds. Overseas earnings have grown by 140% over the last three years, and now make up 22% of all sales. Its main markets are Belgium, Germany, Ireland, Mexico, and France. It works hard to maintain its reputation for creativity in design, and understanding of the processes involved in making chocolate, technical innovation and market knowledge. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

INSPECS HOLDINGS LIMITED

7-10 Kelso Place
Upper Bristol Road
Bath
BA1 3AU

Website: www.inspecs.com
Employees: 71
Immediate Parent: N/A
CEO & Founder: Mr Robin Totterman
Press Contact: Miss Sophie Andrews
Tel: 01225717000
Email: sophie.andrews@inspecs.com

Inspects Limited was founded in 1988. Its parent company, Inspects Holdings Ltd was established in 2007. Based in Bath, Inspects Holdings Ltd is an eyewear design house and manufacturer. The company partners with consumer brands under licence and also makes OEM products for the biggest optical retailers worldwide. It is one of the few global companies that produces large volume, high quality eyewear in house. It has manufacturing facilities in China, Vietnam and the UK. Overseas sales grew over three years from £14.2m to £38.1m, a total growth of 168.3%. The company is truly global with overseas sales standing at 86.4% of total sales and it has subsidiaries in the USA and Hong Kong and a JV operation in India. The company now sells through distributors and retail chains in over 80 countries worldwide. Its top four markets are USA, Netherlands, Germany and France. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



Medicare Colgate Ltd

Post Cross Business Park Unit 1,2,3,4
Kentisbeare
Cullompton
Devon
EX15 2BB

Website: www.medicarecolgate.com
Employees: 13
Immediate Parent: N/A
Director: Mrs Evelyne Colgate
Press Contact: Mrs. Evelyne Colgate
Tel: 01882266666
Email: info@sterifeed.com

Based in Cullompton, Devon, Medicare Colgate Ltd. was formed in April 2005. It supplies Donor Human Milk Banks with lifesaving equipment for the treatment of Donor Human Milk. The company is a research & development based company and over a number of years has completed extensive research into times & temperature treatment for human milk, working with a number of health professionals from various hospitals across the world. It constantly strives to improve functionality and changes in research on the treatment of human milk. In the three years to March 2019 the company's overseas grew by 48%, and now make up 46% of all sales. Its sells to over 50 countries worldwide its five top overseas markets are: Switzerland, Italy, USA, Canada and Sweden. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Netcraft

2 Belmont
Bath
Somerset
BA1 5DZ

Website: www.netcraft.com
Employees: 57
Immediate Parent: N/A
Director: Mr. Mike Prettejohn
Press Contact: Mr. Mike Prettejohn
Tel: 01225 447500
Email: mhp@netcraft.com

Founded in 1987 and based in Bath, Netcraft is an internet services company that provides internet security services including cybercrime disruption, anti phishing services, application and security testing, code reviews and automated penetration testing. It also provides research and analysis on many aspects of the internet including the usage of web servers, operating systems, hosting providers, ISPs, encrypted transactions, electronic commerce, scripting language and content technologies. Overseas sales have grown over six years from £1.3 million to £5.6 million, a total growth of 309%. Overseas sales now account for over 60% of total earnings . The company sells to 53 markets worldwide. Five of the top ten companies in the world by capitalisation and ten of the top 25 Banks in Europe use the company's services. Its top five markets are USA, Netherlands, France, Belgium, and Singapore. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years. The company also wins the Award for Innovation this year.

South West International Trade



Red Savannah Ltd

Eagle Tower
Montpellier Drive
Cheltenham
Gloucestershire
GL50 1TA

Website: www.redsavannah.com
Employees: 22.5
Immediate Parent: N/A
Founder & CEO: Mr George Morgan-Grenville
Press Contact: Ms Sarah-Leigh Shenton
Tel: 01242 787803
Email: slshenton@redsavannah.com

Cheltenham based Red Savannah is an independent luxury tour company providing a range of experiential and villa-based holidays to high net worth individuals. It handles many top names from the worlds of finance, sport, industry, law etc. based in a wide range of countries. The company has developed a highly effective strategy to market itself to this sector primarily in the UK and USA. Its high-quality products and effective multi-channel marketing has helped to grow the company's overseas sales, which are all dealt with in the UK, by over 250% in the last six years. Red Savannah Ltd. wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.



South West

Promoting Opportunity (through social mobility)



Babbasa Youth Empowerment Projects CIC

Babbasa, Redbrick House
Wilder Street
Bristol
BS2 8QH

Website: <https://babbasa.com/>
Employees: 8
Immediate Parent: N/A
CEO: Mr Poku Osei
Press Contact: Mr Edward Bingham
Tel: 01173290717
Email: communications@byep.org.uk

Babbasa Youth Empowerment Projects CIC founded in 2013 is a social enterprise company based in Bristol. Babbasa works with young people aged 16-25 from ethnically diverse communities in Bristol where research found ethnic minorities compared very poorly with elsewhere in the country with unemployment rates double that of white counterparts. Babbasa works closely with community organisations, volunteers and agencies and recruits staff from the BAME community, (Black, Asian and Minority Ethnic) and partners with local employers to create 'real' opportunities to access work placements. The activities are based on 'learning by doing' rather than classroom based, creating a pathway for young people, working at their own pace to build their confidence, develop their skills, connect with employers and mentors and access meaningful work experience. Since 2013 the company has worked with 2200 young people (300 per year) all are from disadvantaged backgrounds and 80% of participants are from BAME backgrounds. The company wins the Queen's Award for Enterprise in the Promoting Opportunity through social mobility category.

Plymouth Citybus

1 Milehouse Road
Plymouth
Devon
PL3 4AA

Website: www.plymouthbus.co.uk
Employees: 561
Immediate Parent: Go-Ahead Group
Managing Director: Mr Richard Stevens
Press Contact: Miss Kerry-Rose O'Donnell
Tel: 01752 264205
Email: kerry.odonnell@plymouthbus.co.uk

Plymouth Citybus runs bus services across Plymouth and Cornwall. The Company has an exemplary multi-dimensional approach to social mobility at the heart of all parts of the operation. Its programme includes a large number of initiatives including free travel to job seekers and a career transition programme helping military personnel find employment. The Chatty Bus initiative takes buses out into the community to help with services and reduce social isolation. Volunteers go out on a 'feed the homeless project' every 5 weeks on a converted bus. The applicant's commitment to staff includes a disabled ambassador and training on dementia and disability awareness. All engineering staff have risen from the apprenticeship scheme. There is also a unique job share programme, enabling staff to share a working weeks rota allowing them time for caring responsibilities. Plymouth Citybus are the first transport company to be awarded Investors in People Platinum. The company wins the Queen's Award for Enterprise in the Promoting Opportunity through social mobility category.



Cut4Cloth Limited trading as Frugi

Hornsby House
Wheal Vrose Business Park
Helston
Cornwall
TR13 0FG

Website: www.welovefrugi.com
Employees: 80
Immediate Parent: Recoleta BidCo Limited
CEO: Mr Hugo Adams
Press Contact: Mrs Amanda Allen
Tel: 07950286538
Email: amanda.allen@welovefrugi.com

Cut4Cloth Limited, trading as Frugi, was established in 2004, as a family-run business, based in Helston, Cornwall. The company designs and manufactures clothing for children and adults, selling direct to consumers online and through a network of over 500 retailers in 34 countries. It employs 80 people at the headquarters and shop in Cornwall. The company can ably demonstrate it is working to high standards and its clear sustainable ethos. 85% of the clothing manufactured is made from Global Organic Textile Standards certified organic cotton and outerwear is made from recycled post-consumer plastic. It can demonstrate high levels of engagement with its consumers and the supply chain to encourage sustainable behaviours. The company is awarded the Queen's Award for Enterprise in Sustainable Development because of its clear sustainable leadership and evidence of innovation in areas such as packaging and stakeholder engagement. The company also wins the Award for International Trade this year.

Ignition DG Ltd

Unit 1.1 Paintworks
Bath Road
Bristol
Avon
BS4 3EH

Website: www.ignitiondg.com
Employees: 28
Immediate Parent: Istoria Group Ltd
CEO: Mrs Lindie Kramers MCIM
Press Contact: Mrs Lindie Kramers
Tel: +44(0)1179 725 177
Email: lindiekramers@istoriagroup.com

Ignition DG Ltd is part of Istoria Group Ltd and was established in 2007 to provide exhibition, event and experience services globally including re-usable modular exhibition kit. The company is based in Bristol and employs 43 staff. It was female-founded and remains female-owned and run, with a female CEO, Group Chairwoman and a majority female board. The company is financially viable and has been profitable since founding. Sales have grown 65% since 2014. It has won a range of sustainability and business awards. It tracks, reduces and offsets emissions; designs and builds reusable and recyclable exhibition kit; educates and supports other companies to become more sustainable and supports charities, education and environmental awareness in the developing world. The company is awarded the Queen's Award for Enterprise in Sustainable Development because of its excellent results in reducing emissions and successfully challenging the "build and burn" attitude in the exhibition industry.

South West Sustainable Development



The Natural Mat Company Ltd

Naturalmat
Odhams Wharf
Topsham, Exeter
Devon
EX3 0PD

Website: www.naturalmat.co.uk
Employees: 28
Immediate Parent: N/A
Managing Director and Co-Founder: Mr Mark Tremlett
Press Contact: Miss Heidi Steel
Tel: 01392877247
Email: heidi@naturalmat.co.uk

The Natural Mat Company Limited was established in 1999 and employ 28 people in Topsham, Exeter. The family of one of the two partners were boat builders whose clients bought expensive boats but slept on poor quality foam mattresses. The business decided to create organic, sustainable beds and mattresses, which are sold through three stores, showrooms in Copenhagen and Barcelona and the internet. It has won several local environmental awards. The company has demonstrated a solid sustainable ethic throughout the business. It demonstrates a high level of engagement with the supply chain. While a relatively small player in the bed and mattress industry, the company has created a product and business model that goes against the grain of the industry. The company is awarded the Queen's Award for Enterprise in Sustainable Development due to outstanding sustainability leadership, and clear sustainability ethos.

Triodos Bank UK Ltd

Deanery Road
Bristol
BS1 5AS

Website: www.triodos.co.uk
Employees: 189
Immediate Parent: Triodos Bank NV
CEO: Mr Bevis Watts
Press Contact: Mr Ed Grattan
Tel: 01173110229
Email: ed.grattan@triodos.co.uk

Triodos Bank UK operations opened in 1995 to demonstrate that you can marry a more sustainable approach to finance with commercial success and employs 189 staff in Bristol, London and Edinburgh. Triodos has always only financed companies, institutions and projects that add cultural value and benefit people and the environment, with the support of depositors and investors who want to encourage socially responsible business and a sustainable society. It won a Queen's Awards for Enterprise in Sustainable Development in 2004 and 2010, plus several national business and environmental awards. It has been a Certified B Corporation since 2015. Triodos Bank is a global pioneer in sustainable banking, using the power of finance to invest in businesses, entrepreneurs and projects that are good for people and the planet in a transparent way. The company is awarded a Queen's Award for Enterprise in Sustainable Development, as it can demonstrate a strong sustainability ethos, leading the way in creating a more sustainable approach in the banking sector.



SPTS Technologies Ltd

Ringland Way
Newport
Gwent
NP18 2TA

Website: www.spts.com
Employees: 327
Immediate Parent: Orbotech Holding UK Limited
President: Mr Kevin Crofton
Press Contact: Ms Destanie Clarke
Tel: 01633 414135
Email: destanie.clarke@spts.com

SPTS Technologies Ltd of South Wales was formed in 1984 and is a multiple previous winners of multiple Queen's Awards (Innovation 2018; International Trade 2013 and 2017). The company has been awarded this year for their development of a novel method of dicing silicon wafers using plasma cutting techniques which avoids damage to the die and delivers stronger, more reliable devices and high volume throughput for chip manufacturers that was previously unattainable. The patented plasma technology has thinner dicing lines meaning it can produce more and smaller chips from thinner, more flexible, wafers in less time on large wafer sizes. The Mosaic 300S Plasma Dicing System was the first to market production-ready dicing system for 300mm wafers on tape frames. In this fast growing market it is already achieving ~50% market share, winning the company new customers in new market sectors such as radio-frequency identification (RFID) tag manufacturers. The company wins the Queen's Award for Enterprise in the Innovation category.

Air Covers Ltd

Bryn Business Centre
Bryn Lane
Wrexham
LL13 9UT

Website: www.aircovers.com
Employees: 11
Immediate Parent: N/A
Founder and CEO: Mr John Pattinson
Press Contact: MS Sasha Pattinson
Tel: 07710 400489
Email: sasha@aircovers.com

Air Covers Ltd was founded in 2006, headquartered in Wrexham, designing and manufacturing environmental protective helicopter covers for public sector, corporates and high net worth individuals. During the application period the company entered new markets in USA and Italy and now is market leader for super yacht helicopter covers in Canada and United States. Other key markets are in Europe and Australia. The company is a listed supplier to the world's two largest manufacturers of helicopters, Airbus and Leonardo and has also diversified into land and marine protection. Overseas sales have grown by 132% over the three year application period and the proportion of sales exported has increased to 56% of total sales in the final year. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

CPR Global Tech Ltd

Unit E2, Lakeside Technology Park
Phoenix Way
Swansea
West Glamorgan
SA7 9FF

Website: www.cprcallblocker.com ,
www.callblockerusa.com , www.cprguardian.com
Employees: 23
Immediate Parent: N/A
Founding Director: Mr Andrew Sandbrook
Press Contact: Miss Chelsea Davies
Tel: 01792 342703
Email: Chelsea.davies@cprglobaltech.com

Established in 2010 based in Swansea, CPR Global Tech Ltd won the Queen's Award for international trade in 2018. It produces a range of security, telecare and telehealth products for use with people with special needs, who suffer domestic abuse, and those who are older, more vulnerable or suffering from dementia. It produces a range of call blocking systems stopping unwanted and nuisance telephone calls and a "smartwatch" monitoring system aimed at assisting vulnerable people. Over three years overseas sales have grown year on year from £1.5m to £4.6m, a total rise of 209%. The business is truly international with overseas sales accounting for 96.7% of total sales. Its main market is the USA, where it is the market leader in what is the largest market for its type of products in the world, and it also exports to France, Italy, Australia and Canada. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Wales

International Trade



Ruth Lee Ltd

Lambert House
Glyndyfrdwy
Denbighshire
LL21 9HW

Website: www.ruthlee.co.uk
Employees: 25
Immediate Parent: N/A
Managing Director: Mr Paul McDonnell
Press Contact: Miss Sarah Hampson
Tel: 01490 413 282
Email: sarah@ruthlee.co.uk

Corwen based Ruth Lee Ltd. started in 1994 as very much a cottage (or more specifically a barn) industry following an ad-hoc enquiry from the local fire brigade. It has now grown into a major supplier of manikins and other fire and safety equipment both in the UK and overseas. It has a strong strategic approach to its exports which has led to substantial increases in the value of its business overseas and the importance of exporting to the business as a whole. It is to be particularly congratulated on seeing its low market penetration in the USA, the home of its major competitor, as an opportunity, such that it is now the market leader in that country. Ruth Lee Ltd. wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Wales Interactive

Pencoed Technology Park
Pencoed
Bridgend
CF35 5HZ

Website: www.walesinteractive.com
Employees: 12
Immediate Parent: Wales Interactive Group Limited
Managing Director: Mr David Banner MBE
Press Contact: Dr David Banner
Tel: 07809302221
Email: dai@walesinteractive.com

Established in 2012 in Bridgend, Wales, Wales Interactive is a multi-award winning video games and interactive independent movie developer and publisher. They have expanded their games label by partnering with UK and International third-party developers bringing entertaining games to PC, PlayStation and Xbox One and established their label on Nintendo Switch, PlayStation VR, HTC Vive and Oculus Rift. They also feature in the key gaming download stores Steam, Playstation Store, Xbox Store, Nintendo Store, and Windows Store giving them access to potentially 300 million customers. They have won over 30 awards including two BAFTA Cymru Awards. Over the last three years they have expanded selling digitally in Europe, the Americas, Africa, Asia and Australasia with overseas sales growing by 503% and exports as 94% of all sales; and their top markets being: China, USA, Germany, Republic of Korea, and the Russian Federation. The company wins the Queens Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



Wales

Promoting Opportunity (through social mobility)



Cyfle Building Skills Limited

Ammanford Campus
Dyffryn Road
Ammanford
Carmarthenshire
SA18 3TA

Website: www.cyflebuilding.co.uk
Employees: 130
Immediate Parent: N/A
Chairman: Mr Owain Jones
Press Contact: Mr Anthony Rees
Tel: 07743670077
Email: info@swwrsa.co.uk

Cyfle Building Skills founded in 2013 is a shared apprenticeship programme based in Carmarthenshire. The programme currently employs 120 apprentices across ten key construction trades including bricklaying, carpentry, electrical, plastering and plumbing and promotes construction as a sustainable career option. To deliver, Cyfle Building Skills collaborates with the Construction Industry Training Board (CITB), five local colleges, a university, local authorities and housing associations. Cyfle Building Skills apprentices are employed directly by Cyfle Building Skills, who coordinate their training and provide the site placements required for NVQ achievement. The flexibility of its approach enables construction firms of any size to get involved, overcoming the difficulties faced by employers in providing appropriate learning environments at the right time, and uncertainty about capacity to offer long term employment. For the apprentice it offers job security and ensures placements on active construction sites with the variety of experience required to succeed. The company wins the Queen's Award for Enterprise in the Promoting Opportunity through social mobility category.



Clynfyw Community Interest Company

Clynfyw Care Farm
Clynfyw
Boncath
Pembrokeshire
SA370HF

Website: www.clynfyw.co.uk
Employees: 43
Immediate Parent: N/A
Managing Director: Mr Jim Bowen
Press Contact: Mr Jim Bowen
Tel: 07980290522
Email: jim.clynfyw@gmail.com

Clynfyw Community Interest Company set up in 2011, supports disabled and vulnerable people using numerous meaningful projects as tools for learning, engagement, contribution and fun. It is based in Boncath, North Pembrokeshire, and employs 43 people. It has clearly demonstrated through its approach what sustainable development is all about, and shows equal efforts across many areas. The company's world view is designed to challenge everyone – participants, staff, trustees – to look beyond the obvious, with priorities that are sustainable, local and global, and fair to all. There is a recognition of the importance of ethical concerns within a mixed economy. The extent that various stakeholders are involved in the creation of its plans and its willingness to learn, share and continually evolve is exemplary. The company is awarded the Queen's Award for Enterprise in Sustainable Development because its approach, impacts and results can be clearly demonstrated on both the local community and farther afield, globally.

Dresd Limited

Dresd Studios
878 Picketston, Lancaster Avenue
St Athan
Vale of Glamorgan
CF62 4QR

Website: www.dresd.co.uk
Employees: 7
Immediate Parent: N/A
Founder: Mrs Lynn McFarlane
Press Contact: Mrs Lynn McFarlane
Tel: 07810567067
Email: lynn@dresd.co.uk

Founded in 2012 and based in the Vale of Glamorgan since 2017, Dresd Ltd works towards changing mindsets in one of the UK's largest creative industries by reclaiming and reusing Film and TV sets. Its projects make substantial impacts in sustainable development. For example, the company derigged BBC Atlantis and reduced waste to landfill by 96% and saved 50% of clearance costs, repurposing through the local community, charities and others. The company is working with 80 production companies and customers like Bafta, British Airways, Buckingham Palace, Colin Firth, Comic Relief, The Guardian, Soho House, Stella McCartney and Vogue, diverting more than 116,000 tonnes of materials from landfill. The company is awarded the Queen's Award for Enterprise in Sustainable Development because it has demonstrated how it aims to transform an industry and drive forward sustainable improvements around reducing waste to landfill and working with young film makers in education to show them how to embed sustainability in projects.

3P innovation Ltd

Tournament Fields
Bosworth Avenue
Warwick
Warwickshire
CV34 6UQ

Website: www.3pinnovation.com
Employees: 64
Immediate Parent: N/A
Managing Director: Mr Tom Bailey
Press Contact: Mr Simon Strothers
Tel: +44 (0)1926 408933
Email: simon.strothers@3PInnovation.com

3P Innovation Ltd of Warwick, is a custom automation company formed in 2006 to develop innovative manufacturing machinery and processes. Their application is for the development of Fill2Weight, a patented high-precision gravimetric filling technology for micro-dosing and weight checking pharmaceutical powders. The equipment combines stirring, vibration and carefully controlled apertures to ensure powders flow and are accurately weighed. They combined this with a simple user interface capable of rapid adjustment to deliver different powders. Fill2Weight is a component within filling machines which can vary in size from laboratory bench-top to full scale manufacturing. The company wins the Queen's Award for Enterprise in the Innovation category.

Addmaster (UK) Ltd

Darfin House,
Priestly Court, Staffordshire Technology Park
Stafford
Staffordshire
ST18 0AR

Website: www.addmaster.co.uk
Employees: 12
Immediate Parent: Addmaster Holdings
Founder & CEO: Mr Paul Morris
Press Contact: Mr Karl Shaw
Tel: 01785 225656
Email: karl.shaw@addmaster.co.uk

Formed in 2000, Staffordshire company Addmaster (UK) Ltd has twice won a Queen's Award for International Trade. The company is a global leader in the supply of technically innovative, premium quality additives for the plastics, paper, textile, paints and coatings industries. Their successful innovation is the development of antimicrobial reusable plastic consumables, namely a patented "bag for life" carrier bag and reusable coffee cup, which eliminate waste and provide public health benefits. Reusing carrier bags and reducing single use plastics is seen by consumers as environmentally beneficial. However, the public are largely unaware of the potential for cross-contamination of food products through multiple use. The company conducted research in conjunction with Aston University and measured the potential for contamination with both carrier bags and reusable coffee cups. An opportunity to develop antimicrobial products was identified and the company used its Biomaster silver ion anti-bacterial technology to develop them. The company wins the Queen's Award for Enterprise in the Innovation category.

Aeristech Limited

Unit 4, Hermes Court
Hermes Close
Leamington Spa
Warwick
CV34 6NJ

Website: www.aeristech.co.uk
Employees: 27
Immediate Parent: N/A
CEO: Mr Richard Wall
Press Contact: Ms Lyndsey Green
Tel: 07557 533457
Email: lyndsey.green@aeristech.co.uk

Leamington Spa based Aeristech Limited was established in 2006 to develop and commercialise a new type of variable speed electric motor. Once developed the motor was applied in the creation of a new high performance centrifugal air compressor. The compressor is used for air compression in automobile combustion engines, air side compression in fuel cells, and industrial air compression applications. The motor and compressor are protected with a portfolio of patents. For fuel cell applications the device replaces a positive displacement compressor and is smaller, lighter, costs less than half, and customers report a 40% increase in energy efficiency over existing compressors. For internal combustion engines the Aeristech eSupercharger enables a one litre engine to deliver the expected performance of a family saloon without a turbocharger and with both reduced fuel consumption and emissions. The company wins the Queen's Award for Enterprise in the Innovation category.

Grainger & Worrall Ltd

Grainger and Worrall Ltd
Stanmore Business Park
Bridgnorth
Shropshire
WV15 5HP

Website: www.gwcast.com
Employees: 593
Immediate Parent: Grainger and Worrall Technology Group Limited
CEO: Mr Matthew Grainger
Press Contact: Mr Matthew Snelson
Tel: 07540491220
Email: msnelson@gwcast.com

Shropshire-based Grainger & Worrall Ltd was founded in 1946 and is an automotive casting specialist. In response to the global automotive market moving towards ever more complex and structurally sound castings, particularly in high performance aluminium alloys, the company has developed the next generation of aluminium and non-ferrous castings. Incorporating digital manufacturing and 3D sand printing technology the system enables customers to design, make and validate extremely complex components in short development cycles. The system delivers exceptional benefits to automotive component manufacturers where reduced costs, improved efficiency, and the ability to rapidly create complex parts is highly valued. By combining advanced manufacturing techniques with their extensive experience in the market, the company has created a novel system that is driving their continued growth and success. The company wins the Queen's Award for Enterprise in the Innovation category.

Jonic Engineering Limited

Speedwell Road
Hay Mills
Birmingham
West Midlands
B25 8EU

Website: www.jonicengineering.co.uk
Employees: 41
Immediate Parent: N/A
Managing Director: Mr Peter Blakeman
Press Contact: Mr Peter Blakeman
Tel: 0121 707 8222
Email: peter@jonicengineering.co.uk

Birmingham-based Jonic Engineering Limited was formed in 1966 and has been manufacturing hydraulic cylinders ever since. They did not produce ejector cylinders prior to the invention but produced a range of conventional cylinders for a large UK manufacturer. Faced with severe contraction and the risk of losing the business, they innovated, and eventually patented, a new, lower cost ejector cylinder. They achieved this by designing a shaft that could be made from single pieces of chrome plated tube and did not use pistons or separate retaining glands. This saved on material and machining due to the faster and cheaper "centreless grinding" process. The company wins the Queen's Award for Enterprise in the Innovation category.

TruTac Limited

Units 5 & 6, Westwood House
Westwood Business Park,
Coventry
Warwickshire
CV4 8HS

Website: www.trutac.co.uk
Employees: 32.5
Immediate Parent: N/A
Managing Director: Mr Terry Ramsey
Press Contact: Mr Terry Ramsey
Tel: 024 7669 0000
Email: terry.ramsey@trutac.co.uk

TruTac Limited of Coventry started business in 1990 as specialist analysts of heavy goods vehicle (HGV) tachograph data. Identifying a market need they moved on to develop innovative software specifically designed for the passenger service vehicle (PSV) industry to manage drivers' hours and ensure compliance with regulations. PSV regulations are different to HGV regulations with specifics that become more complicated when considering operations across the EU. It took the company months to plan and map the logic required to account for the hundreds of variables that included ferry crossings, compensations, domestic or EU, period of availability, double manning, and working time directives reference periods. The software developed replaces the manual management of logbooks, tachographs, and reports, delivering significant cost savings, improved compliance reducing the risk of fines, and ultimately ensuring passenger vehicle drivers are safe on the road. The company wins the Queen's Award for Enterprise in the Innovation category.

Accles & Pollock Limited

Gate 1
Popes Lane
Oldbury
West Midlands
B69 4PF

Website: www.libertyhousegroup.com/our-businesses/liberty-engineering/accles-and-pollock/
Employees: 53
Immediate Parent: Liberty Tubular Solutions Pte Limited
Managing Director: Mr Philip Begley
Press Contact: Mr Philip Begley
Tel: 01215435714
Email: phil.begley@libertyhg.com

Based in Oldbury West Midlands, Accles & Pollock was established over 100 years ago, but following changes in ownership to the Liberty Group, was re-incorporated in December 2015. It supplies low volume, precision manipulated tubular assemblies in specialist metal alloys for high integrity applications, mostly for the aerospace industry and also to nuclear, scientific, oil and gas and medical sectors. The company supplies directly to main markets in South East Asia, North America and Europe where global blue chip customers have a demand. The strategy involves investment in manufacturing and strengthening UK employee skills and the company is looking to establish a low-cost hub in India. Overseas sales have grown by 97% over the three year application period and the proportion of sales exported has increased to 53% of total sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Arrowsmith Engineering (Coventry) Ltd

44-50 Bayton Road
Exhall
Coventry
Warwickshire
CV79EJ

Website: www.arrowsmitheng.co.uk
Employees: 65
Immediate Parent: Aero Services Global
Managing Director: Mr Jason Aldridge
Press Contact: Mr Jason Aldridge
Tel: 02476369913
Email: jason@arrowsmitheng.co.uk

Coventry-based Arrowsmith Engineering (Coventry) Ltd started trading in 1967. The company is a specialist in precision turning, milling, thread rolling and grinding, providing components in titanium, Inconel, stainless steel, exotic metal and engineering plastics. It supplies aerospace tier ones and primes with parts used in aerospace engines, landing gears and air frames. Success has been based on developing strategic partnerships with clients such as Rolls-Royce, GKN, Meggitt and Pattonair, so that value can be added in the design stage. Its main current markets are USA, Singapore, Spain and Germany. Overseas sales have grown by 996% over the three year application period and the proportion of sales exported has increased from 6% of total sales in the first year of application to 39% in the final year. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

West Midlands International Trade



Churchill China plc

Churchill China plc
1 Marlborough Way
Stoke-on-Trent
Staffordshire
ST6 5NZ

Website: www.churchill1795.com
Employees: 628
Immediate Parent: N/A
CEO: Mr David O'Connor
Press Contact: Mrs Sharon Heap
Tel: 01782 577566
Email: sharon.heap@churchill1795.com

Churchill China plc is one of the UK's leading manufacturers and distributors of high-performance table top products to the Hospitality and Retail sectors worldwide. The manufacturing facility and head office is based in the heart of the pottery industry in Stoke-on-Trent, Staffordshire. Churchill has a rich history with over 220 years' experience in the market, originating in 1795, with Sampson Bridgwood first manufacturing earthenware a short distance from its current site. Employment has grown from 531 to 628 in the six years to December 2018. Over that period overseas sales have grown by £15.56 million to £34.4 million in 2018 – a substantial increase of 107%. Exports now contribute nearly 60% of sales and its top markets are the USA, Spain, Germany, Italy and France. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.

Drive System Design

Unit B Berrington Road
Sydenham Industrial Estate
Royal Leamington Spa
Warwickshire
CV31 1NB

Website: www.drivesystemdesign.com
Employees: 86
Immediate Parent: N/A
Managing Director: Mr Mark Findlay
Press Contact: Mr Richard Doherty
Tel: 07810774105
Email: Richard.Doherty@m-eng.com

Founded in 2007 and based in Warwickshire, Drive System Design is an engineering consultancy that provides solutions to complex engineering challenges relating to power transfer (drivetrains) primarily in the automotive industry. It designs and develops drivetrains for internal combustion and electric vehicles, including control systems and power electronics. The company's customers are global vehicle manufacturers and tier one suppliers but business is growing in the defence, off road and aerospace industries. The company has a subsidiary in the USA and sells across the USA, Europe and Asia. Over three years it has achieved substantial year on year growth with overseas sales rising from £2.1m to £5.4m, a total rise of 155%. Over the period overseas sales as a percentage of total sales have increased from 36.% to 49.5%. Its top 5 markets are Belgium, USA, Poland, Sweden and France. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



West Midlands International Trade



i2r Packaging Solutions Limited

Innovation House
Hortonwood 30
Telford
Shropshire
TF1 7AB

Website www.i2rps.com
Employees: 102
Immediate Parent: Contital s.r.l.
Joint Founder: Mr Jonathan West
Press Contact: Mr Jeremy Webster
Tel: 07776206576
Email: jeremy@marblespr.co.uk

i2r Packaging Solutions Limited was incorporated in December 2006 and operates from its factory in Telford, Shropshire. i2r stands for 'Innovation 2 Reality' and it manufactures 'Smoothwall' and 'Wrinklewall' aluminium foil containers that are used extensively throughout the food industry. As a global market leader, it supplies packaging to many major food producers and retail brands as well as to wholesaler and distributor markets worldwide. It has customers in Central & Northern Europe, Asia, North America and Australia. In the last three years the company's overseas sales have grown by 69% from £4.7 million to just under £8 million. Exports now make up 21% of all sales. Its export strategy relies on finding the right partners in export countries who share its core company values. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

James and James Fulfilment Limited

Liliput Road
Brackmills
Northampton
Northants
NN4 7DT

Website: www.ecommercefulfilment.com
Employees: 99
Immediate Parent: N/A
CEO: Mr James Hyde
Press Contact: Mr Luke Nava
Tel: 07792231122
Email: luke.nava@jamesandjames.com

Established in 2010 and based in Northampton, James and James Fulfilment Ltd has developed a cloud-based, real-time fulfilment system, to meet the demands of e-commerce. By providing live reporting, order status updates and tracking information, it enables online retailers to manage stock and ship orders globally. A subsidiary has been opened in the USA, a franchise has been set up with New Zealand Post and the company now exports to 27 countries worldwide. Overseas sales have grown by 1,782% across the last six years and the percentage exported has also risen from 9% to 26%. Today, its major markets outside the UK are the United States, Hong Kong, Ireland, the Netherlands and Sweden. The company previously won a Queen's Award for Enterprise in the field of Innovation for its system.



West Midlands International Trade



SafeLane Global Limited

SafeLane Global, Unit 2, Phocle Park
Phocle Green, Upton Bishop
Ross on Wye
Herefordshire
HR9 7XU

Website: www.safelaneglobal.com
Employees: 29
Immediate Parent: SafeLane Group Limited
CEO: Mr Adam Ainsworth
Press Contact: Mrs Rhiannon Davies
Tel: 01594368077
Email: rhiannon.davies@safelaneglobal.com

Founded in 1989, with a Head Office in Ross on Wye, Herefordshire, SafeLane Global Ltd started by clearing landmines in post-conflict countries across Africa. An expert in the clearance of landmines, improvised explosive devices and explosive remnants of war; it detects weapons and narcotics; protecting people and companies and enabling the delivery of humanitarian aid. It also provides training and consultancy services. Since inception it has been operational in 60 nations, and can rapidly deploy to any land or marine environment. It has grown from operating half a dozen projects in two or three countries to now operating in 13 countries, with 1,500 people deployed on projects from the Falkland Islands to Afghanistan, and across the UK and Germany. New markets in the last three years include: Yemen, Saudi Arabia and Burkina Faso. Their sales are international and they have grown by 69%. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Stiltz Limited

Building 5, Bay 1, First Avenue
Pensnett Estate
Kingswinford
West Midlands
DY6 7TE

Website: www.stiltz.co.uk
Employees: 71
Immediate Parent: Stiltz Holdings Limited
Chairman/CEO: Mr Mike Lord
Press Contact: Mr Lachlan Faulkner
Tel: 07919 145909
Email: lachlan@stiltz.co.uk

Stiltz Limited, part of Stiltz Holdings Limited is based in Kingswinford in the West Midlands and started trading in 2010. Their Homelift is a compact and elegant product, specifically designed for domestic use, enabling homeowners to move between floors in their home without using a stairlift or having a large box-shaped through-floor lift. They grew overseas markets by leveraging knowledge of the international stairlifts sector and securing distributors who could quickly develop territories. They focused on high-performing territories initially and nurtured slower-moving markets until they performed in line with targets. They piloted a geographically demarcated 'Stiltz of ...' programme in the United States, assigning dedicated territories to individual high performing dealers. The company has demonstrated steep year on year growth in overseas sales rising by 140% overall, selling to the United States, Germany, Australia and the Netherlands. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



Titan Steel Wheels Limited

Titan Steel Wheels Limited
Bridge Road
Cookley
Hereford and Worcester
DY10 3SD

Website: www.titan-intl.com
Employees: 370
Immediate Parent: Titan Europe Limited
Managing Director: Mr Chris Akers
Press Contact: Mrs Natalie Dukes
Tel: +441562850561
Email: nataliedukes@titaneurope.com

Titan Steel Wheels Limited, part of Titan Europe Limited, based in Cookley near Kidderminster in Worcestershire started trading in 1991. The organisation with ultimate control is Titan International Inc, based in the United States. They have the largest manufacturing site in the world for niche steel wheel production for off road vehicles in construction, material handling, earthmoving and mining. Their strategy is about retaining their market share, growing it where they can, but certainly not losing it and weighing up the different values that different customers have, to stay relevant and ahead of the competition. They invest in people, training, process and product and understand how to deal with low-cost competition. The company has demonstrated steep year on year growth in overseas sales rising by 61% overall, selling in Sweden and Germany. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

BigChange Limited

3150 Century Way
Thorpe Park
Leeds,
West Yorkshire
LS15 8ZB

Website: www.bigchange.com
Employees: 63
Immediate Parent: N/A
Chief Executive Officer: Mr Martin Port
Press Contact: Mr James Taylor
Tel: 07796138291
Email: james.taylor@roaringmousepr.com

In 2013 BigChange Limited was formed to develop and commercialise JobWatch, a pioneering business management software product for tradespeople and mobile workers. Initially it was launched as a hardware based vehicle fit system enabling the integration of back office administration tasks with remote worker activities in a paperless environment. The company worked closely with users in the field and identified that customers would be better served by a cloud served app system which could be accessed through remote worker mobile devices. This development of the initial product significantly reduced cost of adoption and opened their market by making it accessible to any sized organisation. Elements of the system are unique such as the ability for companies to collaborate and share documentation. Job-Watch provides significant value to its users as is evidenced by the strong growth in customers, many from referral. The company wins the Queen's Award for Enterprise in the Innovation category.

CarnaudMetalbox Engineering LTD

Dockfield Road
Shipley
West Yorkshire
BD17 7AY

Website: www.carnaudmetalboxengineering.co.uk
Employees: 458
Immediate Parent: Crown Manufacturing UK Ltd
Vice President CMB Engineering: Mr Andrew Truelove
Press Contact: Mrs Caroline Symonds
Tel: 01274 717667
Email: caroline.symonds@eur.crowncork.com

Established in 1930 West Yorkshire company CarnaudMetalbox Engineering LTD are two times winner of the International Trade Award. Having identified that the existing design of can interior lacquer spraying machines could be improved, the company developed Reformat which replaced the traditional mechanical drive with individual sprayer servo motors. This delivered significant energy savings (75%) and enabled high precision control over the spray process resulting in a reduction in the volume of lacquer used per can. When a number of these servo driven machines are situated next to each other on a production line, by carefully phasing the acceleration and deceleration of adjacent machines the regenerative braking effect of the servo motors can be maximised to reduce the overall amount of energy required to power the bank of machines. Reformat delivers more precise spraying, faster production speeds, easier variability in production speeds, and requires less manual intervention. The company wins the Queen's Award for Enterprise in the Innovation category.

CPOMS Systems Limited

CPOMS House
Unit 7 Acorn Business Park
Skipton
North Yorkshire

Website: www.cpoms.co.uk
Employees: 51
Immediate Parent: CPOMS Holdings Limited
Managing Director: Mr John Wild
Press Contact: Mr Chris Forrest
Tel: 01756797766
Email: chris.forrest@cpoms.co.uk

A common challenge in Safeguarding practice within schools has been that information or communication about an incident is "lost in the gaps" as staff often had a raft of methods to record instances and access information relating to a huge number of children, spread between a range of locations. Skipton based SME CPOMS Systems Ltd were first to recognise that there was a need for a system which could be used by all within the school bringing disparate information systems together. The company developed a unique online system where all staff in a school can log concerns relating to safeguarding, child protection, and virtually anything pastorally that can impact the wellbeing of a child. The flexible system allows the choice to monitor special educational needs, behaviour, medical and Mental Health issues, or even reward systems alongside Safeguarding - enabling the school to see how all of the above and more can affect each other. The company wins the Queen's Award for Enterprise in the Innovation category.

Edward Pryor & Son Ltd trading as Pryor Marking Technology

Pryor Marking Technology
Egerton Street
Sheffield
S.Yorks
S1 4JX

Website: www.pryormarking.com
Employees: 92
Immediate Parent: N/A
Managing Director: Mr Neil Andrew
Press Contact: Ms Lydia Paul
Tel: 01142766044
Email: marketing@pryormarking.com

Edward Pryor & Son Ltd trading as Pryor Marking Technology is an SME based in Sheffield that first started trading in 1849. They have won multiple design and manufacturing awards over the last five years. The company has developed a robotic laser system for improved quality, speed and reliability of marking vehicles during manufacture. All vehicle manufacturers in the world are required to permanently mark a unique 17 digit Vehicle Identification Number (VIN) onto every chassis that they produce. These codes are used to prevent counterfeiting and theft of vehicles, and are vital for traceability of vehicles during product recalls and safety campaigns. The technology replaces traditional engraving techniques which are time-consuming and imprecise. The new system can position a mark anywhere on a vehicle through the use of CCTV inside a protective light box. The company wins the Queen's Award for Enterprise in the Innovation category.

GBUK Banana, a division of GBUK Group Ltd.

Blackwood Hall Business Park
Selby
North Yorkshire
YO8 5DD

Website: www.gbukgroup.com/gbukbanana/
Employees: 75
Immediate Parent: GBUK Group
CEO: Mr Mark Thompson
Press Contact: Mr Jason Brannan
Tel: 01142329280
Email: j.p.brannan@medilink.co.uk

GBUK Banana, a division of GBUK Group Ltd, a small company based in North Yorkshire has developed a safer way of re-positioning or transferring patients. Every year in the UK, thousands of people working in healthcare injure themselves moving patients. Versal replaces the need for multiple flat or tubular slide sheets. Its unique design can be used in every clinical situation, facilitating a full range of patient movement, with the functionality and versatility of both flat and tubular slide sheets. This minimises inventory, simplifies training requirements and helps to ensure universal compliance. The patented design includes extra-long distal and proximal flaps of material that reduces the risk of the patient being inadvertently pulled off the slide sheet onto the bed linen. Versal improves patient safety by ensuring all bony prominences of the patient are protected by two layers of slide sheet. This improves patient comfort and efficiency of care and reduces nursing time and the hidden costs of pressure ulcers or a musculoskeletal injury. The company wins the Queen's Award for Enterprise in the Innovation category.

Teledyne Defence & Space, a division of Teledyne Limited

Airedale House
Acorn Park, Charlestown
Shipley
West Yorkshire
BD17 7SW

Website: www.teledynedefence.co.uk
Employees: 162
Immediate Parent: Teledyne Limited
Vice President & General Manager: Mr Ian Skiggs
Press Contact: Mr Ian Skiggs
Tel: 01274 531602
Email: ian.skiggs@teledyne.com

Teledyne Defence & Space (TDS) is a division of Teledyne Limited, a medium sized company based in West Yorkshire. A winner of a 2019 Queens Award for Enterprise in International Trade, the company specialise in the supply and development of microwave products for both defence and space industries. Drawing on its experience, the company developed an innovative flexible channeliser / frequency converter for small, low weight and power, telecommunications satellites in low earth orbit. The flexible channeliser / frequency converter changes the signal from a user terminal (perhaps in a school in a remote location) to the satellite then modifies the frequency to be transmitted back from the satellite to the ground for worldwide connection. Volume manufacturing for the space industry is a new requirement created by the emergence of satellite constellations. Over the past four years TDS have developed the skills and processes to become a recognised worldwide industry expert in this exciting and innovative venture. The company wins the Queen's Award for Enterprise in the Innovation category.

Twinkl (Global Holdings) Ltd

Wards Exchange
197 Ecclesall Road
Sheffield
South Yorkshire
S11 8HW

Website: www.twinkl.co.uk
Employees: 414
Immediate Parent: N/A
Co-founder and Chief Executive Officer: Mr Jonathan Seaton
Press Contact: Miss Anna Simmons
Tel: 07791215529
Email: anna.simmons@twinkl.co.uk

Sheffield based Twinkl (Global Holdings) Ltd started in 2010 with a mission to help those who teach by providing high-quality educational resources. When major changes were announced in 2013 to the National Curriculum, the company recognised that all teachers would need to acquire new knowledge and create new lesson plans. Twinkl PlanIt provides a wide range of quality resources mapped to the curriculum, created by teachers and sold directly to teachers and schools. The resources include lesson presentations, creative and differentiated lesson activities, home learning tasks, challenge cards, fact cards, eye catching display packs, key vocabulary grids, and formative assessment materials. To provide the most appropriate materials the company conducted research, engaged with teachers, and recruited teachers to their team. Twinkl has developed a unique level of content, which is all created in-house and covering a broad range of subjects. Over 1,000 new resources are uploaded every week. In 2014 Twinkl PlanIt introduced complete planning to support the National Curriculum and empower teachers. The company wins the Queen's Award for Enterprise in the Innovation category.

Auto Electrical Supplies (AES) Limited

128 Thornes Lane
Wakefield
West Yorkshire
WF2 7RE

Website: www.aes.group/
Employees: 12
Immediate Parent: Auto Electrical Supplies (AES) Limited
Managing Director: Mr James Fawkes
Press Contact: Mrs Jo Spencer
Tel: +44 (0)7887 868269
Email: jo@jospencerpr.co.uk

Auto Electrical Supplies (AES) Limited began trading in 1996. Based in Wakefield, it is the leading global distributor and exporter of Harnessflex Conduit Systems, and supplies products that protect critical electrical and electronic wiring cabling assemblies in the automotive industry. Its primary current market is India, with new sales in Hong Kong, Slovenia, Mongolia, Ireland, Finland and Austria. As its leading largest global distributor, the strong commercial relationship with Harnessflex involves joint marketing and sales strategies and joint overseas visits to market and trade shows. The company has targeted the global automotive electrical sector, in particular, focusing on the demand for the protection of critical components. Overseas sales have grown by 156% over the three-year application period and the proportion of sales exported has increased to 34% of total sales. The company wins the Queen's Award for International Trade for Outstanding Short-Term Growth in overseas sales over the past three years.

BTL Group Ltd.

Salts Wharf
Ashley Lane
Shipley
West Yorkshire
BD17 7DB

Website: www.btl.com
Employees: 151
Immediate Parent: N/A
CEO: Mr Keith Myers
Press Contact: Mr. Timothy Burnett
Tel: 01274 203 289
Email: tim.burnett@btl.com

BTL Group Ltd was established in 1985 and is headquartered in Shipley, Yorkshire. The company provides assessment technology for the creation and delivery of computer and paper based examinations and has developed the Surpass Assessment platform which is now a world leader in exam creation and delivery, used internationally to create, deliver and mark over three million high stakes computer based exams every year. The Surpass system integrates into a clients overall business system to streamline the assessment process. It is now used in 144 countries across the world. Overseas sales have increased over three years from £2.2m to £8.3m, an overall increase of 277% and now account for 48.3% of total sales. The company has developed a successful export strategy based on its penetration of the USA market and is now replicating this strategy to expand its global presence. The company wins the Queen's Award for Outstanding Short Term Growth in overseas sales over the last three years.

Yorkshire & The Humber International Trade



John King Chains Ltd

New Climax Works
Lancaster Business Park
Sherburn in Elmet
North Yorkshire
LS256NS

Website: www.johnkingchains.com
Employees: 66
Immediate Parent: N/A
Managing Director: Mr David Wadsworth
Press Contact: Mr. David Wadsworth
Tel: 07775837177
Email: dw@johnkingchains.co.uk

John King Chains Ltd is a family enterprise with two of the fifth generation currently working in a modern production facility based at Sherburn in Elmet, North Yorkshire. Their principle activity is the manufacture of heavy series and bespoke conveyor chains used in the mechanical handling of bulk materials. The business has grown to approximately 100 employees with subsidiary, but standalone businesses, in Africa, South America, North America and Central Europe with plans to open in Australia in 2020. A new overseas market established recently was Iraq. Today their satellite businesses trade regionally, e.g. John King based in Poland covers Czech Republic, Slovakia and the Baltics. Otherwise the UK headquarters manages markets direct. Over the last three years overseas sales have grown by 77% and their top clients include: Kronspan Group; China Light and Power Hong Kong; and Sunds Fibretech Sweden. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Loadhog Ltd

Loadhog Ltd
Hawke Street
Sheffield
South Yorkshire
S9 2SU

Website: www.loadhog.com
Employees: 90
Immediate Parent: N/A
Managing Director: Mr Shaun Khan
Press Contact: Mr Jake Charlton
Tel: +44 (0)114 2800 804
Email: j.charlton@loadhog.com

Loadhog Ltd was established in 2003, and is based in Sheffield. It is employee owned and designs, manufactures, sells and pools returnable packaging solutions across a diverse range of industries. The team refined an entirely new concept, using plastic injection moulding to manufacture a lid containing spring loaded retractable straps as a replacement for stretch-wrap to securing pallet loads. Because of the complexity of the supply chain Loadhog invests in its own infrastructure and people in key target markets, with distributors in markets needing a service partner and the operation in France, with a focus on returnable packaging in mainland Europe. Overseas sales have grown by 180% over the three year application period and the proportion of sales exported has increased to 54% of total sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



Yorkshire & The Humber International Trade



Shulmans LLP

10 Wellington Place
Leeds
West Yorkshire
LS1 4AP

Website: www.shulmans.co.uk
Employees: 200
Immediate Parent: N/A
Managing Director: Mr Tim Halstead
Press Contact: Mrs Charlotte Graham
Tel: +44 (0) 113 288 2850
Email: cgraham@shulmans.co.uk

Founded in 1981, Shulmans LLP is a Leeds based firm of solicitors with over 240 employees and a London office. Providing a full range of corporate law services including specialist services such as international trade, healthcare, real estate, chemicals, transport and logistics, finance, and technology and listed amongst the largest 150 law firms in The Lawyer Top 200. Exporting services provide particular challenges and they have grown relationships in over 60 jurisdictions to facilitate this further. They operate across North and South America, all 27 EU member states, Russia, Asia, West Africa and the Middle East. They have also focused outside Europe including Ghana, Chile, India, Tunisia, Russia and others. Across the last three years overseas sales have grown by 544%. The company also takes an exceptional approach to CSR. (wef 24 April 2020 Shulmans LLP become part of Knights plc). The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Techbuyer Ltd

Unit C1, Crimble Court
Hornbeam Square North
Harrogate
North Yorkshire
HG2 8PB

Website: www.techbuyer.com
Employees: 92
Immediate Parent: Techbuyer Group Holdings
Managing Director & Founder: Mr Kevin Towers
Press Contact: Ms Astrid Wynne
Tel: 01423 787150
Email: a.wynne@techbuyer.com

Founded in 2005 and based in Harrogate, Techbuyer Ltd specialises in buying new and redundant IT equipment from companies, restoring it to factory specifications, where necessary securely erasing data, and then shipping to new customers with a manufacturer comparable three year warranty. The company stocks new equipment as well as refurbishing equipment and offers hybrid solutions to clients as well as solely refurbished products. Overseas sales have increased over six years from £4.2 million to £19.2 million, total growth of 355% and now account for 63.4% of total sales. The company has acquired a subsidiary in the USA, has built technical facilities in France and Australia and has opened sales offices in Germany, USA and New Zealand. It now sells in 80 markets worldwide and its top five markets are Germany, USA, Denmark, Netherlands and Hong Kong. The company wins the Queens Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.



Yorkshire & The Humber International Trade



Think So Ltd t/a outside the box

Escher House, 116 Cardigan Road
Headingley
Leeds
West Yorkshire
LS6 3BJ

Website: www.outsidethebox.co.uk
Employees: 14
Immediate Parent: N/A
Managing Director: Mr Mark Davies
Press Contact: Mr Mark Davies
Tel: 01132162820
Email: mark.davies@outsidethebox.co.uk

Think So Ltd trading as 'outside the box' was established in Leeds in 2006 as an innovation and communication consultancy specialising in the financial and financial technology sector, most of whom are outside the UK operating in hubs. They have one world-wide central office in the UK which works with the regional hubs as well as the Global hubs in San Francisco, New York and Atlanta. The three regional hubs were established in the last three years: Dublin; CEMEA Region (Central Europe, Middle East & Africa) with a head office hub in Dubai; APAC Region - Asia Pacific, with a head office hub in Singapore. Over the last three years overseas sales have grown by 560% with the percentage exported rising from 22% to 52%. The top markets for the company are: Dublin, CEMEA, Asia Pacific, and the USA. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Turner & Townsend Limited

Low Hall
Calverley Lane
Leeds
Yorkshire
LS18 4GH

Website: www.turnerandtownsend.com
Employees: 2825
Immediate Parent: Turner & Townsend Holdings Limited
Chief Executive Officer & Chairman: Mr Vincent Clancy
Press Contact: Mr Paul Howlett
Tel: 07852434000
Email: paul.howlett@turntown.co.uk

Founded in 1946 and based in Leeds, Turner & Townsend Ltd won the Queen's Award for International Trade in 2014. It is an independent professional services company specialising in programme management, project management, cost and commercial management, and advice across the real estate, infrastructure and natural resources sectors. It operates in 110 offices in 45 countries and currently delivers over 30 global programmes each valued at more than £1bn, it is also one of the world's largest and most recognised independent service providers to the construction industry. Overseas sales have grown year on year over six years from £174 million to £320 million, a total growth of 84.4% now accounting for 50% of total sales. Its top five markets are the USA, Australia, UAE, Canada and Germany. The company wins the Queen's Award for International Trade for its Outstanding Continuous growth in overseas sales over the last six years.



The Queen's Awards for Enterprise 2020



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