

**IN STRICT CONFIDENCE
UNTIL 21 APRIL 2012**



THE QUEEN'S AWARDS FOR ENTERPRISE 2012

Press book

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

NOT FOR PUBLICATION OR BROADCAST BEFORE 00.01 HOURS BST ON SATURDAY 21 APRIL 2012.
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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On 21 April 1966, the first **Queen's Awards to Industry** were announced. In 1976 they were replaced by two separate Awards – '**The Queen's Award for Export Achievement**' and '**The Queen's Award for Technological Achievement**'. A third Award was added in 1993 – '**The Queen's Award for Environmental Achievement**'. A Committee chaired by HRH The Prince of Wales carried out a comprehensive review of the scheme in 1999. They recommended that from the year 2000 the Awards be collectively known as '**The Queen's Awards for Enterprise**' with three categories of Award for outstanding achievement in International Trade, Innovation and Sustainable Development (the last replacing the Environmental Achievement category in 2001).

The Awards have been for 'business units' of at least two people but a new Award was introduced in 2005 to reward individuals who have played an outstanding and significant role in promoting the growth of enterprise and/or entrepreneurial skills and attitudes in others in the UK. This is '**The Queen's Award for Enterprise Promotion**'. Up to ten Awards are granted each year and a single Lifetime Achievement Award may also be given for consistent and high quality promotion of enterprise skills and attitudes over a substantial period of time.

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

[CLICK TO VIEW WINNERS BY A-Z](#)

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

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

IN STRICT CONFIDENCE UNTIL 21 APRIL 2012
PRESS BOOK



Please click on the relevant link for further information.

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A1 Pharmaceuticals PLC

Unit 20-21
Easter Park Industrial Estate,
Beam Reach
Ferry Lane
Rainham
Essex
RM13 9BP

Website: www.a1plc.co.uk
Employees: 28
Immediate Parent: N/A
Contact for Press Enquiries: Mr Gary Lewis
Tel: 01708 528 908
Email: anup@a1plc.co.uk

A1 Pharmaceuticals PLC is a leading name in the worldwide supply of major international brands of pharmaceuticals and medical devices including surgical dressings. The company is awarded a Queen's Award in recognition of its significant contribution to international trade and has demonstrated 139% growth in overseas earnings over the last 3 years. The company focuses on exporting to emerging markets in the EU and around the world by exploiting its international reputation and extensive global network to represent manufacturers in sourcing suitable global trading partners. They continue to develop new own label products including surgical dressings & pharmacy over the counter products where 90% of its strong growth is achieved from its existing loyal customers and suppliers.

BlueGnome Ltd

CPC4 Capital Park
Fulbourn
Cambridge
CB21 5XE

Website: www.cambridgebluegnome.com
Employees: 25
Immediate Parent: N/A
CEO: Dr Nicholas Haan
Contact for Press Enquiries: Sally Cartwright
Tel: 01223 885 912
Email: sally.cartwright@cambridgebluegnome.com

Established in 2001, BlueGnome Ltd works closely with the clinical and scientific community to design, manufacture and supply microarray-based products for the investigation of genetic disorders. The company's products are supplied to hospitals, specialist genetics centres and IVF clinics in over 35 countries where they are used to investigate the genetic causes of infertility, developmental delay, certain specific cancers and an associated list of known genetic syndromes. They win the award for the first time for their outstanding achievement in growing overseas sales by 167% from 2008 to 2010 through well-managed export expansion including setting up operations in key markets such as the US and Singapore, in addition to existing markets in Europe, served from the UK headquarters. The mix of direct and distribution sales channels has resulted in international sales of over 80%.

Coborn Engineering Company Limited

Chesham Close
Cedar Road
Romford
Essex
RM7 7PJ

Website: www.coborn.com
Employees: 62
Immediate Parent: N/A
Chairman: Mr John Innocent
Contact for Press Enquiries: Stephen Westlake
Tel: 01708 744 666
Email: steve.westlake@coborn.com

Established in 1942, Coborn Engineering Company Ltd designs and manufactures precision grinding machines for super hard materials. Recognised for its outstanding achievement, Coborn has realised overseas earnings growth of over 260% over the last three years raising its overseas sales to almost 95% of turnover. They have realigned the company strategy to focus on overseas markets to achieve this considerable success which is based on the development of a strong brand, highlighting service and support as a means of differentiating itself within the industry and an average investment of 15% of turnover in product development each year to ensure it keeps pace with the industry.



Colortrac Limited

3 - 5 Brunel Court,
Burrel Road
St Ives
Cambridgeshire
PE27 3LW

Website: www.colortrac.com
Employees: 21
Immediate Parent: N/A
Director: Mr Peter de Winter-Brown
Contact for Press Enquiries: Peter de Winter-Brown
Tel: 01480 464 618
Email: peterdwb@colortrac.com

Based in Cambridge and founded in 1989, Colortrac Ltd manufactures digital colour image capture for large format copying and wide format scanning applications. A previous winner of a Queen's Award for International Trade they have again won the Award with exports accounting for 96% of a significantly increased turnover contributing to overseas earnings growth of 93% over a three-year period. An experienced exporter they are trading with every major country in the world whether as standalone products or embedded in other manufacturers' products. The Company has a well-established support infrastructure making full use of web based technology and has appointed 69 distributors covering 105 countries opening new markets and establishing sales and support offices in Beijing, China and the USA.

Contamac Limited

Bearwalden Business Park,
Royston Road,
Wendens Ambo
Saffron Walden
Essex
CB11 4JX

Website: www.contamac.com
Employees: 54
Immediate Parent: N/A
Director: Mr Robert McGregor
Contact for Press Enquiries: Jane Dukes
Tel: 01799 544 443
Email: janed@contamac.co.uk

Contamac Ltd, celebrating its 25th anniversary, has demonstrated continuous growth in International Trade over the last six years within the ophthalmic medical device industry, developing and manufacturing specialist polymers. Contamac's trade strategy includes overseas distributors, a wholly owned subsidiary, a multilingual sales and marketing team, medical device experts and strategic alliances. Integral to this strategy, Research and Development and Eye Care Practitioner Education is delivered through the company's Centre of Excellence and the recently formed Contamac Specialty Lens Institute.

Domino Printing Sciences plc

Trafalgar Way
Cambridge
CB23 8TU

Website: www.domino-printing.com
Employees: 693
Immediate Parent: N/A
Group Managing Director: Mr Nigel Bond
Contact for Press Enquiries: Sheila Richardson
Tel: 01954 782 551
Email: sheila.richardson@domino-uk.com

Domino Printing Sciences plc was incorporated in 1978. The company is a manufacturer of coding, marking and variable data printing equipment, including the development, manufacture and sale of marking devices, printers, and inks. It wins the Award for the first time for its continuous improvement in export activity and an accompanied growth in commercial success. The company shows positive growth in overseas earnings across the 6 year period with the company exporting approximately 90% of its product. They operate globally and show a comprehensive strategy with various routes to market, developed to suit regional conditions.



Giga Communications Ltd

Unit 9
Icknield Way Industrial Estate
Tring
Hertfordshire
HP23 4JX

Website: www.giga-com.com
Employees: 37
Immediate Parent: N/A
Managing Director: Mr Christopher Lay
Contact for Press Enquiries: Christopher Lay
Tel: 01442 892 020
Email: chris.lay@giga-com.co.uk

Giga Communications Ltd has operated since 2008 and manufactures and sells fixed, portable and vehicle mounted microwave and satellite transmit/receive terminals. The company is able to show commercial success through growth in company size, turnover and profit since 2008 and it wins the Award for the first time for its outstanding achievement in export growth which is shown to be some 314% overall. This success is backed by a considered strategy of targeting specific customers in a niche market sector, a new range of products and a focus on customer service.

Hidden Technology Systems International Ltd

5 Cornhouse Buildings
Claydons Lane
Rayleigh
Essex
SS6 7UP

Website: www.hiddentec.com
Employees: 12
Immediate Parent: N/A
Int. Marketing & Special Projects Director: Mr Christopher Nyland
Contact for Press Enquiries: Chris Nyland
Tel: 07711 679 166
Email: chris@hiddentec.com

Hidden Technology Systems International Ltd established in 2003 develops and manufactures advanced tracking equipment systems for use in intelligence gathering and protection of personnel and VIPs in threat situations. A small company operating in a specialist area, they have won a Queen's Award for International Trade for outstanding achievement over the last three years. The company designs and manufactures a completely secure, stand-alone tracking solution, which includes the hardware items and the control software. Sales have increased with exports accounting for 89% of turnover; overseas earnings growth was 693% for the period. The company has won orders in Australia, the Middle East and Europe and substantial business from the FBI and the LAPD. The award of the multi-million 5-year contract with the US Department of Defence to a privately owned British SME company is a significant achievement.

Horizon Discovery Ltd

Building 7100
Cambridge Research Park
Waterbeach
Cambridge
CB25 9TL

Website: www.horizondiscovery.com
Employees: 14
Immediate Parent: N/A
CEO: Dr Darrin Disley
Contact for Press Enquiries: Katie Odgaard
Tel: 07787 502 947
Email: katie.odgaard@zymecommunications.com

Horizon Discovery Ltd is a leading provider of research tools to support translational genomics research and development of personalised medicines. Using its proprietary gene-editing technology, Horizon is able to alter any endogenous gene sequence of a human or mammalian cell line quickly, reliably and without introducing unwanted and confounding genotypes and/or phenotypes. Founded in 2005 and based in Cambridge, the company wins the Award for the first time for its outstanding achievement in export growth, showing 361% overall growth over the last three years. This growth has been built upon a customer base including academic organisations, biotech, diagnostic and pharma companies, through direct selling and partnerships.



Italian Beverage Company

Churchill House
Stirling Way
Borehamwood
Hertfordshire
WD6 2HP

Website: www.italianbev.co.uk
Employees: 13
Immediate Parent: N/A
Sales Director: Mr Tony Godden
Contact for Press Enquiries: Mr Tony Godden
Tel: 07766 545 022
Email: tony@italianbev.co.uk

Established in 2004 the Italian Beverage Company manufactures and distributes food products in the form of ancillary products for the coffee bar, coffee shop & food service market sectors. It wins the Award for the first time for its outstanding achievement in growing its overseas sales by some 257%, £400k over the last three years. This success is the result of its decision to develop its own product range / brand and to export this over a wide range of markets globally. The rapid growth has been achieved through the implementation of an ambitious structured approach to its export activities.

LMK Thermosafe Ltd

Unit 9-10
Moonhall Business Park
Helions Bumpstead Road
Haverhill
Suffolk
CB9 7AA

Website: www.drumheating.com
Employees: 9
Immediate Parent: N/A
Managing Director: Mr Mark Newton
Contact for Press Enquiries: Mark Newton
Tel: 01440 707 141
Email: mark@drumheating.com

Family business LMK Thermosafe Ltd manufactures industrial drum and container heaters for use in potentially explosive atmospheres and now exports the majority of its products. To achieve export growth the company successfully implemented new product development and specialist certification programmes, thus extending its capability into new geographic markets. A mixture of export strategies are employed to support direct, OEM and agent sales; in addition associates and overseas offices have been set up in key regions enabling wide ranging technical and marketing assistance to be given to end users. Underpinning this and contributing to the company's commercial success, they have also expanded their web presence with tailored, geographically targeted websites and by advertising through overseas foreign language technical web directories.

Orange Music Electronic Company Ltd

108 Ripon Way
Borehamwood
Hertfordshire
WD6 2JA

Website: www.orangeamps.com
Employees: 17
Immediate Parent: N/A
Managing Director: Mr Damon Waller
Contact for Press Enquiries: David Philips
Tel: 01604 881 095
Email: david@armeketing.co.uk

Orange Music Electronic Company Ltd [established 1976] designs, manufactures and distributes electronic music equipment, specifically musical instrument amplification and computers. It wins the Award for International Trade for the third time in six years, for outstanding achievement, having grown its export sales by 90% since 2009. The company is one of the most recognised guitar amplifier brands in the world and they now sell to over 80 countries with new markets such as China, Brazil, Russia and India playing an increasingly important role. In the six years since receiving its first award, they have launched new products and, expanded into the computer market.



Plant Parts Ltd

Crockatt Road
Hadleigh
Ipswich
Suffolk
IP7 6RD

Website: www.plantparts.eu
Employees: 12
Immediate Parent: N/A
Director: Mr Robert Finch
Contact for Press Enquiries: Jennifer Finch / Linda Kerridge
Tel: 01473 827 145
Email: marketing@plant-parts.com

Established in 1996, Plant Parts Ltd supply spare parts for heavy construction (earthmoving) machinery, namely; hydrostatic final drive gearboxes and parts for the Komatsu brand of machines. The FDC (Final Drive Centre) has been developed into a world-wide brand for final drive sales, enabling them to distinguish itself from its competitors by offering drives from a number of manufacturers under one recognisable brand along with specifically engineered FDC brand drives to meet specific machine technical requirements. Consecutive award winners, Plant Parts have continuously developed their database knowledge systems allowing quotation of the correct parts in the preferred currency with delivery options in a matter of minutes; this quoting and trading strategy is also adapted to meet customer requirements.

R D Trading Limited t/a RDC

Tekhnicon Centre
Springwood
Braintree
Essex
CM7 2YN

Website: www.rdc.co.uk
Employees: 195
Immediate Parent: Computacenter Group
Managing Director: Mr Gerry Hackett
Contact for Press Enquiries: Gary Griffiths
Tel: 01376 336 415 or 07753 771 222
Email: ggriffiths@rdc.co.uk

Formed in 1992, Essex based computer reuse and recycling specialists R D Trading Limited t/a RDC has won the Queen's Award for outstanding performance over the last three years. Exports accounted for 57% of increasing turnover contributing to overseas earnings growth of 92%. RDC provides refurbishment, recycling and secure data destruction of used information technology equipment. Since opening a German service centre in 2004, RDC now operates worldwide with partnerships in India, Brazil, and the USA. Multi-lingual sales staff supply more than 6,000 customers in 72 countries. RDC's new Braintree facility is one of the largest dedicated information technology equipment re-processing centre in the world. They are previous winners of the Innovation (2002) and Sustainable Development (2009) categories.

Spiral Software Limited

St Andrews House
St Andrews Road
Cambridge
CB4 1DL

Website: www.spiralsoft.com
Employees: 43
Immediate Parent: N/A
Managing Director: Dr Matthew Webster
Contact for Press Enquiries: Dawn Oakley
Tel: 01223 445 027
Email: doakley@spiralsoft.com

Based in Cambridge, Spiral Software Ltd has won a Queen's Award for International Trade for continuous improvement over the last six years. Established in 1998, the company quickly established itself as a leader in its field. Combining cutting edge mathematics with innovative visualization methods, their tools and services help clients to make the best choices in trading and refining crude oil. Export sales account for 92% of turnover contributing to overseas earnings growth of 224%. Spiral has a strong and ongoing programme of research and development, and their software now plays a business-critical role in over 80 companies ranging across more than 300 sites around the world.



The Moller Centre For Continuing Education Limited

Churchill College
Storey's Way
Cambridge
CB3 0DE

Website: www.mollercentre.co.uk
Employees: 70
Immediate Parent: N/A
CEO: Mrs Gillian Secrett
Contact for Press Enquiries: Christine Hartshorne
Tel: 01223 465 596
Email: christine.hartshorne@chu.cam.ac.uk

The Moller Centre for Continuing Education Ltd, established 20 years ago by Churchill College, University of Cambridge to bring the worlds of academia and commerce together in a training and conference centre, has won a Queen's Award for International Trade for outstanding achievement over the last three years. They offer facilities and educational programmes to a range of clients in the corporate, public and professional services sectors under the authority of Churchill College. Over 40% of clients are from overseas and export earnings on educational programmes achieved 90% growth. Initially targeting Japan, this engagement expanded to include the Chinese market and the Moller Centre now delivers programmes combining academic and practitioner-based development for business leaders, particularly in the banking, corporate and healthcare sectors. All profits are covenanted to Churchill College for investment in undergraduate and graduate education and student support.

Ubisense Group PLC

St. Andrews House
St. Andrews Road
Chesterton
Cambridge
CB4 1DL

Website: www.ubisense.net
Employees: 22
Immediate Parent: N/A
CEO: Mr Richard Green
Contact for Press Enquiries: Sebastian Mathews
Tel: 020 7269 7158
Email: sebastian.mathews@fticonsulting.com

Ubisense Group PLC, incorporated in 2005, designs, develops, manufactures, markets, sells and supports both its innovative precise real-time location tracking system and solutions based on industry-standard geographical information systems. It wins the Award for the first time for its outstanding achievement in increasing its export sales, showing an overall overseas earnings growth of 83% since 2008. Commercially, the company is seen to be expanding rapidly and has grown from an initial loss-making position to showing continuous profit over the assessment period. This success is seen, in part, to be related to the implementation of a global strategy that sells sector-leading technology solutions while working closely with customers to tailor these solutions to meet their specific needs. The company now sells its products and solutions in Korea, China and Japan, in addition to its original US and European markets. Ubisense also wins the Award for Innovation.



Sentec Ltd

5 The Westbrook Centre
Milton Road
Cambridge
CB4 1YG

Website: www.sentec.co.uk
Employees: 39
Immediate Parent: N/A
CEO: Dr Mark England
Contact for Press Enquiries: Sarah Boulton
Tel: 020 7068 4684
Email: sarah.boulton@hotwirepr.com

For the development of a family of electricity meter current sensors, smart grid and metering specialist Sentec Ltd wins an Innovation Award. The sensors consist of precisely designed coils made from printed circuit boards, which couple to the magnetic field created by currents flowing through the meters to give a very accurate measurement of the current. The patented balanced coil design ensures that the sensors only pick up current from the conductors in the meter, and eliminates interference from adjacent circuits. The sensors are exceptionally stable long-term, and immune to tampering by magnets, yet are the most cost-effective solution available for metrology in an electricity meter, providing dependable and accurate information on energy consumption to suppliers and customers. Smart electricity meter products have been built around the sensors for both the US and European markets, making use of the flexibility of design choices that the underlying sensor technology enables.

Ubisense Group PLC

St. Andrews House
St. Andrews Road
Chesterton
Cambridge
CB4 1DL

Website: www.ubisense.net
Employees: 22
Immediate Parent: N/A
CEO: Mr Richard Green
Contact for Press Enquiries: Sebastian Mathews
Tel: 020 7269 7158
Email: sebastian.mathews@fticonsulting.com

Ubisense Group PLC wins an Innovation Award for developing a real-time, location-tracking system that can precisely determine the 3D position of tagged objects to a much higher accuracy than is possible with technologies such as GPS. The system is deployed in a variety of environments, such as vehicle production lines where it reduces costs by monitoring, optimising and automating existing manufacturing processes. It is also used by petro-chemical companies to ensure that personnel follow safety protocols and can be automatically mustered in an emergency. The Ubisense system comprises a fixed sensor infrastructure that communicates with small active tags. The tags can be worn by people or attached to assets, and incorporate patented technology that allows them to be reliably located to within 15cm of their actual position. These innovations have led to significant business growth, particularly in export, allowing Ubisense to also win the Award for International Trade.



Adnams plc

Sole Bay Brewery
East Green
Southwold
Suffolk
IP18 6JW

Website: adnams.co.uk

Employees: 322

Immediate Parent: N/A

Head of Corporate Affairs: Ms Emma Hibbert

Contact for Press Enquiries: Emma Hibbert

Tel: 01502 727 256 or 07766 206 203

Email: emma.hibbert@adnams.co.uk

Adnams plc wins a Sustainable Development Award for pursuing a values-based approach to management within its brewery, wine merchants and hoteliers business. As a result, it has reduced its negative environmental impact and made significant contributions to the well-being of its surrounding communities. It provides an excellent example to its industry. Through the introduction of carbon-neutral beer and lighter beer bottles, it reduced operational impact. It established an innovative Eco-distribution Centre, regarded as exemplar. Partnering a local small business, it harnessed anaerobic digestion technology for generating gas from organic waste to supply its own requirements and feed surpluses to the national grid. The company provides leadership, staff resource and funding to promote responsible drinking and support work experience and training, especially for disabled and disadvantaged people.



Mr. Steve Rawlings

Chief Executive
Lakehouse
Romford
Essex

Contact for Press Enquiries: Amanda Lealman, Marketing & Communications Manager

Tel: 01708 758 824 or 07886 592 480

Email: amanda.lealman@lakehouse.uk.com

Steve Rawlings is the Chief Executive of Lakehouse, an award-winning company which he founded in 1988. He began his career as a 16 year-old apprentice and is now passionate about supporting disadvantaged individuals with the skills, training and advice needed to start and grow their own businesses. He began his unpaid enterprise promotion activities in 2007 with the establishment of a programme called Lakehouse Legacy at his construction company. It aimed to champion small and micro businesses and support start-up businesses and social enterprises throughout London. In 2010 he founded Building Lives Training Academy as a Community Interest Company supporting people into work and training within the construction industry predominantly working with individuals excluded from society including ex-offenders and homeless and young people that are unemployed or not in education.



Cambridge Manufacturing Company Ltd

Stafford House,
10 Brakey Road
Weldon North Industrial Estate
Corby
Northamptonshire
NN17 5LU

Website: www.cambridgeweightplan.co.uk
Employees: 160
Immediate Parent: Cambridge Nutritional Foods Ltd
Managing Director: Mrs Eileen Skinner
Contact for Press Enquiries: Christopher McDermott
Tel: 07894 411 951
Email: chrismcdermott@cambridgeweightplan.co.uk

Founded in 1984 Cambridge Manufacturing Company Ltd. [part of Cambridge Nutritional Foods Ltd] develops, manufactures and markets Cambridge Weight Plan weight management programmes in more than 20 countries around the world as well as in the UK. The company is part owned by an Employee Benefit Trust whose main role is to ensure that the Cambridge business is run in the best interests of all its employees. The company wins the Award for the first time for its outstanding achievement in overseas earnings growth with year-on-year increases in export sales and an overseas earnings growth calculated at 119% since 2008. During this period the company has also significantly invested in developing the Cambridge brand and its product line in all its sales regions in addition to maintaining a price competitive product range. This approach has resulted in increased sales and also an increase in the proportion of sales exported.

Central Systems & Automation Ltd

2 Thorpe Way
Grove Business Park
Enderby
Leicester
LE19 1SU

Website: www.central-systems.co.uk
Employees: 38
Immediate Parent: N/A
Commercial Director: Mr Andrew McKaig
Contact for Press Enquiries: Julian Wright
Tel: 01858 555 303
Email: julian.wright@central-systems.co.uk

Central Systems & Automation Ltd wins a Queen's award for outstanding performance over the last three years increasing sales and exports leading to overseas earnings growth of 470%. Established in 1988 they design, develop, & implement Autostore, an in-house engineered software inventory management and equipment control solution for the movement and storage of goods. Based in Enderby, Leicester, the company now has over 75 Autostore customer sites worldwide for blue-chip organisations that include Shell, Nestle, Kraft, and Associated British Ports. The company has established a full-time regional office in Dubai to service Middle Eastern export customers in partnership with Saudi Arabian and Qatari distributors. Market leaders in the Scandinavian and Baltic region with seven major customer sites, the company also has an Australian customer base via a third party partnership that has won them significant business.

Crusher Manganese Steels Limited

Vulcan Way
Hermitage Industrial Estate
Coalville
Leicestershire
LE67 3AP

Website: www.cmscepcor.com
Employees: 44
Immediate Parent: N/A
Managing Director: Mr Matthew Weare
Contact for Press Enquiries: Lynne Whyte
Tel: 01530 817 000 or 07894 390 667
Email: lynne@cmscepcor.com

Crusher Manganese Steels Limited, established in 1989, manufactures and supplies engineered components for crushing equipment used in quarrying and mining. Their products and engineering services are marketed worldwide under the trademark of CMS Cepercor. Winning an award for outstanding achievement, they exported to 54 countries in the first year of their application, 64 in the second and 78 by the final year. This success is a result of having refocused its export sales strategy on new markets and by addressing currency, delivery and stocking levels across all its markets. Market expansion has been achieved through a combination of multi-media activities and market visits; an engineering focus on producing quality products and an expansion of the range of services offered; staff development (focusing on foreign language skills) and increasing the number of business partners in overseas territories.



Douglas Gill International Ltd

Manor House Road
Long Eaton
Nottingham
NG10 1LR

Website: www.gillmarine.com
Employees: 44
Immediate Parent: N/A
Chairman: Mr Nicholas Gill
Contact for Press Enquiries: Nick Gill
Tel: 07768 825 207
Email: nick.gill@gilluk.com

Douglas Gill International Ltd was established in 1975. The company designs, develops and manufactures technical marine clothing for the sailing and marine industries under its own brand Gill. It wins the Award for the first time for its outstanding achievement in developing export markets. In particular the company shows consideration in market selection and the approach used to exploit the market. This activity has led to an increase in company size with growth of 52% in overseas earnings in the last three years and is now one of the world's leading technical marine clothing brands.

Dura Limited

St James Road
Brackley
Northamptonshire
NN13 7XY

Website: www.dura.co.uk
Employees: 17
Immediate Parent: N/A
Managing Director: Mr Dominic Wishlade
Contact for Press Enquiries: Daniel Calvert
Tel: 01280 706 050
Email: daniel@dura.co.uk

Founded in 1997, Dura Ltd is based in Brackley Northamptonshire. The company designs and manufactures an internationally recognised range of steel furniture primarily for the automotive workshop although it also has applications for the residential market. The company has won a Queen's Award for International Trade for increasing sales and exports leading to 97% growth. Recognised as a market leader Dura have obtained endorsement from major OEMs as part of their dealer standard. The company has achieved this with a number of manufacturers including Aston Martin, Audi, Honda Europe, Jaguar Land Rover and Harley-Davidson and are recognised as a benchmark product in the sector. The company is developing a new range of innovative fully patented next generation products to be manufactured at their facility in Plymouth.

Filtration Control Limited

Unit B-C Sketty Close
Brackmills Industrial Estate
Northampton
NN4 7PL

Website: www.filtrationcontrol.com
Employees: 70
Immediate Parent: N/A
Managing Director: Mr Deryck Norville
Contact for Press Enquiries: Wayne Stevens
Tel: 07967 215 058
Email: wayne@filtrationcontrol.com

Incorporated in 1987, Filtration Control Limited manufactures and distributes long life air filters for bus, truck and other automotive applications. It wins the Award for the first time for its continuous improvement in overseas earnings growth showing some 290% overall year on year growth for the six year period. This performance is also shown in overall company commercial success with an increase in company size and profits. The strategy that supports this success is focused around direct sales to large vehicle fleets and exporting of own brand products. In addition, the company also applies a speedy and innovative approach to new opportunities that enhances its reputation within the sector.



Morningside Pharmaceuticals Ltd

5 Pavilion Way
Castle Business Park
Loughborough
Leicestershire
LE11 5GW

Website: www.morningsidepharm.com
Employees: 16
Immediate Parent: N/A
CEO & Managing Director: Dr Nik Kotecha
Contact for Press Enquiries: Dr Nik Kotecha
Tel: 01509 217 705
Email: drnik@morningsidepharm.com

Established in 1991, Morningside Pharmaceuticals Ltd has expanded as a manufacturer, distributor and exporter of pharmaceutical and medical device products with sales to Africa, Asia, the Caribbean, Latin America, Middle East and more recently the EU. It wins the Award for the first time for its continuous improvement in export sales, growing by 223% over the six year period. Morningside successfully supplies healthcare products to the United Nations, Aid agencies, Charities and Ministries of Health to meet its mission statement of making quality healthcare an affordable and accessible reality worldwide. The company has more recently grown their UK market share in the NHS and pharmacy sectors in key therapeutic categories as they expand their product ranges.

PXtech Ltd

5 Pinnacle Way
Pride Park
Derby
DE24 8ZS

Website: www.pxtech.net
Employees: 22
Immediate Parent: N/A
Managing Director: Mr Richard Dorf
Contact for Press Enquiries: Emilie Whelan
Tel: 01159 486 900
Email: emilie@bcsagency.com

PXtech Ltd based in Derby, has won a Queen's Award for International Trade for continuous improvement over the last six years. Established in 1999, export sales have increased consistently and overseas earnings growth is an impressive 1633%. The company's unique information technology solutions allows remote monitoring of key performance indicators, sale, and financial controls, enabling clients live access to their information from any internet location, reducing costs and improving efficiency for businesses in a range of sectors. PXtech has created effective, credible partnerships with international businesses including Dell, Par, and Serco Learning, consolidating sales in France, Germany, the Netherlands and the Republic of Ireland. From its UK base, they have rapidly expanded into new markets in North America, Spain, Portugal, Sweden, Finland, Norway, Italy and Belgium.

RAKON UK Limited

Dowsett House
Sadler Road
Lincoln
LN6 3RS

Website: www.rakon.com
Employees: 121
Immediate Parent: Rakon Limited - New Zealand
Business Unit Manager: Dr Philip Davies
Contact for Press Enquiries: Dr Philip Davies
Tel: 07769 697 823
Email: philip.davies@rakon.com

RAKON UK Limited designs and manufactures specialised electronic components, predominantly for the global telecommunications industry. It wins the Award for the first time for its outstanding achievement in growing its overseas business by 145%. This success is the result of the implementation of a customer-focussed strategy, leading to expansion into both existing and new markets. In particular the company has worked to maintain a reputation for technology leadership and the highest product performance and quality, along with improving its production efficiency and agility. It has also been successful in developing and maintaining excellent customer relationships through face to face sales operations in emerging markets, ensuring the needs of these markets are understood and met consistently.



Ramsden International

Adam Smith Street
Grimsby
Lincolnshire
DN31 1SJ

Website: www.ramsden-international.com
Employees: 50
Immediate Parent: DB Ramsden & Co Limited
Managing Director: Mr Sean Ramsden
Contact for Press Enquiries: Philip Evans
Tel: 01472 809 843
Email: philip.evans@ramsden-international.com

Ramsden International was established in 1989. It is based in Lincolnshire and is a previous award winner as Nisa International. A successful export wholesaler of over 23,000 British and Italian groceries, speciality and health food products, the company has invested heavily in staff training, multi lingual websites, and a new reprocessing centre to help customers comply with regulatory requirements in overseas markets. This has been especially effective in opening up the Middle Eastern and Scandinavian markets. The development of the company's freight forwarding and logistics capacity has enabled them to deliver chilled, ambient and frozen foods to some of the most remote corners of the world.

SMS Electronics Limited

SMS House
Technology Drive
Beeston
Nottingham
NG9 1AD

Website: www.smselectronics.co.uk
Employees: 145
Immediate Parent: N/A
Managing Director: Mr Mike Harby
Contact for Press Enquiries: Mr Chris Hunt
Tel: 01159 575 760
Email: chris.hunt@smselectronics.co.uk

Established in November 2002, SMS Electronics Ltd is one of the UK's leading electronic manufacturing services companies. SMS have invested in state of the art equipment to position the company at the leading edge of electronic manufacturing technology. The company provides its manufacturing services over a wide range of market sectors, helping its customers to future proof their manufacturing requirements. The management team has reshaped the company to provide a world class manufacturing service and has developed a strong reputation with its key customers resulting in a doubling of turnover. Based in Nottingham they have won the Queen's Award for International Trade with exports accounting for 72% of turnover contributing to overseas earnings growth of 1000% over the last three years. The company operates in a number of export markets with the US being one of the largest but are currently working to increase their export reach in new locations.

TTS Group Ltd

Unit 1 Park Lane
Kirkby-in-Ashfield
Nottingham
NG17 9GU

Website: www.tts-group.co.uk
Employees: 251
Immediate Parent: RM PLC
Manager Director: Mr Andy Wilson
Contact for Press Enquiries: Cath Jeffrey
Tel: 01623 478 508
Email: cjeffrey@tts-group.co.uk

TTS Group Ltd design, create and supply educational resources to schools and parents worldwide. Its strategy is based on producing products, inspired by teachers in the UK, which pioneer and enable new methods of learning. Receiving an outstanding award for achieving overseas earnings growth of 146% over the last three years, the company has focused on developing the European, USA and BRIC markets; achieving some inspiring successes. With recent visits to Brazil and India under their belt, they are set to see success in these markets too in the coming year. TTS Group currently trades in 53 international markets, their commercial success is demonstrated by having taken on over 100 additional staff as they have grown.



BPR Medical Ltd

22 Hamilton Way
Oakham Business Park
Mansfield
Nottinghamshire
NG18 5BU

Website: www.bprmedical.com
Employees: 32
Immediate Parent: N/A
Managing Director: Mr Richard Radford
Contact for Press Enquiries: Mr Richard Radford
Tel: 07713 082 203
Email: richard.radford@bprmedical.com

BPR Medical Ltd wins an Innovation Award for developing FireSafe, a patented device for preventing the spread of fires in the vicinity of medical equipment involving oxygen. Oxygen use in clinical arenas has the potential to accelerate the spread of fire with possibly fatal consequences. The FireSafe product range provides automatic fire breaks in oxygen hoses, and related equipment, used in hospitals and homes; importantly, cutting off sources of oxygen as soon as possible after fire detection. Since the range was launched, there have been many thousands of home oxygen installations and a corresponding increase in oxygen-related fires. However, thanks to the innovation, the number of fatalities has remained low. Sales of the new product have been world-wide and the company has become the recognised leader in the field.

Infrared Integrated Systems Ltd

The Barns
Tithe Barn Way
Northampton
NN4 9BG

Website: www.irisys.co.uk
Employees: 98
Immediate Parent: N/A
COO: Dr Ian Wilcock
Contact for Press Enquiries: Richard Strange
Tel: 07976 851 797
Email: richard@strangepr.com

An Innovation Award is made to Infrared Integrated Systems Ltd for developing and manufacturing queue management systems. Installed in retail outlets, fast-food restaurants, self-service areas and airport security areas, the systems automatically measures and predicts queue lengths through thermal detection. They count numbers of people entering stores and queues by detecting body heat using discrete, non-invasive, low-energy sensors. Incorporating advanced algorithms, they provide predictions of future queue-lengths and waiting times. Such information informs decisions regarding the opening and closing of check-outs and the enhancing of customer service support. The innovation has improved labour efficiency and resource planning in many organisations. The new products have led to significant levels of business in the UK and export markets.



Aquapac International Limited

7 Bessemer Park
250 Milkwood Road
London
SE24 OHG

Website: www.aquapac.net
Employees: 13
Immediate Parent: N/A
Chief Executive: Mr Tim Turnbull
Contact for Press Enquiries: Tim Turnbull
Tel: 020 7738 4466
Email: tim@aquapac.net

Founded in 1983, Aquapac International Limited is a previous winner of a Queen's Award for Innovation. Producing 100% waterproof cases for both the leisure and industrial markets, end-users range from individual hikers and boaters to industrial customers such as oil rig operators and the rescue services. The Company has won a Queen's Award for International Trade for outstanding achievement over the last three years. Exporting to 61 countries, overall sales have increased and exports now account for 75%, which is well above the average for the sector. The company uses web based technology and social media to maintain and enhance customer contact and product support and has recently introduced a five-year replacement warranty on all products. They continue to manufacture 93% of their output in the UK.

Audio Network Plc

Minerva House
26-27 Hatton Garden
London
EC1N 8BR

Website: www.audionetwork.com
Employees: 30
Immediate Parent: N/A
Managing Director: Ms Juliette Bingham
Contact for Press Enquiries: Andrea Zimmel
Tel: 01787 477 277
Email: a.zimmel@audionetwork.com

Established in 2001 by music industry executives and eminent musicians, Audio Network Plc provides a comprehensive music resource representing a range of genres for use by audio-visual producers worldwide. London based, the company wins a Queen's Award for International Trade having doubled its sales & exports account for 55% of turnover contributing to overseas earnings growth of 107%. By June 2011 Audio Network had commissioned and recorded a library of over 42,000 music tracks recorded by a team of 300 composers; simplified licensing and usage has improved access while protecting users and artists. The company has an established overseas infrastructure and a progressive training policy for local representatives to support sales in the large European, Australian, and North American markets. Increasing use of web-based technology is expanding their penetration into several new markets. New local representatives have also recently been appointed in Germany, Greece, Cyprus, and Portugal.

Bestway Export, a division of Bestway (Holdings) Ltd

2 Abbey Road
London
NW10 7BW

Website: www.bestway-export.com
Employees: 9
Immediate Parent: Bestway (Holdings) Limited
Director: Mr Dawood Pervez
Contact for Press Enquiries: Peter Cunard
Tel: 07768 555 285
Email: pcunard@globalnet.co.uk

Bestway Export, a division of Bestway (Holdings) Limited, a grocery wholesaler offering a product range in excess of 35,000 lines. The Division has won a Queen's Award for International Trade for outstanding achievement over the last three years. Exporting to over 50 countries, they have achieved an overseas earnings growth of 86% over the last three years. Utilising a mix of direct sales, wholesalers and distributors, the export division is exporting to a range of international markets successfully meeting the challenges of an increasingly complex sector. They have taken into account requirements of different world markets and can offer services to furnish the demands of their various global customers. This includes individual labelling, and even redesigning packs with ingredients in different languages.



Boxfresh International Ltd

Lakeside House
Squires Lane
London
N3 2QL

Website: www.boxfresh.com
Employees: 22
Immediate Parent: Pentland Group Ltd
Managing Director: Mr Mike Stopforth
Contact for Press Enquiries: Jade Garrow
Tel: 020 8371 7513
Email: jgarrow@boxfresh.co.uk

Boxfresh International Ltd, established in 1989 and part of the Pentland Group Ltd, designs, sells and markets the Boxfresh brand of clothing and footwear. It wins the Award for the first time for its outstanding achievement in export sales. The London based fashion brand is seen to be growing sales on all fronts, but the percentage of sales made overseas is increasing significantly. Overall export growth is measured at 1594% for the three year period. Boxfresh are able to show a considered overseas sales strategy with a mix of direct selling and international distribution systems selling across Europe, North America, Africa, Asia and Australia. The company is also seen to be adaptive and responsive within its sector.

Campbell Lutyens Holdings Limited

3 Burlington Gardens
London
W1S 3EP

Website: www.campbell-lutyens.com
Employees: 42
Immediate Parent: N/A
Finance Director: Mr Julian Dean
Contact for Press Enquiries: Andrew Sealey
Tel: 020 7439 7191
Email: sealey@campbell-lutyens.com

Founded in 1988, Campbell Lutyens Holdings Limited is a leading independent global private equity placement and infrastructure advisory firm and also advises institutional investors and banking groups on the secondary sale or restructuring of private equity portfolios and direct private equity investments. Operating through offices in London, New York and Hong Kong it has a significant presence in European, Asian and American markets. The business employs 18 different nationalities with key knowledge into local markets and regions using this knowledge to win new business and expand its geographical reach. The company is at the forefront of the development of the private equity and infrastructure market assisting with the dissemination of best management practice and business ethics throughout the industry. The company has won a Queen's Award for International Trade for outstanding achievement over the last three years. Exports accounted for 70% of turnover contributing to overseas earnings growth of 78%.

Hackett Limited

The Clove Building
4 Maguire Street
Butlers Wharf
London
SE1 2NQ

Website: www.hackett.com
Employees: 172
Immediate Parent: Pepe Jeans Europe B.V. - Netherlands
Managing Director: Mr Vicente Castellano
Contact for Press Enquiries: Natalie Sykes
Tel: 020 7939 6874
Email: natalie.sykes@hackett.co.uk

Established in 1983, Hackett Ltd retails and wholesales men's and children's clothing and accessories. It wins the Award for the first time for its continuous improvement in export sales growth and company performance. Over the three year period since 2008 the company's export sales have grown some 1500% overall, along with a corresponding 200% growth in turnover, an increase in size / workforce and a turnaround to profit from a loss. There is also a large increase in the percentage of goods sold through export over overall sales. This commercial success is seen to be linked to the success of the brand concept of 'Authentic British Kit' which is core to the sales strategy. The company exports primarily to Europe, but also across the Middle East and Asia.



Henry Poole & Company (Savile Row) Ltd

15/16 Savile Row
London
W1S 3PJ

Website: www.henrypoole.com
Employees: 27
Immediate Parent: N/A
Chairman: Mr Angus Cundey
Contact for Press Enquiries: Kimberley Alsleben
Tel: 020 7734 5985
Email: kimberley@henrypoole.com

Henry Poole and Company (Savile Row) Ltd was established in 1806 and by 1846 became the first tailor to open a showroom on London's Savile Row. They continue to this day to make only bespoke clothes in their workshops on the Row. Winning the award for the first time for its continuous improvement in export activity linked to a focused effort in maintaining their primary overseas markets of the USA, Europe and Japan. In the last five years, they have operated a franchise arrangement in China.

Hyperion Insurance Group Limited

16 Eastcheap
London
EC3M 1BD

Website: www.hyperiongrp.com
Employees: 311
Immediate Parent: N/A
Chief Executive Officer: Mr David Howden
Contact for Press Enquiries: Sally Walton, Redleaf Polhill
Tel: 020 7566 6700
Email: hyperion@redleafpolhill.com

A previous winner of the Queen's Award, Hyperion Insurance Group Limited is an international business-to-business insurance intermediary. Established in 1994 as a London broker, Hyperion has won a Queen's Award for International Trade for continuous improvement over the last six years. Turnover has increased with export sales accounting for 82% and contributing to overseas earnings growth of 268%. The company operates across industry sectors providing a range of innovative products to a widely dispersed client base. The Group has grown through a combination of strong organic growth and acquisition, by focusing on product development, high quality service to clients and geographic expansion. As well as a UK base, the company has a significant overseas infrastructure with businesses across Asia Pacific, Australia, Europe, North, and Latin America.

Jomati Consultants LLP

3 Amen Lodge
Warwick Lane
London
EC4M 7BY

Website: www.jomati.com
Employees: 6
Immediate Parent: N/A
Principal: Mr Anthony Williams
Contact for Press Enquiries: Anthony Williams
Tel: 020 7248 1045
Email: tony.williams@jomati.com

Jomati Consultants LLP is a leading London based international consultancy specialising in the legal profession. The company has won a Queen's Award for International Trade for outstanding achievement over the last three years. Exports accounted for over 80% of turnover contributing to overseas earnings growth of 68%. Established in 2002, Jomati acts for over 25% of the world's 100 largest law firms advising on critical needs, such as mergers, international expansion, and long-term business strategy. Primary foreign markets are the US, Canada and Australia and the secondary market is Europe. Jomati has developed a reputation for helping UK based and international law firms on cross border mergers. Over three years the company has advised on four of the largest cross border law firm mergers and two of the largest UK domestic mergers.



Law Business Research Ltd

87 Lancaster Road
London
W11 1QQ

Website: www.LBResearch.com
Employees: 88
Immediate Parent: N/A
Managing Director: Mr Richard Davey
Contact for Press Enquiries: Mr Richard Davey
Tel: 020 7908 1181
Email: Richard.Davey@lbresearch.com

Law Business Research established in 1996 publishes a number of specialist journal and briefings reporting on international business law and the business of international law. This London based company has won a Queen's Award for International Trade for continuous improvement over the last six years. Turnover has increased yearly with exports now accounting for 98% contributing to overall earnings growth of 171%. Operating in a niche market providing expert analysis and information to business and legal professionals, they provide a reliable and independent source of information for the business world. A knowledge based business, Law Business Research Ltd has invested heavily in a web based distribution system. Now employing 88 people, the company has established a staff presence in Sao Paulo and Toronto and more recently Washington DC.

Medaxial Limited

61 Webber Street
London
SE1 0RF

Website: www.medaxial.com
Employees: 32
Immediate Parent: N/A
CTO: Mr Paul McLoughlin
Contact for Press Enquiries: John Kennett
Tel: 020 7922 8499
Email: john.kennett@medaxial.com

Medaxial Ltd based in Central London has won the Queens Award for International Trade for outstanding achievement over the last three years. A specialist communication consultancy serving the global healthcare industry, it offers a highly-focused portfolio of services covering innovative medicines, medical devices and diagnostic technologies, based on robust scientific evidence and high-quality market research. The company has a high level of scientific and health economic competence in the domestic market, which they have successfully applied to opening up new territories. A first time winner the company's overall sales have increased with exports accounting for 85% of turnover. Medaxial's principal overseas markets are the USA, Germany, France, Switzerland, Belgium, Denmark, Spain, and the Netherlands. US sales are handled through a wholly owned subsidiary (Medaxial Inc) based in New York City.

Ren Ltd t/a REN

223-231 Old Marylebone Road
London
NW1 5QT

Website: www.renskinicare.com
Employees: 42
Immediate Parent: N/A
Director: Mr Robert Calcraft
Contact for Press Enquiries: Robert Calcraft
Tel: 07789 436 054
Email: rob@renskinicare.com

Producers of a premium branded range of clean bio active skincare products Ren Ltd t/a REN receives an award for continuous achievement with impressive overseas earnings growth of 730% over six years. Established in 2000, they have increased their exports as a percentage of turnover from 22 to 50% in this timeframe and almost doubled their workforce as a result. The company now exports to 45 countries, having recently entered the Scandinavian, Iberian Peninsular markets, Russia and Turkey amongst others. REN has demonstrated considerable success in having broken into the globally oversupplied and highly competitive premium skincare market.



Smart Voucher Ltd t/a Ukash

5-7 Tanner Street
LONDON
SE1 3LE

Website: www.ukash.com
Employees: 39
Immediate Parent: N/A
CEO: Mr David Hunter
Contact for Press Enquiries: Leila Dukes
Tel: 020 7392 1987
Email: leila@ing-media.com

Smart Voucher Ltd t/a Ukash provide cash e-vouchers to pay online for people who do not have bank accounts, prefer to use cash or are concerned about the security of online shopping. The company has won a Queens Award for International Trade for the second consecutive year. Against a background of increased sales, exports accounted for 82% of turnover contributing to an impressive 191% overseas earnings growth. Smart Voucher is registered by the Financial Service Authority and has developed a simple model for retailers and other partners to issue voucher codes and online retailers to accept them. Over the last three years, distribution point outlets for their vouchers have increased from numbering 100,000 in eight countries to 420,000 in over fifty countries. This is supported through comprehensive marketing campaigns and a highly pro-active stakeholder engagement strategy that includes press, investor communities, and regulators.

Sun Mark Ltd

428 Long Drive
Greenford
Middlesex
UB6 8UH

Website: www.sunmark.co.uk
Employees: 67
Immediate Parent: N/A
Managing Director & Chairman: Dr Rami Ranger MBE
Contact for Press Enquiries: Dr Rami Ranger
Tel: 020 8575 3700
Email: rami@sunmark.co.uk

Sun Mark Ltd, winner of three consecutive Queen's Awards for International Trade has won a fourth Queen's Award with another strong performance. Exports accounted for 90% of turnover, contributing to overseas earnings growth of 94%. Trading since 1995 they are a supplier and exporter of food stuffs for major British & international companies and also produce their own range of quality products. The company's sales extend across over 100 countries and while Africa has always been the strongest region, they have achieved a fourfold increase in sales to the Middle East and have established an office in Dubai to address the expanding Middle East and Far East markets.

Tecna Display Ltd

Unit 11R, Silvermere Drive
Stonehill Business Park
Edmonton
London
N18 3QH

Website: www.tecnadisplay.com
Employees: 7
Immediate Parent: N/A
Founder, Owner & Managing Director: Mr Jonathan Evitt
Contact for Press Enquiries: Berni Raeside
Tel: 01332 228 155
Email: berni@brpr.co.uk

Tecna Display Ltd has been in business since 2003 and designs and produces advanced modular display systems which are used in exhibition stands, graphic displays and retail environments. It wins the Award for the first time for its outstanding achievement in export activity recording an overall growth of 92% over the past three years. Despite significant challenges in the exhibition and display market the company has created a growing family of global partners distributing the T3 product range to more than 30 countries worldwide. They are also in the process of licensing T3 for the Chinese and Asian markets.



Tristar Cars Ltd t/a Tristar Worldwide Chauffeur Services

Unit 1-2 Horton Road
West Drayton
Middlesex
UB7 8BQ

Website: www.uk.tristarworldwide.com
Employees: 617
Immediate Parent: Boycove Ltd
CEO: Mr Dean De Beer
Contact for Press Enquiries: Mr Dean De Beer
Tel: 01895 432 024
Email: dean.debeer@tristarworldwide.com

Tristar Cars Ltd t/a Tristar Worldwide Chauffeur Services has won a Queen's Award for International Trade for outstanding achievement over the last three years. Established in 1978 and based close to Heathrow, the company has successfully expanded its international business and now offers service in over 80 countries. The company initially provided the complimentary 'limousine' service provided by certain airlines and by offering this same high level of service to corporations and luxury travel companies they have extended and diversified their client base. They are now one of the UK's largest chauffeur drive business with over 500 vehicles. The company has also established a fleet of vehicles in New York, Boston, and Hong Kong and operates a franchise in Paris. The company's unique selling point is the quality and timeliness of their service and a 'one minute pledge', whereby if the car is late by one minute the journey is free.

W K Webster & Co Ltd

Christopher House
Station Road
Sidcup
Kent
DA15 7BS

Website: www.wkwebster.com
Employees: 108
Immediate Parent: N/A
Finance Director: Mr John Martin
Contact for Press Enquiries: Mr John Martin
Tel: 020 8269 7510
Email: jmartin@wkwebster.com

Marine and transit insurance claim setting and recovery agents, W K Webster & Co Ltd celebrated their 150th anniversary of continuous trading in 2011. This continuous achievement Award winner for whom exports have risen to represent 83% of total turnover has achieved worldwide coverage through making effective use of specialist overseas agents as well as wholly owned subsidiaries, expanding into Argentina and Mexico, South Africa, Australia and New Zealand, and the Middle East over the last six years. Reputation built upon client satisfaction underpins their continuing success achieved through the continual employment of staff with foreign language skills, continuous visits to clients, extensive use of e-communications and provision of internal training to client claims departments.

Whizz Education Limited

Macmillan House
Paddington Station
London
W2 1FT

Website: www.whizz.com
Employees: 16
Immediate Parent: N/A
Chief Executive: Mr Richard Marett
Contact for Press Enquiries: Madeleine White
Tel: 07903 125 684
Email: madeleine.white@whizzeducation.com

Whizz Education has won a Queen's Award for International Trade for outstanding achievement over the last three years. Between 2009 and 2011, the company increased its overseas sales of online maths tutoring services and digital maths content for the classroom by an impressive 160% with major contributions coming from the USA, the Middle East and the Far East. Accessed both through home and school subscriptions, Maths-Whizz® Tutoring Plus is used by thousands of 5-13 year olds in some 30 countries. Maths-Whizz strengths are continuous assessment, engaging interactive content personalised for each student, and real time reports for teachers and parents enabling raised standards in maths; in non-English speaking markets too. In 2011, Whizz Education won a significant tender to serve Moscow schools with online tutoring in Russian for early grade students.



Acturis Limited

100 Hatton Garden
London
EC1N 8NX

Website: www.acturis.com
Employees: 156
Immediate Parent: Acturis Group Limited
Co-CEO: Mr David McDonald
Contact for Press Enquiries: Mr David McDonald
Tel: 020 7079 4001
Email: david.mcdonald@acturis.com

Acturis Limited wins an Innovation Award for developing a cloud computing system for the insurance industry. The system is a centrally-hosted computer system supporting the distribution, administration, underwriting and servicing of personal and commercial insurance. The new product has enabled brokers to enforce consistent and complete data capture processes across their organisations and to transmit information electronically to trading partners. Consequently, high quality risk information is supplied to underwriters, terms and conditions of insurance are generated immediately and accurate documentation is prepared quickly. Thus, client service times are improved from days to seconds and costs are dramatically lowered. The development has reduced error rates and excessive re-work that previously bedevilled the commercial insurance industry.

FilmLight Limited

Artists House
14-15 Manette Street
London
W1D 4AP

Website: www.filmlight.ltd.uk
Employees: 60
Immediate Parent: N/A
Commercial Director: Mr Peter Stothart
Contact for Press Enquiries: Mr Peter Stothart
Tel: 020 7292 0400
Email: peter@filmlight.ltd.uk

FilmLight Limited wins an Innovation Award for developing three products for the post-production of films and videos. They are a film scanner which produces ultra-quiet, high-resolution, stable scans with high colour fidelity, a colour grading system giving flexibility in editing scenes prior to, and during, finishing processes and a colour management system. The third product enables image sequences to be viewed in the contexts in which they will be displayed and distributed. Taken together, the new products have facilitated high levels of creative control and fast production times and have contributed significantly to the film industry adjusting to the digital age. The innovative products have been commercially successful in demanding international markets and led to the company winning four technical Oscars for outstanding contributions in the field of post-production.

InferMed Ltd

25 Bedford Square
London
WC1B 3HW

Website: www.infermed.com
Employees: 23
Immediate Parent: N/A
CEO: Mr Duane Lawrence
Contact for Press Enquiries: Mark Snell
Tel: 07500 893 063
Email: Mark.Snell@infermed.com

InferMed Ltd wins an Innovation Award for designing and developing decision support systems for healthcare professionals. The systems are used by doctors, nurses, health-centre staff and patients to assist in making decisions regarding the treatment of patients. Incorporating software pre-configured with validated best practice guidelines, they are capable of collecting patient data appropriate to guideline applications and indicating ranges of options regarding treatment. Decisions and their outcomes are recorded to inform future guidance. By encouraging the consistent use and development of good practice, the innovation helps to raise the standards of care and reduce the risks of poor treatments and malpractice lawsuits. Capable of supporting over 20,000 consultations per hour, the systems are contributing to significant cost savings in health services in the UK and overseas.



Primal Pictures Ltd

Tennyson House
159-165 Great Portland Street
London
W1W 5PA

Website: www.primalpictures.com
Employees: 35
Immediate Parent: N/A
Founder & Publishing Director: Mr Laurie Wiseman
Contact for Press Enquiries: Mr Laurie Wiseman
Tel: 020 7637 1010
Email: laurie@primalpictures.com

Primal Pictures Ltd wins an Innovation Award for developing a range of medical software products. Their foundation is a three-dimensional, digital, human body model, comprising 7,500 detailed anatomical structures, based on advanced medical data, from MRI and CT scans. The company created visual effects, such as moving inside organ cavities or viewing interwoven layers of muscle, bone and tissue. With patented display and labelling processes, they were incorporated into the products, which are used to support medical students and professionals across the world. For example, the Interactive Hand is used by the majority of hand surgeons to support complex surgery and Complete Anatomy and Physiology On-line is replacing textbooks in the education of foundation level students. The products have driven commercial success in the company.

Racal Acoustics Limited

Unit 2-4 Hailsham Drive
Harrow
Middlesex
HA1 4TR

Website: www.esterline.com/communicationsystems
Employees: 167
Immediate Parent: Esterline Corp - USA
Managing Director: Mr Graham Jones
Contact for Press Enquiries: Denise Prickett
Tel: 020 8515 6257
Email: denise.prickett@esterline.com

For developing Raptor, a military communications head-set, Racal Acoustics Limited wins an Innovation Award. Increased usage of wheeled military vehicles, required head-sets that maintained noise protection levels, but extended operational usage and improved communications effectiveness. Raptor, being half the weight of previous head-sets and incorporating sophisticated electronics, more than satisfies the requirements. Its reduced clamping force enables easy fitment without need of helmet removal – important for soldiers in high-risk situations. The innovative circuitry ensures that external sounds, such as conversation, can be heard whilst harmful noise is limited to safe levels; impulse noises being suppressed faster than the speed of sound. The modular design facilitates integration with many inter-communication systems. The product's introduction was a primary factor in significant company growth, particularly in export markets.

Shazam Entertainment Ltd

26-28 Hammersmith Grove
London
W6 7HA

Website: www.shazam.com
Employees: 90
Immediate Parent: N/A
CEO: Mr Andrew Fisher
Contact for Press Enquiries: Rica Squires
Tel: 020 8742 6848
Email: pr@shazamteam.com

An Innovation Award is made to Shazam Entertainment Ltd for developing a software application (App) for smart-phones and other mobile devices. The new product enables consumers quickly to identify details, for example song titles and artists, of music, video-clips and, latterly, television programmes being played on radios or VDUs within such devices. It facilitates purchase and sharing of such items. Incorporating patented technology that can differentiate between musical sound and background noise, it also operates in real-world environments, such as night-clubs and shops. By pointing devices, loaded with the App, towards sources of music and sound clips, the content is analysed by matching with a central database containing more than 15 million tracks. The new product is used by an estimated 200 million people in 200 countries.



Tangle Teezer Limited

Office 305
143 Acre Lane
London
SW2 5UA

Website: www.tangleteezer.com
Employees: 8
Immediate Parent: N/A
Chief Executive: Mr Shaun Pulfrey
Contact for Press Enquiries: Jacqui Ripley
Tel: 020 7738 4458
Email: jacqui.r@tangleteezer.com

For the development of a ground-breaking hairbrush, this rapidly growing company, Tangle Teezer wins an Innovation award. This unconventional hairbrush incorporates around 400 teeth of patented design. Arranged in a unique configuration with a specific design, the teeth are rigid for a firm grip, yet are surprisingly flexible. The bending and flexing ability allows for quick, painless and tug free detangling. Less hair is visibly noticeable in the hairbrush. Furthermore, wearers of wigs and hair extensions notice and feel the benefits. Far less hair product is also required that is sometimes over-used, for an easier detangling regime. Since launching in 2007, over two million of the premium priced hairbrushes have been sold globally, bringing growth to the company – profits have doubled year on year.



Marks and Spencer Group plc

Waterside House
35 North Wharf Road
London
W2 1NW

Website: www.corporate.marksandspencer.com

Employees: 78000

Immediate Parent: N/A

CEO: Mr Marc Bolland

Enquiries: Daniel.himsworth@marksandspencer.com

Tel: 07827 858 655

Email: daniel.himsworth@marksandspencer.com

For excellent environmental management, Marks and Spencer Group plc wins a Sustainable Development Award. The company aims at being the world's most sustainable retailer by 2015 through 'Plan A', its eco and ethical plan that launched in 2007. With benefits worth over £70m in 2010/2011 alone, the plan has so far resulted in increased energy from renewable sources and reductions of carbon emissions and waste, much of which is re-cycled or used for energy production. The company sources products from over 2,000 suppliers, with whom it has established sustainability frameworks that set exemplar environmental and employment standards. It assures good working conditions within its supply chain; in partnership with charities it develops compelling initiatives encouraging customers to adopt sustainable life-styles; and its work-placement schemes for disadvantaged groups have been exported to overseas suppliers.



Culpitt Limited

Jubilee Industrial Estate
Ashington
Northumberland
NE63 8UQ

Website: www.culpitt.com
Employees: 246
Immediate Parent: GT Culpitt & Sons (Holdings)
Managing Director: Mr Thomas Wylie
Contact for Press Enquiries: Thomas Wylie
Tel: 01670 842 811
Email: tom.wylie@culpitt.com

Culpitt Limited is now owned by Decopac Inc (USA) but was originally incorporated in 1931, and is a manufacturer and supplier of cake and food decorations. It wins the Award for the first time for its continuous improvement in export sales and overall commercial success over the six year period. The company is able to show good growth in overseas earnings along with accompanying growth in workforce, turnover and profit. This success is seen to be, in part, a result of the implementation of a considered strategy, focusing on after sales service and ensuring cohesion across the sales network through active interventions from company staff. The company has also successfully developed new markets in the USA and Australia.

Immunodiagnostic Systems Limited

10 Didcot Way
Boldon Business Park
Bolden
Tyne and Wear
NE35 9PD

Website: www.idsplc.com
Employees: 101
Immediate Parent: IDS Holdings plc
Director of Business Development: Dr Roger Duggan
Contact for Press Enquiries: Dr Roger Duggan or Mrs Jill Houston
Tel: 01915 196 109 or 01915 196 103
Email: rtd@idsplc.com/jill.lloyd@idsplc.com

Operating since 1977, Immunodiagnostic Systems Limited develops, manufactures and markets diagnostic tests for hospital laboratories. In particular it supplies immunoassay kits employing antibodies in the creation of sensitive tests for the determination of biomarkers. It wins a Queen's Award for the third time, on this occasion for its continuous improvement in export sales and overall company growth. The company has, over the period, doubled its workforce, grown turnover by over 500%, profits by 1300% and grown export earnings by 702%. This success is seen to be in part related to a sales strategy that focuses on local representatives working closely with customers and focusing on products that fill gaps left by the multi-national competitor organisations.

Integrated Display Systems Ltd

Maurice Road
Wallsend
Tyne & Wear
NE28 6BY

Website: www.clavis.co.uk
Employees: 8
Immediate Parent: N/A
Managing Director: Dr P M R Smith
Contact for Press Enquiries: Dr P M R Smith
Tel: 01912 627 869
Email: DrPMRSmith@aol.com

Integrated Display Systems Ltd has operated since 1979 and is an electronic equipment manufacturer that produces and sells Clavis hand brake setting and belt tensioning equipment which is used predominantly in car production lines. It wins the Award for the first time for its continuous improvement in export performance. The growth in overseas earnings is calculated at 271% over the six year period and the percentage of sales exported has also doubled. The company maintains its market sales into the automotive supply chain through a proactive approach offering technical innovation along with highly skilled engineering development. Customer support and after sales service are also supplied to good effect. The company has recently expanded its export effort into the BRIC countries.



Nissan Motor Manufacturing UK Ltd – Sunderland Plant

Washington Road
Sunderland
Tyne and Wear
SR5 3NS

Website: www.nissan.co.uk
Employees: 4933
Immediate Parent: Nissan International SA – Switzerland
Vice President Manufacturing UK: Mr Kevin Fitzpatrick
Contact for Press Enquiries: Lucy Banwell
Tel: 01914 152 815
Email: lucy.banwell@nissan-nmuk.co.uk

Nissan Motor Manufacturing UK Ltd – Sunderland Plant was established in 1986 and is owned by Nissan International SA [Switzerland], part of the Nissan Motor Company Ltd, Japan. The UK plant is involved in the production of motorised passenger vehicles for domestic, european and global markets. It wins the Award for the fifth time for its outstanding achievement in export sales. The company exports some 80% of its product across global markets and has seen an overall export growth of 38% with sales increasing from £3006 million to £4307 million. The company's considered strategy implementation sees it maintaining its market position within an increasingly competitive automotive market.

Pearson-Harper Ltd

14 Colmans Nook
Belasis Hall Technology Park
Billingham
Durham
TS23 4EG

Website: www.pearson-harper.com
Employees: 52
Immediate Parent: N/A
Managing Director: Ms Alex Hayward
Contact for Press Enquiries: Karen Humble
Tel: 01207 529 111
Email: karen.humble@karenic.com

Pearson-Harper Ltd has won a Queen's Award for International Trade for outstanding achievement over the last three years. Exports accounted for 75% of turnover contributing to overseas earnings growth of just under 100%. Formed in 1992 and based in the North East, their business is the collection, organisation, management and hosting of the essential engineering information required to build and operate large capital assets such as offshore installations and processing plants. From being predominantly focussed in the UK with intermittent support work in Angola, Pearson's export strategy, implemented in 2008 has resulted in the company now providing engineering information management services to clients in Africa, Asia and Europe. The company has opened an office in Perth, Western Australia to support major contracts in the region.

Peel Jones Copper Products Limited

Maynard Foundry
Carlin How
Saltburn by Sea
Cleveland
TS13 4EY

Website: peeljonescopper.co.uk
Employees: 54
Immediate Parent: Archibald Young Limited
Chairman: Mr Ian Young OBE
Contact for Press Enquiries: Mr Ian Young OBE
Tel: 01417 767 701
Email: IanYoung@archibaldyoung.co.uk

Manufacturer and long standing exporter of high conductivity copper castings for the iron and steel industry, Peel Jones Copper Products Limited was established in 1968. Despite having exported for over 40 years, they continue to expand their international operations with exports now representing 96% of turnover and five new markets having been entered in the last three years: Romania, France, India, Republic of China and Turkey. Of these, Romania now represents 12% of overseas sales. The success of the company is clearly linked to its choice of export strategies, in particular the analysis of the global steel industry and the pursuit of new markets as they evolve together with extensive R&D on existing products to meet customer needs.



Rayovac Micropower, a division of Spectrum Brands (UK) Ltd

Unit 2a
Stephenson Road
Washington
Tyne & Wear
NE37 3HW

Website: www.rayovac.eu
Employees: 139
Immediate Parent: Spectrum Brands (UK) Ltd
Divisional Vice President: Mr Vince Armitage
Contact for Press Enquiries: David Swinburne or Ian Watson
Tel: 01912 331 300
Email: david@mhwpr.co.uk

Rayovac Micropower, a division of Spectrum Brands (UK) Ltd, part of Spectrum Brands Inc (USA) is a worldwide leader in battery power and innovation. They have added to its success in 2011 by winning a Queen's Award for Enterprise for the second successive year. Building on last year's achievement when it received the Innovation Award for its new Mercury Free battery range, Rayovac has been rewarded for continuously improving its export sales. The company exports its batteries to more than 70 countries in Europe, Middle East, Africa and Asia and has seen export sales rise by over 60% during the six year period recognised by the award. Rayovac has worked hard to achieve this success by continually investing in product development, new technology and quality systems at Washington.

Seaward Electronic Limited (Rigel Medical Division)

15-18 Bracken Hill
South West Industrial Estate
Peterlee
Durham
SR8 2SW

Website: www.rigelmedical.com
Employees: 18
Immediate Parent: Seaward Electronic Limited
Divisional Manager: Mr John Backes
Contact for Press Enquiries: Mark Marsh
Tel: 01915 878 719
Email: markm@seaward.co.uk

Seaward Electronic Ltd (Rigel Medical Division), established in 1982, manufactures and sells electrical safety testing equipment including specialist instrumentation for medical devices. It wins the Award for the first time for its outstanding achievement in growing overseas earnings through the application of a comprehensive customer centric approach in its sales strategy. The company has successfully investigated and developed new export markets and has invested in multi lingual customer support systems. The company also makes effective use of technical symposiums and overseas trade fairs to maintain the international profile of the business and its brands.

Soil Machine Dynamics Limited

Turbinia Works
Davy Bank
Wallsend
Tyne and Wear
NE28 6UZ

Website: www.smd.co.uk
Employees: 196
Immediate Parent: Bywell Holdings Limited
Chief Executive Officer: Mr Andrew Hodgson
Contact for Press Enquiries: Victoria Bosi
Tel: 01912 348 675
Email: victoria.bosi@smd.co.uk

Soil Machine Dynamics Limited was incorporated in 1971. They are part of Bywell Holdings Limited and Specialist Machine Developments (SMD) Limited. In its current format the company designs and manufactures sub-sea equipment and remotely operated equipment for hazardous environments. It wins the Award for the first time for its outstanding achievement in export sales over the last three years, with growth in overseas earnings measured at 237%. The company also shows an increase in the percentage of its sales which are exported. As a niche market operator the company has adopted a strategy that makes use of its engineer and manufacturer capabilities to maintain and grow its market position.



Union Electric Steel UK

PO Box 21
Coulthards Lane
Gateshead
Tyne and Wear
NE8 3DX

Website: www.uniones.com
Employees: 301
Immediate Parent: Union Electric Steel Corporation – USA
Managing Director: Mr Stephen Bell MBE
Contact for Press Enquiries: Mr Shaun Alan Mantle
Tel: 01914 025 213
Email: s.mantle@unionesuk.co.uk

Union Electric Steel UK manufactures and supplies cast rolls for the ferrous and non-ferrous metal forming industries. These rolls are used in hot and cold flat product mills, heavy section mills and universal beam mills. Established in 1969, Union Electric Steel exports over 80% of its product world-wide with its top five customers spanning three continents. Having recognised the need to differentiate itself from its competitors, Union Electric Steel has developed industry leading product quality and customer support to ensure retention and growth of existing customers and to enable growth of the emerging steel producing markets. Considerable success is demonstrated by the growth of the USA and Mexico markets over the last three years which have yielded a combined additional £9 million worth of orders.

Walker Filtration Ltd

Birtley Road
Washington
Tyne and Wear
NE38 9DA

Website: www.walkerfiltration.com
Employees: 171
Immediate Parent: N/A
Director, Group General Manager: Mrs Lianne Walker MBE
Contact for Press Enquiries: Ross Hamilton
Tel: 01914 186 489
Email: ross.hamilton@walkerfiltration.co.uk

Walker Filtration Ltd, established in 1983, designs and manufactures a vast range of compressed air and vacuum pump filtration and drying products for industrial and medical applications. The company wins the Award for the fourth time in its history for its continuous improvement in overseas sales which are seen to have grown by over 100% over the six year period. This success is also repeated in the company size and profit. The company sees the implementation of a multi-stranded and considered export strategy of supply to OEMs and the formation and development of divisional subsidiaries as key to its success. Exports now account for 88% of the company's total sales across 65 countries, including significant accomplishments in new markets in Asia and the Far East as well as current markets in Europe and the USA.



Pearson Engineering Limited

Pearson Engineering Services
Wincomblee Road
Newcastle upon Tyne
NE6 3QS

Website: www.pearson-eng.com

Employees: 59

Immediate Parent: Reece Ventures Limited

Design Engineer: Mr Matt Handley

Contact for Press Enquiries: John Crompton (Managing Director)

Tel: 01912 340 001

Email: pearson@pearson-eng.com

Pearson Engineering Limited wins an Innovation Award for the latest in its range of counter-mine and counter-Improvised Explosive Device (IED) equipment. The Spark 1 and 2 equipment mounts to a wide range of wheeled vehicles and is designed to trigger pressure-plate IEDs in front of the host vehicle, protecting it and its occupants. The lightweight equipment has minimal impact on mobility allowing speeds up to 60mph, sharp vehicle turns and reversing. The roller also steers to maintain protection in turns, can vary the roller ground load to target higher trigger forces and can be jettisoned under armour if damaged. To further minimise vehicle impact it generates its own power. The rollers have been used extensively in Iraq and Afghanistan by international forces and, having triggered hundreds of IEDs that would otherwise have detonated under the vehicle, they have undoubtedly saved many soldiers lives. The product has also been an international commercial success.



Professor Brian Tanner

Professor of Physics & Dean of Knowledge Transfer
Durham University
Durham

Contact for Press Enquiries: Mrs. Claire Whitelaw, Director of Communications (Media Relations); or Mr. Carl Stiansen, Media Relations Officer

Tel: 01913 346 803 or 01913 346 077

Email: c.m.whitelaw@durham.ac.uk / c.r.stiansen@durham.ac.uk

Currently Professor of Physics and Dean of Knowledge Transfer at Durham University, Professor Brian Tanner's involvement in enterprise promotion dates back over 30 years having led the development of an enterprise culture at Durham and other universities in the North East. In particular, Professor Tanner has had a substantial impact over a twenty year period on technology transfer and spin-off companies from the North East Universities. He took the lead to bring the Universities together founding, and then becoming the first Director of, the North East Centre for Science Enterprise. From this came 'Blueprint' which has created over 200 businesses; many of which play an important role in shaping the region's knowledge economy. He has also been instrumental in the development of 'Netpark', the UK's fastest growing science park.

Mr. Sandy Ogilvie

Retired Chief Executive
Project North East (PNE)
Gateshead
Tyne & Weir

Contact for Press Enquiries: Mr. Brian Butcher

Tel: 01912 306 400

Email: brian.butcher@pne.org

Sandy Ogilvie retired as the Chief Executive of Project North East (PNE) in April 2011 after eleven years in the job. From joining PNE, Sandy was involved with the development and sustained growth of the Shell Livewire programme, through which, he has been promoting entrepreneurship to young people (up to age 30) in the UK and globally. As well as promoting enterprise, much of his work has been focused on ensuring the sustainability of the support programmes. During his stewardship of PNE Group, PNE's loan funds made 'micro finance' loans to over 1,000 small businesses in the North East, built new premises in both Gateshead and Newcastle - as well as refurbishing several old buildings - to create more workspace for new and growing businesses.



RFD Beaufort Limited t/a Survitec Group

Kingsway
Dunmurry
Belfast
County Antrim
BT17 9AF

Website: www.rfdbeaufortmarine.com

Employees: 265

Immediate Parent: Survitec Group Limited

Managing Director, RFD Beaufort Limited: Mrs Moya Johnston

Contact for Press Enquiries: Rachel Rotrou

Tel: 020 7183 2357 or 07423 453 979

Email: rrotrou@survitecgroup.com

An Innovation Award is made to RFD Beaufort Ltd t/a Survitec Group for the development of evacuation systems for marine applications. The Stockholm Agreement of 1996 introduced stringent regulation concerning evacuation procedures from ships. The new regulations, requiring high speeds of evacuation, posed challenges to equipment designers. In response, the company designed new equipment, the RFD Marin Ark Mk II which has been continuously developed, employing twin vertical chutes at muster stations to transfer passengers into square, inflatable and reversible, life-rafts. The chutes and rafts are fully enclosed, sheltering passengers from the elements. The chutes, which, for increased safety, permit passengers to pass others, incorporate shock cords for controlling descents. The rafts incorporate unique features concerned with buoyancy and storage. The equipment, capable of safely evacuating over 800 people in less than 30 minutes, has had global commercial success.



Bryson Charitable Group

Bryson House
28 Bedford Street
Belfast
County Antrim
BT2 7FE

Website: www.brysongroup.org

Employees: 594

Immediate Parent: N/A

Chief Executive: Mr John McMullan OBE

Contact for Press Enquiries: Siobhan Purnell

Tel: 02890 325 835

Email: spurnell@brysongroup.org

Bryson Charitable Group, a leading Social Enterprise has been honoured with the Queen's Award for Sustainable Development for its contribution to the social and environmental improvement of Northern Ireland. The Award recognises the company's commitment to delivering a positive improvement to the social and environmental challenges there. Bryson is very well known for its work in recycling and is the largest provider of kerb-side recycling services in Northern Ireland. The company is also involved in the energy sector by providing energy saving advice and installing a range of energy saving measures in homes. These are just two examples of the range of sustainability driven work delivered by the group. Bryson employs almost 600 staff with a turnover of over £30million making a significant contribution to the lives of people right across Northern Ireland.



Ms. Claire Ferris

Manager
Work West Enterprise Agency
Belfast
Northern Ireland

Contact for Press Enquiries: Ms. Claire Ferris
Tel: 07966 520 754
Email: claire@workwest.co.uk

Claire Ferris has been promoting enterprise professionally, through various agencies in Northern Ireland, for 17 years. She has been the Manager of Work West Enterprise Agency based in Andersonstown, Belfast, since 1999. The agency provides assistance with workspace management, enterprise awareness, business start-up, business growth and social enterprise. She has extensive experience of working with SMEs and groups in both a rural and urban setting and is skilled in assisting enterprises at varying stages of development. She has particular expertise in working with growth enterprises and has also voluntarily given her time to help potential entrepreneurs in the early phases of business development where no formal programmes of support are available to them. She is also an unpaid serving member of many boards promoting enterprise and economic development.



ACDC LED Ltd

Innovation Works Gisburn Road
Barrowford
Nelson
Lancashire
BB9 8NB

Website: www.acdclighting.co.uk

Employees: 95

Immediate Parent: ACDC Lighting Systems Ltd

Marketing Communications Manager: Mrs Victoria Dobson

Contact for Press Enquiries: Mrs Victoria Dobson

Tel: 0845 862 6400

Email: vdobson@acdclighting.co.uk

ACDC LED Ltd design and manufacture specialist long-life architectural LED and Cold Cathode lighting solutions. They win the Award for the first time for their outstanding achievement in overseas earnings growth recording an overall growth of 90% over the three year period. This success is linked to the company's strategy that focuses on identifying suitable markets, on creating product solutions in terms of efficiency, output and simplicity of design and ensuring that their product range fully complies with local standards. The company's key export markets include Europe, USA, Australia, Far East, Middle East and India.

Allied Filter Systems Ltd

Huntsman Drive
Irlam
Manchester
M44 5EG

Website: www.alliedfilter.co.uk

Employees: 43

Immediate Parent: N/A

Managing Director: Mr Daniel Thompson

Contact for Press Enquiries: Mr Daniel Thompson

Tel: 01617 779 500

Email: daniel@alliedfilter.co.uk

Allied Filter Systems Ltd is a privately owned manufacturer of filter consumables for liquid process industries; primarily filter bags from woven and non-woven materials but also stainless steel filter housings into which the filter bags are fitted. Established in 1995, the company is recognised for its continuous achievement. The company has applied a healthy focus on developing and winning higher margin business throughout Europe, generated by entering new markets and seeking new product applications in sectors such as food and beverage, chemical and automotive. Their success is also borne out of adopting an export sales strategy aimed at gaining a high market share in smaller markets via a distribution network, and in larger markets through a combination of distributors and direct end-user sales. In Sweden for example Allied Filter Systems has achieved greater than 70% market share.

Americhem Europe Limited

Cawdor Street
Eccles
Manchester
M30 0QF

Website: www.americhem.com

Employees: 66

Immediate Parent: Americhem Holdings International Ltd

Director and General Manager EMEA: Dr William MacDougall

Contact for Press Enquiries: Dr Craig MacDougall

Tel: 01617 872 490

Email: cmacdougall@americhem.com

Americhem Europe Ltd designs and manufactures colour and additive masterbatch for the thermoplastic processing industry. In a very competitive market, Americhem has captured a high global market share in specialist polymer converting industries through its approach to concentrate on being the technology leader in its chosen market segments. Export sales are 80% of turnover which is well in excess of industry sector averages. Their international sales footprint extends across Europe, the Middle East, Africa and Australia driven by a commitment to provide high levels of quality and customer service resulting in overseas growth earnings of 88% over the last three years.



BMP Europe Ltd

Altham Business Park
Altham
Accrington
Lancashire
BB5 5YH

Website: www.bmpworldwide.com
Employees: 115
Immediate Parent: Andrew Industries Ltd
Managing Director: Mr Mark Athersmith
Contact for Press Enquiries: Mr Steve Moon
Tel: 01282 772 000
Email: info@bampeurope.com

Established 25 years ago and based in Accrington, BMP Europe Ltd is a global company specialising in the manufacture and conversion of technical non woven textiles, engineered polyurethane elastomers, mechanical components and sub systems used in a diverse range of industrial equipment. A previous winner of a Queen's Award for Innovation, the company has won a Queen's Award for International trade for its outstanding performance over the last three years. Operating in 17 markets, BMP has consistently maintained exports at over 90% of total sales. An experienced manufacturer and exporter operating across several sectors including automotive and renewable energy, the company is adept at developing new products and markets and has identified opportunities in the fast growing and highly competitive hybrid vehicle market securing on-going sales from the USA.

ChargePoint Technology Limited

80 Venture Point West
Evans Road
Liverpool
Merseyside
L24 9PB

Website: www.thechargepoint.com
Employees: 37
Immediate Parent: N/A
Managing Director: Mr Chris Eccles
Contact for Press Enquiries: David Potter
Tel: 07734 030 603
Email: david.potter@thechargepoint.com

ChargePoint Technology Ltd, a Liverpool based manufacturer, supplies high precision containment valves to the pharmaceutical, bio-pharmaceutical and FMCG industries to protect operators when transferring potent powders from one piece of process equipment to another or to maintain sterility of product in the manufacture of injectable drugs. A first time winner of a Queen's Award for International Trade for outstanding performance over the last three years this relative newcomer to the market now sells to the world's 50 largest pharmaceutical companies. Recognised as a market leader, turnover has more than doubled with exports accounting for around 92% contributing to overseas earnings growth of 136%. An experienced manufacturer and exporter they have made significant progress in difficult markets including China and the US. The company have established offices in France, Netherlands, and the USA.

Colonial Gifts Limited

Ribble Court
1 Mead Way
Padiham
Burnley
Lancashire
BB12 7NG

Website: www.iflorist.co.uk
Employees: 14
Immediate Parent: N/A
Managing Director: Mr David Price
Contact for Press Enquiries: David Price
Tel: 01282 779 198
Email: david@iflorist.co.uk

Founded in 2006, Colonial Gifts Limited is an online retailer of floral gifts and food and beverage gifts. This includes flowers, wines and foodstuffs, as well as traditional and regional English products. Flowers are sourced via regional in-country suppliers utilising a web based supply chain system. They win an outstanding award for achieving overseas earnings growth of 200% over the last three years increasing their exports to over 46% of turnover. The company have invested heavily in on-line technology and have developed an impressive supply chain; these two elements together have contributed to their success. Their USP is same day delivery in 60% of the 119 countries in which they currently operate. In addition they have also successfully addressed issues such as cultural differences, ease of payment, and currency.



Glen Dimplex Home Appliances Ltd

Stoney Lane
Prescot
Merseyside
L35 2XW

Website: www.gdha.com
Employees: 1129
Immediate Parent: Stoves Group Ltd
Managing Director: Mr Denver Hewlett
Contact for Press Enquiries: Jane Rylands
Tel: 01514 933 282
Email: jrylands@gdha.com

Glen Dimplex Home Appliances Ltd was originally established in 2002 and is part of the Glen Dimplex Group [Ireland]. The company sells cooking appliances in the form of ovens, grills & cookers along with other domestic and electrical appliances. It wins the Award for the first time for its outstanding achievement in overseas earnings growth with export earnings doubling each year. Overall growth is calculated at 880%. This success is seen to be linked to a strategy to carefully select suitable markets and support these markets with distributors. The company also makes efforts to maintain a high profile through trade shows and has entered a number of new markets in the period: Poland, Germany and Israel.

ICC Solutions Limited

St James Court
Warrington
Cheshire
WA4 6PS

Website: www.iccsolutions.com
Employees: 14
Immediate Parent: N/A
CEO: Mr David Maisey
Contact for Press Enquiries: Dave Maisey
Tel: 07767 457 818
Email: davemaisey@iccsolutions.com

Established in 1997, ICC Solutions Limited develops and supplies test tools for Chip & PIN certifications, supplying its tools to payment associations and banks among other similar businesses. It wins the Award for the first time for its continuous improvement having shown positive growth and expansion throughout the period resulting in a 115% overall growth in overseas earnings since 2005. The company is recognised as a technology leader in payment security test tools and works to maintain this position and to efficiently supply markets as new technologies are introduced. It also wins the Award for Innovation.

INCINER8 Limited

Balmoral Drive
Southport
Merseyside
PR9 8PZ

Website: www.inciner8.com
Employees: 9
Immediate Parent: N/A
Managing Director: Mr Vincent Ferguson
Contact for Press Enquiries: Vincent Ferguson
Tel: 01704 506 506
Email: vince@inciner8.com

Established in 2005, INCINER8 Limited is a manufacturer and merchant of Waste Incinerators and related recycling equipment associated with energy recovery systems. INCINER8 market and sell incineration systems through a dealer/agent network in 54 countries. The growth shown is related to the expansion in its customer and agent support system. It wins the Award for the first time for its outstanding achievement in growing export sales, seen to be increasing some 136% over the last three years. The company also shows consideration of its customer and collaborator relations, taking care to continuously improve its product and service.



JD Hughes Group Plc

Whitefield Road
Bredbury
Stockport
Cheshire
SK6 2SS

Website: www.hughes-safety-showers.co.uk
Employees: 65
Immediate Parent: N/A
Managing Director: Mr Anthony Hughes
Contact for Press Enquiries: John Jones
Tel: 01617 613 814
Email: john@jdcjcommunications.co.uk

2009 IIP Gold Award holder JD Hughes Group Plc. was established in 1968 and for the last 40 years has been a leading specialist manufacturer of emergency safety showers and decontamination equipment throughout Europe. The company has achieved overseas earnings growth of 205% over the last six years as a result of its commitment to innovating to maximise the potential of its overseas markets. JD Hughes has developed a range of export showers based on a modular construction so that they can be dismantled and shipped in conveniently sized sections and then re-assembled on site to minimise transportation costs. Furthermore as they have expanded into more overseas markets, JD Hughes has developed a range of products to suit extreme climatic conditions. International sales offices in Germany, United Arab Emirates and North America, supported by a network of distributors have contributed significantly to continued international sales growth.

Langtec Limited

1 Calder Court
Altham
Accrington
Lancashire
BB5 5YB

Website: www.langtec.co.uk
Employees: 49
Immediate Parent: Langtec Holdings Ltd
Managing Director: Mr Andrew Turner
Contact for Press Enquiries: Andrew M Turner
Tel: 01282 772 544
Email: andrew@langtec.co.uk

Established in 1940, Langtec Limited manufactures insulating products in tubular form. With exports which are almost double those of the industry sector averages, they have achieved overseas earnings growth of over 66% over the last three years and have increased their workforce by 40%. The company exports to 20 markets, having entered a number of new markets in the last three years: Brazil, Hungary, China and New Zealand. Langtec's export strategy is based on increasing sales of high quality, high value products primarily in niche markets and identifying and highlighting weaknesses of local overseas suppliers and promoting goods and services to fill those gaps.

Laser Quantum Ltd

Unit C4 Emery Court
Heaton Mersey
Stockport
Cheshire
SK4 3GL

Website: www.laserquantum.com
Employees: 77
Immediate Parent: N/A
Managing Director: Dr L Gloster
Contact for Press Enquiries: Mr A Wells
Tel: 01619 755 300
Email: awells@laserquantum.com

Founded in 1994 and based in Stockport, Laser Quantum Ltd has won a Queen's Award for International trade for outstanding performance over the last three years. Export sales accounted for a high proportion of turnover and showed overseas earnings growth of 190%. The company is a globally recognised manufacturer of laser technology providing equipment and services to the aerospace, medicine, research and biomedical sectors. The company has researched the needs of their customers and markets, and diversified its strategy establishing a strong commitment to develop new products that address growth markets, focussing UK based R&D resources on increasing penetration into existing markets and expanding export coverage into new territories. The company is combining technology and commerce in a winning package with offices in three different countries plus well trained and supported distributors in 36 others.



M Chapman & Sons Textiles Ltd t/a Brisbane Moss

Bridgeroyd Works
Halifax Road
Todmorden
Lancashire
OL14 6DF

Website: www.brisbanemoss.co.uk
Employees: 9
Immediate Parent: N/A
Managing Director: Mr Ian Darrah
Contact for Press Enquiries: Mrs Janet Horsley
Tel: 01706 815 121
Email: janethorsley@brisbanemoss.co.uk

Established in 1982, M Chapman & Sons Textiles Ltd t/a Brisbane Moss is a producer and stockist of moleskin and corduroy. Also supplying velvet and a selection of cottons, their overseas sales represent over 60% of its turnover and they have entered a number of new markets in the last three years including China (a significant achievement for a UK textile manufacturer), Chile, Columbia, Argentina and Australia. The company now operating in 16 markets, trades on its name and pedigree, promoting and protecting its heritage mark, in order to maintain its competitive advantage. This is done through a network of well supported agents and most recently through the development of an online business which is opening up opportunities and consolidating business.

Mettler Toledo Safeline Ltd

19 Montford Street
Salford
Manchester
M50 2XD

Website: www.mt.com/metaldetection
Employees: 222
Immediate Parent: Mettler Toledo UK Holdings Ltd
Managing Director: Mr Alan Purvis
Contact for Press Enquiries: Mr Alan Purvis
Tel: 01618 751 002
Email: alan.purvis@mt.com

Established in 1988 Mettler Toledo Safeline Ltd manufactures highly sensitive metal detectors which are used by leading food, beverage and pharmaceutical companies to protect consumers from the risk of metallic contamination in their products. It has a comprehensive business strategy and exports more than 95% of its total volume. The majority is traded through an extensive network of sales and service operations owned by them but with strong partnerships with distributors and OEMs elsewhere. The business development strategy has 3 main elements; providing customer service to support customer retention, highly targeted marketing and sales activities to attract and win new customers, innovation in products, services and channels to increase market coverage. Although a global company, it provides regional solutions to match local market requirements. As a result of this successful formula, they have a leading global market share.

Morson Projects Limited

Adamson House
2 Centenary Way
Salford
Manchester
M50 1RD

Website: www.morson.com
Employees: 99
Immediate Parent: Morson Group PLC
CEO: Mr Ged Mason
Contact for Press Enquiries: Andy Hassall
Tel: 01617 071 516
Email: andy.hassall@morson-projects.co.uk

Morson Projects Ltd has won a Queen's Award for International Trade for outstanding achievement over the last three years. Based in Manchester, they are a leading global provider of technology-driven engineering from concept design to total project implementation. Key sectors are aerospace, nuclear, general engineering, and automotive. Formed in 1979, the company has won contracts on several high profile aerospace projects doubling turnover, increasing export sales and achieving overseas earnings growth of just under 1000%. The company will typically install Joint Development Teams directly onto the client premises irrespective of global location. This helps build a relationship with the client, develop confidence, and expands Morson's credibility. They have now established themselves in six new markets, Canada, Germany, France, USA, Italy, and Spain.



Nichols plc

Laurel House, Ashton Road
Newton-Le-Willows
Merseyside
WA12 0HH

Website: www.nicholspc.co.uk
Employees: 112
Immediate Parent: N/A
CEO: Mr Brendan Hynes
Contact for Press Enquiries: Matthew Nichols
Tel: 01925 294 069
Email: matthewnichols@vimtointernational.com

Nichols plc is an international soft drinks business which first exported its flagship Vimto Brand in the early 1920's. Vimto now enjoys strong market positions in the Middle East, Africa and a growing presence in Europe and the Americas. The company's international success is driven by an effective export strategy linked to working with carefully selected licensed partners to facilitate local markets. The unique Vimto flavour is delivered in recipes and packaging formats optimised for local consumers and markets. This willingness to adapt has been fundamental to the company's success. Nichols plc wins the award for the first time for its outstanding achievement in exports, penetrating an additional 18 markets in the three year period of the award, delivering a 63% increase in turnover and a similar growth in profits within its international operations.

Oerlikon Fibrevision Ltd

Lyme House Heather Close
Lyme Green Business Park
Macclesfield
Cheshire
SK11 0LR

Website: fibrevision.co.uk
Employees: 18
Immediate Parent: Oerlikon – Switzerland
Managing Director: Mr Malcolm Hinchliffe
Contact for Press Enquiries: Mr Malcolm Hinchliffe
Tel: 01625 425 355
Email: mgh@fibrevision.co.uk

Exporting 100% of sales, Oerlikon Fibrevision Ltd has achieved a 3 fold increase in turnover in the last 3 years contributing to overseas earnings growth of 246%. Established in 1998, and becoming a subsidiary of Swiss based Oerlikon in 2008, the company is one of the world's leading manufacturers of sensors and monitoring equipment for the synthetic fibre industry. The company has established markets in the Far East, India, Brazil and Europe with UK based sales staff making extensive use of overseas sales representatives for their local knowledge and contacts. Installation and technical support is provided by UK based engineers as well as trained local staff in major markets. Manufacturing in the UK, the company has driven down costs using innovative design without sacrificing quality and competes effectively with low cost producers in India and China enabling the company to flourish.

Oliver Valvetek Limited

Haig Road
Parkgate Industrial Estate
Knutsford
Cheshire
WA16 8DX

Website: www.valves.co.uk
Employees: 60
Immediate Parent: N/A
Managing Director: Mr David Cornwell
Contact for Press Enquiries: Sharon Inch
Tel: 01565 632 636
Email: sinch@valves.co.uk

Established in 1994, Oliver Valvetek Limited designs, manufactures and delivers high-pressure valves that work beneath the sea. These valves are of the oil and gas industries' highest performance types as they have to work unmaintained for 25 years, sometimes at depths of 10,000ft, where the water pressure on valves could be 4.5 tonnes per square inch. The company wins the Award for the first time, for its outstanding achievements in export sales growth, which has been in excess of 20% year on year over the last three years. The company operates in 50 countries worldwide, with the approval of most of the leading oil and gas companies.



Regatta Ltd

Risol House
Mercury Way
Urmston
Manchester
M41 7RR

Website: www.regatta.com
Employees: 346
Immediate Parent: Risol Imports Ltd
Chairman: Mr Keith Black
Contact for Press Enquiries: Gill Russell
Tel: 01617 491 251
Email: grussell@regatta.com

Regatta Ltd incorporated in 1972 manufactures and sells outdoor clothing, footwear and accessories under the Regatta brand along with snow and winter sport clothing under the Dare2b brand. It wins the Award for the first time for its continuous improvement in export sales growth. The company has implemented an ambitious sales expansion strategy which is seen to have delivered positive results, growing sales in a continuous manner resulting in some 152% growth over six years. The company is also recognised for its investment in its staff.

The Clinical Trial Company Ltd

Mere View Barn Park Lane
Pickmere
Knutsford
Cheshire
WA16 0LG

Website: www.theclinicaltrialcompany.com
Employees: 16
Immediate Parent: N/A
Director: Mr Ewan Campbell
Contact for Press Enquiries: Mr Ewan Campbell
Tel: 01565 733 772
Email: ewan_campbell@theclinicaltrialcompany.com

The Clinical Trial Company Ltd based in Cheshire and established in 2002 (celebrating its 10th anniversary this year) has won a Queen's Award for International Trade for outstanding achievement over the last three years. Exports accounted for 80% of turnover and there has been impressive overseas earnings growth of 193%. The company provides clinical contract research services to the pharmaceutical, biotech and medical device industries and is expert in advanced products areas such as cell and gene therapies. They have some of the largest pharmaceutical companies in the world as clients but also able to provide a tailored drug development service to smaller companies bringing new drug and device products to market. There has been significant expansion of sales in the Netherlands and USA with new sales to Finland and Italy. The company has established offices in Canada, Germany and Australia adding experienced staff able to provide highly specialised technical support.



Hurst Green Plastics Ltd

Bowland House
The Sidings
Whalley
Clitheroe
Lancashire
BB7 9SE

Website: www.twinbin.com
Employees: 4
Immediate Parent: N/A
Managing Director: Mr Stephen Clarke
Contact for Press Enquiries: Mr Stephen Clarke
Tel: 07785 254 463
Email: info@hurstgreenplastics.com

Hurst Green Plastics Ltd wins an Innovation Award for the continuous development of its internationally successful range of lineside inventory management systems that underpin production line inventory. The original TwinBin concept, being a two-chamber container that always carries a reserve stock to prevent stockouts, was improved with a visual flag that automatically raises to signal a re-stock is required, and then confirmed. RFID chips were incorporated to trigger automatic stock updates. Extending dispenser sizes and introducing the innovative TripFlag increased applicability to allow inventory control of virtually any size of component including sub-assemblies. Finally, new kitting concepts complete the range of solutions. Benefits include a typical 85% reduction of stocks held, traceability of all parts issued, elimination of stockouts and stock contamination. The company currently supplies to over 30 countries including aerospace, railway groups, manufacturing and hospitals.

ICC Solutions Limited

St James Court
Warrington
Cheshire
WA4 6PS

Website: www.iccsolutions.com
Employees: 14
Immediate Parent: N/A
CEO: Mr David Maisey
Contact for Press Enquiries: Mr David Maisey
Tel: 07767 457 818
Email: davemaisey@iccsolutions.com

An Innovation Award is made to the company ICC Solutions Limited for continuously developing software-based test tools that certify Chip and PIN transactions. The tools, having the shape and size of bank cards and incorporating the capability of personal computers, are inserted into the Chip and PIN reader machines being tested to gather test information from the machines. On completion of tests, information can be up-loaded within about a second. The tools have enabled quicker, more user-friendly, cheaper and more reliable testing to be undertaken, compared with previous processes involving probes connected to personal computers. The tools are used world-wide by major banks and their providers. The innovations have provided outstanding commercial success for the business. It also wins the Award for International Trade.

Intetech Ltd

Salmon Court
Rowton
Chester
CH3 6AT

Website: www.intetech.com
Employees: 23
Immediate Parent: N/A
Director (and Founder): Dr Liane Smith
Contact for Press Enquiries: Dr Liane Smith
Tel: 01244 336 386
Email: liane@intetech.com

Intetech Ltd wins an Innovation Award for the design and development of a web-based software product called the Intetech Well Integrity Toolkit (iWIT). The product interfaces with third-party databases and uses the raw data to evaluate the condition of oil, gas and other types of wells. It enables the tracking of the integrity of the wells in real-time, highlighting issues immediately at a well, field and company level through web interfaces and emails. The data analysis generates, for example, information on corrosion damage, critical safe operating limits for the wells and equipment reliability analysis. The new product aids companies to satisfy regulations, plan test schedules, identify potential well problems proactively and plan repair requirements. Thus, it raises productivity, reduces risks of accidents and lowers adverse environmental impact. The product has been commercially successful, sold to operators internationally and presently manages more than 8000 wells worldwide.



Niche Products Ltd

Walter Leigh Way
Moss Industrial Estate
Leigh
Lancashire
WN7 3PT

Website: www.subseafluids.co.uk
Employees: 12
Immediate Parent: N/A
Managing Director: Mr Tom McKechnie
Contact for Press Enquiries: Emma Hyett
Tel: 08452 967 751
Email: emma@subseafluids.com

North West based Niche Products Ltd, providers of hydraulic fluids to the subsea sector of the global offshore market, wins the Queens Award for Innovation. From its launch 10 years ago, the company has successfully met the on-going challenges presented by the offshore industry to develop new products that meet the most stringent environmental legislation for operating in UK and Norwegian water. The target was to develop a range of superior hydraulic fluids with the highest environmental profile possible whilst providing maximum technical performance. Niche was not only successful in this quest but their technology raised the bar for the whole industry and one specific innovation in particular is the only product capable of being discharged into the most ecologically sensitive areas of the world. The company continues to invest heavily in R&D to maintain their position as innovators within the industry.

Tenmat Limited

Ashburton-Road-West
Trafford Park
Manchester
M17 1RU

Website: www.tenmat.com
Employees: 218
Immediate Parent: Modular Stock Limited
Managing Director: Mr Anthony Moore
Contact for Press Enquiries: Mr Anthony Moore
Tel: 01618 722 181
Email: Tony.Moore@tenmat.com

Tenmat Limited wins an Innovation Award for the development of a range of products which prevent the spread of fire through building service and wall cavity openings. Many of the FIREFLY products utilise intumescent materials, which, when exposed to heat, undergo an aggressive expansion reaction to form a fire resistant char seal. The first product type addresses hazards associated with fire spreading within wall cavities. The second is a cover for recessed downlights, which need protection especially when used in conjunction with loft insulation. The third is a sleeve for plastic pipework and ventilation ducting. In the event of a fire, the sleeve crushes the pipework and creates a fire resistant barrier. The products, which meet stringent national and international performance standards, have underpinned business success. The FIREFLY fire protection range is one of the composite engineering materials produced by the company.



Co-operative Group Limited

New Century House
Corporation Street
Manchester
M60 4ES

Website: www.co-operative.co.uk

Employees: 109269

Immediate Parent: N/A

Sustainability Reporting Manager: Mr Paul Monaghan

Contact for Press Enquiries: Mr Dave Smith

Tel: Public Relations Manager

Email: dave.smith@co-operative.coop

A Sustainable Development Award is made to the Co-operative Group, whose business includes food retail, banking, insurance, funeral care, pharmacy and farming. Having won the Award previously, this recognises recent advances. Being the first in its sector to champion the fairtrade concept, The Co-operative also operates a Responsible Fish Sourcing Policy and a customer-led Bank Ethical Policy and has adapted its farm-lands to support endangered species. The business is committed to the use, and promotion, of renewable energy, and has invested in lowering energy consumption. Since 2007, it has reduced waste by 26%, green-house gas emissions by 35% and refrigerant gas leaks by 58%. With its unique democratic structure, it factored sustainability performance into remuneration packages and pursued robust systems for governance, risk management and internal control. Also, it provides work placements for individuals with learning disabilities.



Mr. Steve Hoyle

Managing Director
Regenerate Pennine Lancashire Ltd
Accrington
Lancashire

Contact for Press Enquiries: Steve Whiley
Tel: 01254 304 598
Email: steve.whiley@regenerate.co.uk

Steve Hoyle has made his career in local government focusing on economic development and regeneration in the North West of England. He has championed enterprise promotion as a means to regenerate the area for his entire 32 year working career. His successes include developing and generating funds from various sources for a number of major projects and programmes including bringing innovation and technology services in-house at Blackburn, using council resources and extending this with European funds to encourage enterprise. He managed Pennine Lancashire's successful LEGL bid which saw £30 million devoted, over 4 years, to encouraging enterprise in the most deprived communities in the area, launching 1500 new businesses. Now leading Regenerate Pennine Lancashire, he has re-structured the company and already attracted £3m of European funding to provide start-up and innovation support for businesses until December 2013.



Balmoral Comtec Ltd

Balmoral Park
Loirston
Aberdeen
AB12 3GY

Website: www.balmoraloffshore.com
Employees: 271
Immediate Parent: Balmoral Group Holdings Ltd
Chairman and Managing Director: Dr James S Milne
Contact for Press Enquiries: Steve Gibb
Tel: 01224 859 180
Email: s.gibb@balmoral.co.uk

Established as recently as 2006, Balmoral Comtec Ltd provides technology-led buoyancy, insulation and elastomer products for the global subsea and deep-water oil and gas industry. Balmoral's overseas earnings growth over the last three years has been an outstanding 202% and exports at 95% of turnover are three times that of industry sector averages. They have seen considerable commercial success as a result of their strategic development of the deep-water markets of West Africa, the Gulf of Mexico, Asia Pacific and Brazil; the latter having generated £7M in new orders in the first half of 2011. Along with record profits, the company has doubled its workforce to 271 over the last three years. Balmoral is committed to supporting the local community and puts back extensively through its CSR activities.

Barrie & Hibbert Limited

7 Exchange Crescent
Conference Square
Edinburgh
EH3 8RD

Website: www.barrhibb.com
Employees: 76
Immediate Parent: Moody's Analytics – USA
CEO: Mr Andrew Frepp
Contact for Press Enquiries: Andrew Boddie
Tel: 01316 257 024
Email: andrew.boddie@barrhibb.com

Barrie & Hibbert Ltd an Edinburgh based company wins a Queen's Award for International Trade for outstanding achievement over the last three years. Established in 1995, they provide risk management modelling solutions to the global financial services industry. Exports are 60% of turnover contributing to overseas earnings growth of 142%. The company's business model is based on recurring annual subscription with very high customer retention and satisfaction rates. To date Barrie & Hibbert have acquired 150 customers in 30 countries using its products and services. They are well established as a market leader for the provision of economic scenario generation to the UK insurance industry and are recognised experts in their field. The company's commercial success has been founded on this specialist knowledge and its unique placement within the global financial sector.

Bridge of Weir Leather Company Ltd

Baltic Works
Kilbarchan Road
Bridge of Weir
Renfrewshire
PA11 3RH

Website: www.bowleather.co.uk
Employees: 238
Immediate Parent: Scottish Leather Group Ltd
Managing Director: Mrs Karen Marshall
Contact for Press Enquiries: James Andrew
Tel: 020 7287 9610
Email: james@influenceltd.com

Founded in 1905 and based in Scotland, the Bridge of Weir Company's primary focus is on the automotive and contract design industries producing a diverse range of upholstery leathers. An established international trading company with a deep connection to its location, Bridge of Weir is a fourth time winner of a Queen's Award for International trade for outstanding performance. The company now sells to 33 countries and turnover has increased significantly with exports accounting for 91%, well above the sector average. The company has invested heavily in a waste and energy self-sufficiency strategy that has enabled them to market their products under a low carbon leather brand allowing them to win business from major prestige automotive companies including Jaguar Land Rover, Aston Martin, Ford, Volvo and others.



Brinker Technology Ltd

2 Minto Place
Altens Industrial Estate
Aberdeen
AB12 3SN

Website: www.brinker-technology.com
Employees: 16
Immediate Parent: Brinker Technology Holdings Ltd
CEO: Mr Kenny McAllister
Contact for Press Enquiries: Kenny McAllister
Tel: 01224 853 505
Email: k.mcallister@brinker-technology.com

Brinker Technology Ltd has won a Queen's Award for International trade for outstanding performance over the last three years. A strong research and development base and the application of unique technology has led to a significant increase in growth with exports now accounting for 97% of all sales. Established in 2002, Brinker's unique patented concept of introducing discrete particles (platelets) to oil and gas wells to seal leaks allows operators to get production back on line in hours rather than months. Based in Aberdeen with offices in Malaysia and UAE, they have developed a strong presence in Alaska, Oman, Abu Dhabi, and the USA. Brinker is the only company that fixes leaks from the top of the well head down, without removing the wellhead itself.

Downhole Products Limited

Badentoy Road
Portlethen
Aberdeen
AB12 4YA

Website: www.downhole.co.uk
Employees: 49
Immediate Parent: Downhole Products UK Holdco Limited
Managing Director: Mr Ian Kirk
Contact for Press Enquiries: Mr Ian Kirk
Tel: 01224 784 411
Email: ian@downhole.co.uk

Operating in its current form since 1993, Downhole Products Limited, part of Varel International Energy Services Inc USA provides goods and services to the oil and gas industry. More specifically the company designs, manufactures and services oilfield equipment. It wins the Award for a second first time for its outstanding achievement in overseas earnings growth measured at 134% over the last three years and in excess of the performance recorded for the previous award. The company are continuing to benefit from a buoyant industry and are seeing the results of a continued bolstering of its overseas sales infrastructure, including the establishment of offices in key market locations.

Edinburgh Instruments Ltd

2 Bain Square
Livingston
West Lothian
EH54 7DQ

Website: www.edinst.com
Employees: 68
Immediate Parent: N/A
CEO: Mr Alan Faichney
Contact for Press Enquiries: Kevin Dorrian, Acumen PR
Tel: 01316 617 027
Email: kevin.dorrian@acumen-pr.com

Based in Scotland and trading since 1971 Edinburgh Instruments Ltd produce luminescence and fluorescence instrumentation, lasers and a range of gas sensors. A manufacturer and exporter of long standing, the company demonstrates a keen focus on customer development and service combined with an ability to manage and maintain a reputation for technological R&D and knowledge in their drive to meet new market demands. The company exports to 54 countries and has now opened up markets in Turkey, Belarus, UAE, the Baltic States, and South America beyond Brazil. A first time winner of a Queen's Award for International Trade, it is recognised for its continuous improvement with export sales accounting for up to 90% of turnover and overseas earnings growth reaching 78% over the last six years.



Gaia Earth Sciences Limited

Phayrelands
Burghead
ELGIN, Moray
IV30 5XZ

Website: www.gaia-earth.co.uk
Employees: 17
Immediate Parent: N/A
Director: Eur Ing Stuart Huyton
Contact for Press Enquiries: Stuart Huyton
Tel: 01343 830 617
Email: info@gaia.earth.co.uk

Established in 2003 and operating in the upstream oil and gas sector, Gaia Earth Sciences Ltd provides quality assurance, quality control and petrophysical services in the highly specialised area of wireline logging & logging while drilling. Gaia assists oil and gas companies in all aspects of their formation evaluation, ensuring that optimal logging technology is employed and that wellsite operations are safe, efficient and cost effective. The company has a reputation for technical excellence and teamwork. Clients continue to seek their expertise due to the increasing costs, risks, and complexities of data acquisition in frontier locations such as Bolivia, Iraq, and China. Operating in often volatile markets and extreme physical environments, they win the Award for their continuous improvement having achieved sustained commercial success and global reach. Exports account for 75% of total sales and Gaia provides services to over 40 clients in 30 countries.

Glencairn Crystal Studio Limited

Unit 11
Langlands Avenue
East Kilbride
Glasgow
G75 0YG

Website: www.glencairn.co.uk
Employees: 27
Immediate Parent: N/A
Director: Mr Scott Davidson
Contact for Press Enquiries: Mr Scott Davidson
Tel: 01355 279 717
Email: scott@glencairn.co.uk

Glencairn Crystal Studio Limited was established in 1981 and designs and manufactures crystal and glass products. A winner of an Innovation Award in 2006, it wins the International Trade Award for the first time for its continuous improvement in export sales with an overall export growth calculated at 722% over the six year period. This performance is seen to be linked to a strategic approach that offers product specialisation and also specific market development. Operating a regional market selection process the company looks to partner with key players in target markets. Recent work with the whisky industry is an example. Exports to over 40 countries with eleven new countries added to the company export portfolio over the period.

J & D Wilkie Ltd

Marywell Works
Marywell Brae
Kirriemuir
Angus
DD8 4BJ

Website: www.jdwilkie.co.uk
Employees: 75
Immediate Parent: J & D Wilkie Holdings Ltd
Managing Director: Mr Bob Low
Contact for Press Enquiries: Mr Bob Low
Tel: 01575 570 207
Email: bob.low@jdwilkie.co.uk

Originally established in 1868, J & D Wilkie Ltd now manufactures technical textiles with a primary market for filtration fabrics. The company also has interests in ballistic vest design and manufacture under the brand name of Jack Ellis. It wins the Award for the first time for its outstanding commercial success achieved through the implementation of a clear strategy for each of the company's three business units and the introduction of combined, shared production between the UK and China. The resulting growth that the company has seen is paralleled by growth in overseas sales of 207% over the last three years.



Mackays Ltd

Unit 4-5
James Chalmers Road
Kirkton Industrial Estate
Arbroath
Angus
DD11 3LR

Website: www.mackays.com
Employees: 145
Immediate Parent: N/A
Managing Director: Mr Martin Grant
Contact for Press Enquiries: Mr Martin Grant
Tel: 01241 432 500
Email: info@mackays.com

Mackays Ltd, founded in 1938, is a food manufacturer producing marmalade, preserves, curds, chutneys, relishes, mustard, white sauces and sweets. The company still uses the traditional copper pans to make all of their products. Since 1995 the company has built an export business from a zero position to supplying 52 markets around the world, accounting for 40% of the company's turnover. In 2004 the company won the Award for outstanding achievement in international trade over three years. It wins the Award in 2012 for the first time for continuous achievement in international trade over six years. It has increased turnover, workforce and overseas earnings with overall growth in exports measured as 145% over the six year period.

Skyscanner Ltd

The Stamp Office
10 Waterloo Place
Edinburgh
EH1 3EG

Website: www.skyscanner.net
Employees: 91
Immediate Parent: N/A
CEO: Mr Gareth Williams
Contact for Press Enquiries: Sam Poullain
Tel: 01312 525 991
Email: samp@skyscanner.net

Established in 2001 and based in Edinburgh, Skyscanner is a leading global travel search site comparing prices on millions of flights, car hire and hotels, and wins the Queen's Award for International Trade for outstanding performance over the last three years. Turnover has more than doubled with exports now accounting for 70% of revenue, contributing to an impressive 719% overseas earnings growth. Skyscanner's website is available in 29 languages and 60 currencies and there are now over 30 countries with 50,000 or more visits to the site per month. New managed markets have been established across Europe and Asia as Skyscanner looks to capitalise on huge growth in these regions, particularly in Asia-Pacific which has been targeted as key to the future growth of the company.

Strategic Procurement (UK) Ltd

SP-1 Enterprise Centre
Exploration Drive
Bridge of Don
Aberdeen
AB23 8GX

Website: www.sp-1.co.uk
Employees: 7
Immediate Parent: N/A
Managing Director: Mr Graeme McNay
Contact for Press Enquiries: Angela Milne
Tel: 01224 355 210
Email: acm@sp-1.co.uk

First time winners Strategic Procurement (UK) Ltd, provide services and technical solutions to the global oil & gas sector specialising in downhole conveyance systems, remote access equipment, and subsea systems. They commenced trading in 2003 to develop innovative solutions and a range of new products and systems to meet challenges that offer added value to their clients. The company works with clients to create new technology and bring it to the market in drilling, production and reservoir evaluation as well as in subsea areas. The company focuses on new IP space for technology and strives to establish industry standards that have a wider resonance across the sector. From its engineering and design effort they have seen a substantial growth in sales in markets including the Far East, India, Norway, Singapore, and Australia and this client centred bespoke problem solving approach has delivered sustained growth and new patents with exports accounting for 73% of all sales revenues.



White House Products Ltd

Kelburn Business Park
Port Glasgow
Inverclyde
PA14 6TD

Website: www.whp.co.uk

Employees: 20

Immediate Parent: N/A

Director: Mr Alastair MacMillan

Contact for Press Enquiries: Mr Alastair MacMillan

Tel: 01475 747 402

Email: atm@whp.co.uk

White House Products Ltd was established in 1984 and manufactures and distributes specialist oil hydraulic pumps, motors and other oil hydraulic parts. It wins the Award for the first time for its continuous improvement in export sales. The company is seen to be enjoying growth in all areas including developing profit from a loss making situation. Overall overseas earnings growth is calculated as 117% for the six year period. The company's strategy is to identify suitable market sectors followed by direct contact with businesses in that sector. The company uses direct sales only, supported by business to business direct marketing, e-mail, telesales and increasingly its website all of which are multi-lingual. The company's primary markets are Europe and the USA.



Alba Ultrasound Limited

Unit 1
Block 3
West of Scotland Science Park
Glasgow
G20 0XA

Website: www.albaulttrasound.co.uk
Employees: 38
Immediate Parent: N/A
Managing Director: Mr Victor Murray
Contact for Press Enquiries: Mr Victor Murray
Tel: 01419 465 020
Email: VMurray@albaulttrasound.co.uk

Alba Ultrasound Limited wins an Innovation Award for the continuous design, development and manufacture of novel array transducers, which generate and detect ultrasound energy. The devices are incorporated, by client companies, into underwater equipment used, for example, in vehicle guidance, surveying and mine detection. Their designs, which incorporate a range of new materials developed by the company, are particularly applicable for use in extreme operating temperatures and pressures and at depths of up to six kilometres. The long-term reliability of the products under severe conditions has placed the company in an acknowledged leading position internationally with manufacturers of underwater sonar systems.

Linn Products Limited

Glasgow Road
Eaglesham
Glasgow
East Renfrewshire
G76 0EQ

Website: www.linn.co.uk
Employees: 170
Immediate Parent: N/A
Managing Director: Mr Gilad Tiefenbrun
Contact for Press Enquiries: Caroline Dooley
Tel: 07768 520 152
Email: caroline.dooley@linn.co.uk

Linn Products Limited wins an Innovation Award for designing and manufacturing high performance recorded music players. The new products, having no moving parts and incorporating in-house technology, can play all formats of digital music up to 24-bit Studio Master recordings, the highest quality format available. Because the players are modular and easy to enhance, they can be upgraded with new features by downloading software from the company's website. The players excel in reproducing 24-bit recordings which had limited availability. Thus the company established its own 24-bit, internet-based library offering customers a wider selection of highest quality recordings. Recent developments enable music to be streamed from the growing range of online music and video services and mobile communication devices. The products have contributed significantly to the success of the business, particularly in export markets.



City Building

350 Darnick Street
Glasgow
G21 4BA

Website: www.citybuildingglasgow.co.uk

Employees: 2200

Immediate Parent: N/A

Managing Director: Mr John Foley

Contact for Press Enquiries: Mel Brookes

Tel: 01412 871 956 or 07734 597 296

Email: melanie.brookes@citybuildingglasgow.co.uk

A Sustainable Development Award is made to one of Scotland's largest construction companies, City Building, for its social and environmental achievements. The company engages vigorously with housing associations and local agencies to improve well-being in the communities where it operates. It helped establish exemplar fuel-efficient houses, via "The Glasgow House" project, adapted military accommodation for servicemen returning from active service and operates a life-long learning centre for disabled people and HM Forces veterans. It applies its high social-sustainable ethos to its own workforce and business activities, encouraging the employment of ethnic minorities and operating a pioneering Women into Construction programme. In addition to running Scotland's largest apprentice centre where training emphasises the importance of sustainability in construction, the company has successfully reduced its 'carbon footprint' through introducing rigorous measures.



Agento Limited t/a Revector

Albany House
14 Shute End
Wokingham
Berkshire
RG40 1BJ

Website: www.revector.com
Employees: 9
Immediate Parent: N/A
CEO: Mr Philip Andrew Gent
Contact for Press Enquiries: Chris Bignall
Tel: 07834 020 460
Email: chris@xl-comms.com

Founded in 2001, Revector (which is the brand name used by Agento Limited) is a fraud detection service provider in the mobile telecommunications market place. Operating in a fast growing market, the company has adapted its business models to develop new opportunities worldwide, resulting in an achievement of 315% growth in overseas earnings over the last three years. Exports have risen to represent 92% of turnover, with the company having entered an impressive 37 new markets in the same period. Revector has invested in marketing its brand through trade fairs and trade missions and has designed resilient, flexible web based management and delivery systems using cloud-based infrastructure to enable this rapid growth in a competitive environment. It also wins the Award for Innovation.

Autologic Diagnostics Ltd

Autologic House
London Road
Wheatley
Oxford
OX33 1JH

Website: www.autologic.com
Employees: 95
Immediate Parent: N/A
Chairman: Mr Kevin Finn
Contact for Press Enquiries: Mr Kevin Finn
Tel: 07739 615 499
Email: karen.poffley@autologic.com

Autologic Diagnostics Ltd [Established in 1999] designs and manufactures automotive diagnostic software and hardware. Specifically Autologic Diagnostics has developed a high-level software-based automotive diagnostic tool that enables vehicle technicians to repair a wide range of car brands. It wins the Award for the first time for its outstanding achievement in export sales growth measured at 166% over three years. The company is also seen to be expanding its operation, entering markets in Russia, China and Brazil amongst others. The company's trading strategy involves a comprehensive support service which is open 24 hours a day and offers multilingual technical support along with a product training service.

Beardow & Adams (Adhesives) Limited

32 Blundells Road
Bradville
Milton Keynes
Buckinghamshire
MK13 7HF

Website: www.beardowadams.com
Employees: 80
Immediate Parent: N/A
Chairman: Mr Robert Adams
Contact for Press Enquiries: Sandra Birley
Tel: 01908 577 511
Email: sandra.birley@beardowadams.com

Established in 1977, Beardow and Adams (Adhesives) Limited are manufacturers and long standing exporters of hot melt adhesives for a diverse range of markets sectors. The company sells its products across six continents, with global partners in over 45 countries and have seen substantial growth in sales to emerging markets, particularly in South America and Eastern Europe whilst sustaining its operations in Western Europe and the USA. They demonstrate a keen focus on customer development and service combined with an ability to manage and maintain a reputation for technological R&D and knowledge in their drive to meet new market demands ahead of their competitors.



Cirrus Logistics Ltd

9A Cedarwood
Chineham Business Park
Crockford Lane
Basingstoke
Hampshire
RG24 8WD

Website: www.cirruslogistics.com
Employees: 11
Immediate Parent: N/A
CEO: Mr David Stanhope
Contact for Press Enquiries: Dawn McMurrow
Tel: 07585 228 226
Email: dawn.mcmorrow@cirruslogistics.com

Basingstoke based Cirrus Logistics Ltd has won a Queen's Award for International trade for an outstanding performance over the last three years. Formally established as Cirrus Logistics in 2001, they provide berth scheduling software and consultancy to enable clients to optimise the operation of shipping terminals, and a warehouse design and simulation software tool used extensively by retailers and logistics companies that design and operate warehouses. Cirrus scheduling, simulation, and optimisation technology enables the testing and improvement of key features in a safe IT environment. Exports now account for 83% of increasing turnover contributing to overseas earnings growth of 148%. The company services an increasing number of clients in 25 countries and has established sales in 11 new markets including the USA in the last 3 years. The company's port scheduling software for large logistical operations is currently in use in Qatar's RasLaffan Port, one of the largest in the world.

Creativity Software Ltd

Rivers Reach
31-35 High Street
Kingston upon Thames
Surrey
KT1 1LF

Website: www.creativitysoftware.net
Employees: 34
Immediate Parent: N/A
CEO: Mr Richard Lee
Contact for Press Enquiries: Rachel Clarke
Tel: 020 8974 5854
Email: rachel@creativitysoftware.net

Creativity Software Ltd develops and supplies telecommunications software to Mobile Network Operators (MNOs) worldwide. Established in 2001, its solutions enable MNOs to capitalise on the enormous market for commercial mobile Location Based Services (LBS). It also provides support to government emergency services (e.g.E112/E911). With over 1,000 MNOs across the world, the market for LBS is truly global. Creativity Software has worked hard to develop a firm customer base amongst the largest MNO groups such as Vodafone, MTN, Cable & Wireless and America Movil. Export sales currently represent 100% of turnover, and the company has achieved outstanding growth of 744% over the past 3 years. The global LBS market is worth up to £15billion per annum, and the company has succeeded in positioning itself as a global technology leader. This is an outstanding achievement for a small company operating in a competitive market with a great many larger global players.

Electrocomponents plc

8050 Alec Issigonis Way
Oxford Business Park North
Oxford
OX4 2HW

Website: www.electrocomponents.com
Employees: 1900
Immediate Parent: N/A
Group Chief executive: Mr Ian Mason
Contact for Press Enquiries: Lynn Webster-Scott
Tel: 01865 207 515 or 07796 336 499
Email: lynn.webster-scott@electrocomponents.com

Founded in 1937, Electrocomponents plc, trading as RS Components in the UK, Europe and Asia and Allied Electronics in North America, is a high service level distributor of electronics and maintenance products. Electrocomponents plc continues to develop its business globally through a multi-channel approach reaching its 1.6m customers with a portfolio of 550,000 products. The company's eCommerce strategy has driven significant growth in size, turnover and profit. They win the Award for the first time for their continuous improvement in each of the commercial areas considered including overseas sales where an overall growth in overseas earnings of 73% is recorded over the six year period.



Electronic Temperature Instruments Ltd

Easting Close
Worthing
West Sussex
BN14 8HQ

Website: www.etiltld.com
Employees: 109
Immediate Parent: N/A
Managing Director & Owner: Mr Peter Webb
Contact for Press Enquiries: Mrs Luisa Coates
Tel: 01903 202 151
Email: luisa.coates@etiltld.co.uk

Electronic Temperature Instruments Ltd has operated since 1983 and manufactures digital thermometers and other instruments. It wins an Award for the first time for its continuous improvement in export activity having grown its sales by 78% over the last six years. This performance is linked with its approach to operating separate distributors in each sales region and in its choice of markets. The company exports to over 40 countries globally.

Elekta Ltd

Linac House
Fleming Way
Crawley
West Sussex
RH10 9RR

Website: www.elekta.com
Employees: 511
Immediate Parent: Elekta AB - Sweden
EVP Business Area Oncology Systems: Mr Johan Sedihn
Contact for Press Enquiries: Brett North
Tel: 01293 654 458
Email: gbnorbre@elekta.com

Elekta Ltd, established in 1996, is a medical device manufacturer that specialises in oncology systems, specifically the design and manufacture of solutions for radiotherapy treatment of cancer. It wins the Award for the first time for its continuous improvement in overseas sales along with a steady growth in the company's overall performance. Over the period of six years, growth in exports is calculated at 131%. The company strategy is to maintain its reputation and customer base through a relationship-focused approach that incorporates trust and responsibility. This is backed by innovative technology development commonly carried out in partnership with its customers.

Focusrite Audio Engineering Limited

Windsor House
Turnpike Road
High Wycombe
Buckinghamshire
HP12 3FX

Website: www.focusrite.com
Employees: 64
Immediate Parent: N/A
Executive Chairman: Mr Philip Dudderidge
Contact for Press Enquiries: Giles Orford
Tel: 01494 836 326
Email: giles.orford@focusrite.com

Established in 1989, Focusrite Audio Engineering Limited design and distribute their own-branded music and recording products. In particular they develop innovative hardware and software products for musicians and the audio recording industry. It wins the Award for the first time for its outstanding achievement in overseas sales growth achieving 158% growth in overseas earnings over the last three years. The percentage of sales exported is also seen to be increasing. This success is related to the implementation of an export strategy that has applied a good mix of marketing, direct sales and distribution agents. The use of globally located distribution centres has also supported the company's export effort in the management of delivery times.



G3Baxi Partnership Limited

Biwater House
Station Approach
Dorking
Surrey
RH4 1TZ

Website: www.g3baxp.com
Employees: 31
Immediate Parent: N/A
Managing Director: Mr Mike Goodman
Contact for Press Enquiries: Janet Laing / Marie Jarvie
Tel: 07507 775 950 or 01372 224 055
Email: janet.laing@g3baxp.com or marie.jarvie@g3baxp.com

G3Baxi Partnership Limited, an engineering consultancy, wins a Queen's Award for outstanding achievement over the last three years. Based in the London area this first time winner and relative newcomer is an employee-owned engineering company specialising in the oil and gas and renewable energy business areas. Primarily, their success has been based on reputation-led provision of innovative solutions that help solve the oil companies' most difficult production challenges. Over the period, sales increased significantly with exports accounting for 80% of turnover and contributing to overseas earnings growth of 65%. They operate and contribute to projects in Norway, Denmark, the Middle East, North Africa, the Caspian, Australia and Canada. The company has appointed agents in the UAE, Oman and Saudi Arabia and has a branch office in Azerbaijan.

Marine Data Systems Ltd

Unit 2, Vittlefields Industrial Estate
Forest Road
Newport
Isle of Wight
PO30 4LY

Website: www.marine-data.com
Employees: 11
Immediate Parent: N/A
CEO: Mr Tim Ingram
Contact for Press Enquiries: John Poyner
Tel: 01983 822 180
Email: john.poyner@marine-data.co.uk

Marine Data Systems Ltd was incorporated in 2004 and designs, manufactures and sells electronic marine navigation equipment. It wins the Award for the first time for its outstanding achievement having shown year on year growth of its overseas sales with overall growth of 134% recorded. The company has concentrated on improving its customer relations and extending its supply to OEM manufacturers and various navies. In addition the company has focused on the shipping refit business as a sales route given the prolonging of the working life of shipping stock in the current economic climate.

Meech International Ltd

2 Network Point
Range Road
Witney
Oxfordshire
OX29 0YN

Website: www.meech.com
Employees: 35
Immediate Parent: N/A
CEO: Mr Christopher Francis
Contact for Press Enquiries: Iain Cameron
Tel: 01993 706 700
Email: iain.cameron@meech.com

Meech International Ltd was founded in 1981 and designs, manufactures and supplies equipment to businesses worldwide for use in a wide range of industrial processes. Meech products include specialist high voltage equipment for the control of static electricity and a range of systems to remove contamination from 2D and 3D objects. Meech wins the Award for a second time for its outstanding achievement in export sales, having continued to grow the business as a whole since 2008, with overall growth in overseas sales reported of 63%. This success is driven by a strategy that focuses sales activity into geographic areas and market segments where the company's products can be differentiated over those of competitors, and where the company can identify and build relationships with customers.



Mind Tools Ltd t/a MindTools.com

The Studio
The Winery
Southlands Lane
West Chiltington
Pulborough
West Sussex
RH20 2JU

Website: www.mindtools.com
Employees: 6
Immediate Parent: N/A
CEO: Mr James Manktelow
Contact for Press Enquiries: James Manktelow
Tel: 07767 478 545
Email: press.2012@mindtools.com

MindTools Ltd t/a MindTools.com has won a Queen's Award for International Trade for continuous improvement over the last six years. Established in 1996 and with its UK base in West Sussex, the company provides practical, online training in leadership, management and personal effectiveness, to individual and corporate clients. Sales have increased steadily and exports account for over 80% of these. Operating a web-based service with clients in more than 125 countries, the company's subscription service, the Mind Tools Club, serves more than 7,500 individual and corporate clients around the world. Mind Tools invests heavily in developing its free online training content to attract paying clients: the strategy is successful, and the website received more than 15 million visitors a year. The company has a small footprint in the UK but its business model allows it to trade internationally with few inhibitions or barriers.

Onelan Limited

Andersen House
Newtown Road
Henley on Thames
Oxfordshire
RG9 1HG

Website: www.onelan.com
Employees: 21
Immediate Parent: N/A
Managing Director: Dr David Dalzell
Contact for Press Enquiries: Marion Bourne
Tel: 01491 411 400
Email: marion.bourne@onelan.com

Onelan Ltd is a digital media technology company providing communication platform equipment. In particular they manufacture and distributes multi-media players and IPTV streaming products. It wins the Award for the first time for its outstanding achievement in overseas sales growth with figures that show a 295% growth in exports over the three year period along with a significant increase in the percentage of sales exported. This export success is supported by after sales and technical support for their customers and the establishment of local technical support for overseas markets. The export strategy is, in part, a result of a need to counterbalance the potential impact on domestic and european markets of external influences.

Oxford Programs Ltd t/a Oxford Royale Academy

St Catherines College
Manor Road
Oxford
OX1 3UJ

Website: www.oxford-royale.co.uk
Employees: 29
Immediate Parent: N/A
Director: Mr William Humphreys
Contact for Press Enquiries: William Humphreys
Tel: 08451 306 021
Email: william@oxford-royale.co.uk

Oxford Programs Ltd t/a Oxford Royale Academy has won the Queen's Award for International Trade for outstanding achievement over the last three years. Established in 2005 student enrolments have grown exponentially year on year and exports have accounted for 98% of total sales. The company offers academic and language training programmes to international students wishing to spend their summer in either Oxford or Cambridge. The company has developed a highly successful strategy using innovative technology to market, recruit, and manage students from over 85 countries. In addition, they have harnessed Facebook and other social media to nurture a relationship directly with the students. This is a progressive company with a positive and proactive attitude making full use of technology, which has allowed them to bypass more traditional marketing strategies.



P & B Metal Components Ltd

Tyler Way
Whitstable
Kent
CT5 2RR

Website: www.p-and-b.com
Employees: 214
Immediate Parent: N/A
Managing Director: Mr Paul Bushell
Contact for Press Enquiries: Natasha Girling
Tel: 01227 791 244
Email: natasha.girling@p-and-b.com

P & B Metal Components Ltd manufacture precision metal components for the switch industry from its bases in Sheffield, South Yorkshire and Whitstable, Kent. Principal industries served are global domestic switch manufacturers, automotive and HVAC industry. Established in 1961, today they export over 80% of their production to over 30 countries worldwide with a turnover of 28.5 million GBP. Nearly half of the company's exports are sent to the Asia Pacific region, demonstrating the company's ability to compete with the low manufacturing costs of emerging countries.

Powertraveller Ltd

Ceratech House
1 Omega Park
Wilsom Road
Alton
Hampshire
GU34 2QE

Website: www.powertraveller.com
Employees: 12
Immediate Parent: N/A
Brand Manager: Mr Jerry Ranger
Contact for Press Enquiries: Vicki Parlour
Tel: 01420 542 980
Email: vicki@powertraveller.com

Powertraveller Ltd, established in 2008 (formerly IDC Plugs Ltd t/a Powertraveller Ltd established in 1986), manufactures portable power devices for electronic devices which it supplies predominantly to the outdoor sector. It wins the Award for the first time for its outstanding achievement in export sales growth which is calculated at 99% overall for the three year period. This success is seen to be linked to the company's decision to expand its overseas brand exposure and to drive export sales through attendance at a number of focused outdoor trade events. The new sales secured by this promotional activity are consolidated through the contracting and use of distribution agents in key territories. The company exports to over 20 countries with new markets in Canada and South East Asia having been entered.

Racelogic Limited

Unit 10
Swan Business Centre
Osier Way
Buckingham
MK18 1TB

Website: www.racelogic.co.uk
Employees: 40
Immediate Parent: N/A
CEO: Mr Graham Mackie
Contact for Press Enquiries: Graham Mackie
Tel: 07801 049 660
Email: graham.mackie@racelogic.co.uk

A previous winner of the award, Racelogic Ltd, situated in Buckingham was established in 1992. Highly innovative it supplies speed, distance and acceleration measurement devices to the automotive sector based on extremely accurate GPS technology. The company has won the Queens Award for International Trade with exports accounting for over 80% of turnover and overseas earnings growth of 117%. Their brand is established in more than 85 countries and customers include almost every car manufacturer in the world including Ferrari, Porsche, VW, Honda and Mercedes Benz. The strength of the company is its ability to innovate in an increasingly complex sector, with recent growth coming from the provision of solutions to test the latest in advanced driver assistance systems. All of the company's products are manufactured in the UK and they have a well-established customer support infrastructure making full use of web-based technology. Racelogic also wins the Award for Innovation.



Scientifica Ltd

Kingfisher Court
Brambleside
Bellbrook Industrial Estate
Uckfield
East Sussex
TN22 1QQ

Website: www.scientifica.uk.com
Employees: 36
Immediate Parent: N/A
Managing Director: Mr Mark Johnson
Contact for Press Enquiries: Mr Adrian Corbin
Tel: 01825 749 933
Email: adrian.corbin@scientifica.uk.com

Scientifica Ltd has been in operation since 1997 and currently manufactures scientific instruments, specifically high precision electrophysiology micromanipulators and microscopes. It wins the Award for the first time for its outstanding achievement in the successful development of its overseas sales and markets with growth of 146% over the last three years. The company's sales strategy matches the specialist nature of the products. It focuses on identifying and contacting electrophysiology researchers through its international sales teams and distributors. At the same time the company maintains a strong brand profile through attendance at trade and research events as well as supporting education and research.

Stanhope-seta Limited

London Street
Chertsey
Surrey
KT16 8AP

Website: www.stanhope-seta.co.uk
Employees: 71
Immediate Parent: N/A
Commercial Director: Mr Giles Verity
Contact for Press Enquiries: Giles Verity
Tel: 01932 564 391
Email: gv@stanhope-seta.co.uk

Originally incorporated in 1940, Stanhope-seta Limited design and manufacture test equipment for the hydrocarbon industries. It wins the Award for the first time for its continuous improvement in overseas sales showing positive growth and performance over the six year period, with an overall growth in sales recorded at 133%. The percentage of sales exported also increases from 77% to 89% over the period. This performance is a result of the successful implementation of an adaptive strategy; a proactive approach in brand development predominantly via trade fairs; and through an investment in the development of new products.

The A P M Group Ltd

Sword House
Totteridge Road
High Wycombe
Buckinghamshire
HP13 6DG

Website: www.apmg-international.com
Employees: 69
Immediate Parent: N/A
CEO: Mr Richard Pharro
Contact for Press Enquiries: Kate Winter
Tel: 07866 518 079
Email: kate.winter@apmggroup.co.uk

The A P M Group Ltd, a UKAS accredited certification body, has won the Queen's Award for International Trade for continuous improvement over the last six years. APMG accredits professional training organisations and manages certification schemes for knowledge-based workers. A provider of accreditation in project and service management, APMG works in partnership with 250+ training companies worldwide. Overseas sales have increased steadily contributing to overseas earnings growth of an impressive 1940%. This has been fuelled by APMG's commitment to adding value to its accredited training companies by expanding its product range, translating exams and opening up new markets. APMG's distribution model is supported by a bespoke IT system, which underpins its business processes. Each new market is established as a local operation supporting a network of local accredited training providers. APMG has language capability in 21 languages and representatives in 12 countries.



Thomas Keating Ltd

Station Mills
Billingshurst
West Sussex
RH14 9SH

Website: www.terahertz.co.uk
Employees: 31
Immediate Parent: Churchwood Trust Ltd
Managing Director: Dr Richard Wylde
Contact for Press Enquiries: Richard Wylde
Tel: 01403 782 045
Email: r.wylde@terahertz.co.uk

Thomas Keating Ltd began life in the 1780s making flea powder. After moving into precision toolmaking at the beginning of World War II, they currently design and manufacture terahertz scientific instruments that are used in astronomy, cosmology, atmospheric remote sensing and electron spin resonance. In laboratories as far afield as Korea and the West Coast of the US, the company's instruments are helping engineers develop controlled nuclear fusion, allowing atmospheric scientists to track trace pollutants in the stratosphere and also enabling astronomers and cosmologists to probe the early Universe. A recent growth area has been the application of its electron spin resonance technologies to structural biology: the US National Institute of Health is using the company's hardware to study prions linked to Alzheimer's disease. They are winning the Award for the first time for outstanding achievement in generating a 193% growth in overseas earnings over three years.

TRANSEC (UK) Ltd

Brickworks House
Spook Hill
North Holmwood
Dorking, Surrey
RH5 4HR

Website: www.transec-uk-ltd.com
Employees: 4
Immediate Parent: Bowden Bros Ltd
Managing Director: Mr Ian Bowden
Contact for Press Enquiries: Ian Bowden
Tel: 01306 743 355
Email: ian.bowden@bowden-bros.com

TRANSEC (UK) Ltd, established in 2004 provide equipment and services to the electricity industry. Based in Dorking the company has won the Queen's Award for International Trade, increasing overall sales with exports accounting for 90% and contributing to overseas earnings growth of 549%. The company has developed a more efficient on-line molecular sieve that continuously removes water from the insulating oil of a power transformer. Quality and reliability are paramount given that customers are usually national power stations and technical approval is required before sales can be made. The company has had two of its key products internationally recognised and has now established a network of overseas agents to represent the product and provide expertise and technical back up. Agents have been appointed in Europe, South America, India and Australia.

Veritek Global Ltd

Veritek House
Edgeland Terrace
Eastbourne
East Sussex
BN22 9NJ

Website: www.veritekglobal.com
Employees: 259
Immediate Parent: N/A
Managing Director: Mr Jim Edgar
Contact for Press Enquiries: Vicki Blaber
Tel: 01323 500 200
Email: Vicki.Blaber@veritekglobal.com

Veritek Global Ltd a provider of technical service and support has won the Queen's Award for International Trade for outstanding achievement over the last three years. This award arises from their successful focus on delivering the highest quality service and support to its growing client base across Europe. Founded in 1985, Veritek has become a leading European supplier of technical service and support to the healthcare, retail and commercial categories. They provide field technicians and back to base repair capability that ensure maximum availability and uptime for large estates of technically challenging equipment. They successfully deliver solutions across Europe in sectors from diagnostic imaging, through digital cinema and graphics to photo image production in thousands of healthcare environments, commercial enterprises and retail outlets. The company continues to strengthen its proposition through growth and diversification.



W Durston Ltd

Grafton Street
High Wycombe
Buckinghamshire
HP12 3AJ

Website: www.durston.com

Employees: 9

Immediate Parent: N/A

Director: Mr Matthew Durston

Contact for Press Enquiries: Matthew Durston

Tel: 07736 381 488 or 07703 731 640

Email: md@durston.com

Established in 1964, W Durston Ltd manufactures rolling mills for the jewellery trade used by jewellers to primarily roll down gold and silver for making jewellery. The company is recognised for its continuous achievement having demonstrated solid year on year growth in overseas sales; exports have risen to represent 90% of total company turnover. Durston sells to over 45 countries and maintains its market position through establishing and reinforcing its high quality product, trading on its name and existing reputation. New markets recently entered include Poland, Suriname, Uganda, Latvia, Ecuador, Philippines, Korea and Austria. They have been able to expand into new larger premises as a result of these successes.



Agento Limited t/a Revector

Albany House
14 Shute End
Wokingham
Berkshire
RG40 1BJ

Website: www.revector.com
Employees: 9
Immediate Parent: N/A
CEO: Mr Philip Andrew Gent
Contact for Press Enquiries: Chris Bignall
Tel: 07834 020 460
Email: chris@xl-comms.com

An Innovation Award is made to the small company Revector (which is the brand name used by Agento Limited) for continuously developing innovative solutions to combat fraud on mobile phone networks worldwide, particularly the fraudulent diversion of international calls on mobile phone networks. The company has designed software and infrastructure to detect SIM cards used to illegally terminate international calls that by-pass local mobile network operators. Revector provides detection empowering operators to disconnect SIM cards immediately. The technology's speed and accuracy enables operators to significantly reduce fraud, financial losses and increase productivity. The system's sophistication facilitates dealing with large numbers of clients by a small operations team within the company. This leads to a cost-effective, competitive service, used by major mobile communications companies in more than 60 countries. It also wins the Award for International Trade.

Aurox Limited

Culham Science Centre
Abingdon
Oxfordshire
OX14 3DB

Website: www.aurox.co.uk
Employees: 5
Immediate Parent: N/A
Managing Director: Dr Rimas Juskaitis
Contact for Press Enquiries: Dr Rimas Juskaitis
Tel: 01865 407 814
Email: rimas.juskaitis@aurox.co.uk

The small company Aurox Limited wins an Innovation Award for designing and manufacturing novel equipment for optical microscopy. The new equipment, which is easily added to the camera port of any microscope, provides an economical approach for the high speed acquisition of high quality images of thin sections within thick specimens. It is particularly useful in applications in the life sciences where high-resolution, artifact-free images of dynamic processes may be obtained with high light efficiency. The innovative patented technology facilitates measurement in a more straightforward way than was previously possible when laser-based systems were employed. The equipment meets a growing market need in the bio-sciences. The company has achieved commercial success in this sector and sees the potential for wider application in the materials area.

B & W Group Limited

Dale Road
Worthing
West Sussex
BN11 2BH

Website: www.bowers-wilkins.com
Employees: 372
Immediate Parent: B&W International Limited - Bermuda
Executive Vice President Operations: Mr Geoff Edwards
Contact for Press Enquiries: Anna Roll (of JCPR)
Tel: 020 3047 4078
Email: Anna_Roll@jcpr.com

Bowers & Wilkins, the British audio brand, has won the Queen's Award for Enterprise in Innovation in joint partnership with its technology partner Element Six, one of the leaders globally, in synthetic diamond supermaterials. The Award was granted for the joint development of the synthetic diamond tweeter dome, which is used in Bowers & Wilkins reference 800 Series models, widely considered to represent the state of the art in sound reproduction. 800 Series models are the reference loudspeakers at Abbey Road Studios and Skywalker Sound but are predominantly bought for domestic use by music lovers. Bowers & Wilkins' development of the synthetic diamond dome tweeter, using the manufacturing expertise of Element Six, allowed its engineering team to make dramatic improvements to the resolution of musical detail and clarity through extending high frequency (treble) response considerably beyond the range of human hearing.



Control & Display Systems Ltd t/a CDSRail

Unit 1 Fulcrum
4 Solent Way
Whiteley
Fareham
Hampshire
PO15 7FT

Website: www.cdsrail.com
Employees: 20
Immediate Parent: voestalpine Hytronics - Austria
CEO: Mr Kainne Clements
Contact for Press Enquiries: Kainne Clements
Tel: 07971 183 880
Email: kainne.clements@cdsrail.com

An Innovation Award is made to Control & Display Systems Ltd for designing and manufacturing the MiniLogger range of data loggers for monitoring rail infrastructure. The devices incorporate patented technology for the measurement of parameters relating to the performance & availability of vital signalling & power systems on rail networks. They provide detailed diagnostic data to predict the failure of a wide range of fixed assets including points, signalling equipment and level crossings. Automated alerts allow maintenance intervention before assets fail in service, preventing delays and unplanned track access. Due to a modular hardware architecture and flexible software, the MiniLogger is easy to install and rapidly re-configured to accommodate a variety of railway systems and asset monitoring/management platforms. These products were designed for ease of manufacture and assembly, leading to high productivity. They have been commercially successful in domestic and export markets.

Edwards Group plc

Crawley Business Quarter
Manor Royal
Crawley
West Sussex
RH10 9LW

Website: www.edwardsvacuum.com
Employees: 880
Immediate Parent: N/A
Chief Executive Officer: Mr Matthew Taylor
Contact for Press Enquiries: Miles Firth, GM Corporate Communications
Tel: 01293 603 451
Email: miles.firth@edwardsvacuum.com

Edwards wins an Innovation Award for designing and supplying turbo-molecular vacuum pumps for scientific instruments. The vacuum pumps are used, particularly, in laboratories where they are a key part of mass spectrometers and electron microscopes. The new devices are the result of considerable research and development and provide ultra-high vacuum performances and exceptionally fast pumping speeds. Incorporating patented technology, they are highly reliable, easy to service and have low energy consumption. Compared with alternative pumps, they have lower vibration and less stray magnetic fields - critical features when they are to be incorporated into scientific instruments with nano-scale resolutions. Since being introduced to the market, the instruments have enjoyed outstanding commercial success.

Element Six Limited

2 Kings Ride Park
Ascot
Berkshire
SL5 8BP

Website: www.e6.com
Employees: 82
Immediate Parent: Element Six Technologies SARL - Luxembourg
Head of Technologies: Mr Adrian Wilson
Contact for Press Enquiries: Iain Hutchison
Tel: 020 8742 4949
Email: Iain.Hutchison@e6.com

Element Six, the global leader in synthetic diamond supermaterials, in partnership with Bowers & Wilkins (B&W), wins a Queen's Award for Enterprise in Innovation. To meet B&W's requirement, Element Six developed a chemical vapour deposition (CVD) manufacturing process to achieve the world's first large-scale commercialisation of synthetic diamond tweeter domes. Element Six drew upon over 50 years of engineering materials knowledge and expertise in developing the synthetic diamond speaker domes which B&W use in their premium 800 Series Diamond speaker range - recognised by most industry commentators as amongst the world's finest loudspeaker range. Element Six has a successful track record of applying the extreme properties of synthetic diamond within both abrasive applications and a diverse range of advanced technology applications, including uses in other electronic systems.



Fianium Limited

20 Ensign Way
Hamble
Southampton
Hampshire
SO31 4RA

Website: www.fianium.com
Employees: 35
Immediate Parent: Fianium Holdings Limited
Managing Director: Dr Anatoly Grudinin
Contact for Press Enquiries: John Clowes
Tel: 02380 458 776
Email: john.clowes@fianium.com

An Innovation Award is made to Fianium Limited for the development of Supercontinuum Fibre lasers. The company's range of lasers generate white light many million times brighter than the sun. Developed by Fianium in 2004, the supercontinuum fibre laser is now utilised within a vast range of scientific, medical and industrial applications. A single WhiteLase source can replace up to sixteen individual lasers at a fraction of the cost. Moreover, the stability and reliability of the technology is now enabling the replacement of powerful lamps for illumination in established markets. Fianium's continued investment in WhiteLase development has delivered not only ten-fold laser power increase with industrial reliability for 24/7 operation but also created more than 30 jobs in Hampshire. With the commercial success of WhiteLase lasers, Fianium has become a global-leader in ultrafast technology and employs 35 people in the UK with global sales and support infra-structure.

Metricell Limited

Barclays House
51 Bishopric
Horsham
West Sussex
RH12 1QJ

Website: www.metricell.co.uk
Employees: 11
Immediate Parent: N/A
Metricell Limited: Dr Stephen Mockford
Contact for Press Enquiries: Dr Stephen Mockford
Tel: 01403 251 494
Email: steve.mockford@metricell.co.uk

For developing software that analyses data about mobile networks, the company, Metricell Limited, wins an Innovation Award. The expanding demands for mobile communications have prompted the need to operate large complex networks at the highest levels of technical and commercial efficiency. Typically, UK network-providers service 15 million customers from 20 thousand base stations, generating vast amounts of data on equipment performances, signal strengths, customer locations and service quality. Incorporating advanced data mining and processing techniques, the new software provides management information on a geographical basis to support decision-making about resource allocation and investment in new infrastructure. This has led to improved service, higher customer satisfaction and less customer transfers between operators. The software is supplied to all UK mobile phone operators and many overseas clients and has led to outstanding commercial success.

Milmega Limited

Park Road
Ryde
Isle of Wight
PO33 2BE

Website: www.milmega.co.uk
Employees: 30
Immediate Parent: Frameflair Limited
Finance Director: Mr Graeme Goodall
Contact for Press Enquiries: Joeley Messer
Tel: 01983 618 004
Email: Joeley.Messer@Milmega.co.uk

For designing and developing Electromagnetic Compatibility (EMC) testing equipment, Milmega Limited wins an Innovation Award. The tests evaluate the susceptibility of electronic products to electromagnetic emissions by irradiating them with signals generated by high-powered amplifiers. International standards, introduced in 2005, required the tests to be undertaken at frequencies higher than previously, rendering them expensive and unreliable with existing equipment. New equipment, the result of a novel design methodology and incorporating recently-developed gallium nitride-based transistors, was introduced. It constrained costs and enabled reliable testing to be carried out. The new instruments, using a modular design, have higher efficiency and lower running costs relative to previous equipment. The development has brought to the company commercial success, warranting the establishment of a global distribution network.



Oxford Instruments NanoAnalysis

Oxford Instruments
Halifax Road, Cressex Business Park
High Wycombe
Buckinghamshire
HP12 3SE

Website: www.oxford-instruments.com
Employees: 150
Immediate Parent: Oxford Instruments Nanotechnology Tools Ltd
Managing Director: Dr Ian Barkshire
Contact for Press Enquiries: Dr Ian Barkshire
Tel: 01494 479 331
Email: Ian.Barkshire@oxinst.com

An Innovation Award is made to Oxford Instruments NanoAnalysis for developing an X-ray detector to be incorporated into scanning electronic microscopes. Innovative features of the detector enhance performance in three areas. The first is through-put speed measured by the number of counts that can be detected per second. The second is the consistency with which characteristic X-ray energy emissions are identified and the third is the number of emitted X-rays that can be captured. Scanning electron microscopes are ubiquitous in materials research and quality control laboratories, where identifications are made by analysing characteristic X-rays emitted when electrons strike samples. There are huge scientific benefits arising from the enhanced resolution and speed of detection of the new device. A world-leading product has been created and successfully penetrated the markets.

Racelogic Limited

Unit 10
Swan Business Centre
Osier Way
Buckingham
MK18 1TB

Website: www.racelogic.co.uk
Employees: 40
Immediate Parent: N/A
CEO: Mr Graham Mackie
Contact for Press Enquiries: Graham Mackie
Tel: 07801 049 660
Email: graham.mackie@racelogic.co.uk

Racelogic Limited wins an Innovation Award for developing LabSat, a device to enable satellite navigation systems to be tested without leaving the laboratory. As the range of GPS-enabled products continues to grow world-wide, the device provides reliable and repeatable testing for such products. The development overcame difficulties associated with the complex nature of real world GPS satellite signals. It enabled testing in situ and replaced expensive simulations. Not only have the processes become cheaper, easier and quicker than alternatives, but the new device enables testing of world-wide systems from offices, without the traditional need for road-testing. The innovation has taken validation of satellite navigation systems to new levels, thus increasing confidence in their performance. LabSat sales have contributed significantly to the growth of the company. Racelogic also wins the Award for International Trade.

RFEL Ltd

Innovation Centre
Monks Brook
Newport
Isle of Wight
PO30 5WB

Website: www.rfel.com
Employees: 22
Immediate Parent: Rheinmetal Defence UK Limited
CEO: Dr Alex Kuhrt
Contact for Press Enquiries: Nigel Robson
Tel: 01481 233 080
Email: Nigel@vortexpr.com

For continuously developing real-time monitors of radio signals, the small company, RFEL Ltd, wins an Innovation Award. Incorporating patented signal processing techniques and radio receivers capable of constantly detecting all radio-spectrum signals, the monitors have applications in surveillance and satellite communications. They have the capacity to extract, from a wide input signal, any number of channels simultaneously in real time. The innovations have extended monitoring capability significantly. They have enabled the activity to be carried out with high accuracy and speed, using low power and minimal space and at low costs. They have provided the company with opportunities to achieve high levels of commercial success.



Siemens plc MR Magnet Technology

Wharf Road
Eynsham
Witney
Oxfordshire
OX29 4BP

Website: www.siemens.com/healthcare
Employees: 443
Immediate Parent: Siemens plc
Managing Director: Mr Craig Marshall
Contact for Press Enquiries: Laura Bennett
Tel: 01276 696 374
Email: laura.bennett@siemens.com

Siemens plc MR Magnet Technology wins an Innovation Award for developing a range of high-strength magnets used in medical diagnostic imaging. Magnetic resonance imaging (MRI) produces detailed images of soft human tissue, safely, painlessly and non-invasively. Using its cutting edge technology, the company has a significant share of the high end market with its 3 Tesla magnets. The value added by the latest innovations has brought 3 Tesla MRI scanners within the budgets of many hospitals and, because of weight reductions, enables them to be installed on any storey. The developments have also significantly reduced the intrinsic carbon footprint and enhanced the sustainability of its magnets. This award was possible owing to the global power of Siemens Healthcare in the MRI market and by having a world class team at the Oxford based company that is very well served by a supply chain that is both local and global.

TRAKA PLC

30 Stilebrook Road
Olney
Buckinghamshire
MK46 5EA

Website: www.traka.com
Employees: 62
Immediate Parent: N/A
Chairman: Mr John Kent
Contact for Press Enquiries: Mr John Kent
Tel: 01234 712 345
Email: jbk@traka.com

For the development of intelligent lockers, TRAKA PLC wins an Innovation Award. The lockers, which automatically provide registered users access to specified items, are designed for managing sensitive assets. Users are identified by scanners, including chip and pin card-readers and biometric-readers. Radio-frequency identification devices (RFID) are covertly located within assets and RFID-readers, within the lockers, register issues and returns. Incorporating bespoke software, the products link users with assets. For example, through scanning driving licences, hire companies allocate car keys with hidden RFID-tags to authorised drivers. The devices, which provide usage reports in written and graphical forms, are applicable to environments as disparate as hospitals, casinos and warehouses. As well as increased security, benefits include reduced staffing and capital costs. Through the innovation, business has expanded to world-wide markets.

Turbosound Ltd

Units 1-6
Star Road
Partridge Green
West Sussex
RH13 8RY

Website: www.turbosound.com
Employees: 32
Immediate Parent: Proel S.p.A. - Italy
Managing Director: Mr Simon Blackwood
Contact for Press Enquiries: Martin Reid
Tel: 01403 712 722
Email: martin.reid@turbosound.com

Turbosound Ltd wins an Innovation Award for manufacturing high quality loudspeaker systems. Used to support concert tours, they incorporate two advanced technologies developed by the company. The first, the Polyhorn, addresses problems of destructive interference between adjacent sources, and thus provides better sound quality from multiple-speaker arrays. The second, the Dendritic, enables high quality concert sound to be uniformly distributed across widely differing indoor and outdoor audience spaces. The new technologies combine to ensure better quality sound throughout auditoria, both from side to side and from front to rear, thus enhancing the concert experience for all audience members. The lightness and compactness of the loudspeaker systems facilitate easy transportation and deployment. Products designed incorporating these new technologies have provided commercial success for the company.



B&Q PLC

B&Q House
Chestnut Avenue
Chandler's Ford
Eastleigh
Hampshire
SO53 3LE

Website: www.diy.com
Employees: 23398
Immediate Parent: Kingfisher PLC
CEO: Mr Martyn Phillips
Contact for Press Enquiries: Z-PR
Tel: 020 7896 3404
Email: bandq@z-pr.com

A Sustainable Development Award is made to B&Q PLC for the continuous implementation of sustainability initiatives. Actively encouraging customers, employees and suppliers to embrace appropriate behaviour, the company has worked at many levels. In addition to campaigning to change European policies on timber acquisition, it has engaged with its supply chains to improve wood, peat and paint sourcing. For example, it has influenced forest management practices globally. It has created a range of new, environmentally-friendly products and introduced a corporate objective to deliver the One Planet Home programme, entailing rigorous staff training and new practices. Having established, in 2007, ambitious long-term targets for its products, by 2011, the company had achieved 20% reduction in carbon dioxide emission and the re-cycling of 85% of its waste.

Big Yellow Group PLC

1-2 The Deans
Bridge Road
Bagshot
Surrey
GU19 5AT

Website: www.bigyellow.co.uk
Employees: 301
Immediate Parent: N/A
Corporate Social Responsibility Manager: Mr Paul Donnelly
Contact for Press Enquiries: Paul Donnelly
Tel: 01276 478 723
Email: pdonnelly@bigyellow.co.uk

Big Yellow wins a Sustainable Development Award for maintaining an appropriate emphasis on its environmental responsibility. The company owns, operates and develops self-storage facilities, located throughout the UK. It provides storage space in purpose built facilities constructed of, mostly, re-cycled, low-energy materials and its storage services are provided for domestic and business customers. The company committed resources to social and environmental objectives and, in 2007, appointed a Corporate Social Responsibility Manager. Thus, in designing new sites, in retro-fitting existing stores and in managing its services to all of its stores, sustainability was given high priority. Through measuring and reporting appropriate parameters and incorporating energy-efficient technologies, the carbon foot-prints of the company and its customers were significantly reduced. The company has worked continuously with its stakeholders to minimise waste, water-usage and carbon dioxide emissions.

Greenham Common Community Trust Ltd

Liberty House
The Enterprise Centre
Greenham Business Park
Newbury
Berkshire
RG19 6HW

Website: www.greenham-common-trust.co.uk
Employees: 15
Immediate Parent: N/A
Chief Executive: Mr Stuart Tagg MBE
Contact for Press Enquiries: Julian May
Tel: 01635 817 407
Email: julian@greenham-common-trust.co.uk

Greenham Common Community Trust Ltd wins a Queen's Award for Sustainable Development for the third time. The Trust has again been recognised for its contribution to social welfare and cohesion, stable economic growth and ecological balance, having won the Award in 2003 and 2008. Its diverse community initiatives and charitable grants are possible through the sustainable management of its main asset Greenham Business Park. The scale and breadth of recent projects are impressive. Since 2010 they include, establishing a Basingstoke Innovation Centre for local entrepreneurs, a £2.1m centre for the voluntary sector in Newbury, £650,000 for supported homes for young adults with learning disabilities, helping to transform an under-utilised hall into a community centre and £3m for social, educational, leisure and environmental initiatives in West Berkshire and North Hampshire. In total the Trust has distributed £16.2m of charitable income, enhancing the lives of thousands of local residents.



Mrs. Elizabeth (Hammie) Tappenden

Director
In To Biz Limited
The Isle of Wight

Contact for Press Enquiries: Michelle Russell
Tel: 07929 847 665
Email: michelle@pingpr.co.uk

Elizabeth (Hammie) Tappenden has a 20 year history of engaging with the most disadvantaged groups in the Isle of Wight and the wider community to help them to take self-employment as a route out of their difficulties. She has supported over 6,000 individuals, helping them explore the opportunities for starting their own business. These include the long-term unemployed, people with disabilities or long-term sickness, ex-offenders and women returners. These social groups find it difficult to secure employment and have substantial social and health issues to overcome. She has helped them to deal with these issues and to choose self-employment through development of a range of specialist materials to support differing learning needs, often going the extra mile and making herself available out of hours and, by creating strong networks with local, regional and national organisations and businesses to assist them.

Mr. Hugh Burnett OBE DL

Founder and Chairman
Enterprise Works
Newhaven
East Sussex

Contact for Press Enquiries: Hugh Burnett
Tel: 07710 101 829
Email: hugh.burnett@ntlworld.com

Hugh Burnett had been actively involved with regeneration in Newhaven and East Sussex for a number of years, all on an unpaid basis. On retirement from his position as Executive Chairman of Cash Bases Ltd in 2004, he set up a family trust fund to acquire a 23,000 sq ft facility in Newhaven to set up a charity to promote enterprise in the manufacturing sector. 'Enterprise Works' provides incubator space and support to fledging businesses. Hugh has devoted time to promoting learning, training and development of the businesses involved and his achievement is demonstrated by the fact that no business that has received support from Enterprise Works has yet failed and many have flourished into award winners creating 80 new jobs in an area with higher than average unemployment.

Professor Russell Smith

Chief Executive Officer
Business Boffins Ltd
Chinnor
Oxfordshire

Contact for Press Enquiries: Professor Russell Smith
Tel: 01844 690 501
Email: russell@businessboffins.com

Professor Russell Smith established the educational organisation, Business Boffins, promoting business enterprise skills in 1999. Business Boffins is an innovative, structured business support programme delivered over 16 months and comprises a book: 'How to set up a successful business', supporting CD ROM modules and interactive workshops. He obtained £1m funding for the programme to license it to a university in five Regional Development Areas increasing its availability. His other achievements include establishment of the Hamilton Project, which provides ex-service personnel with the programme, and includes a special edition of the accompanying book for them and an EU project for disabled people and carers which has supported 70 people. To date the programme has been distributed to over 3,000 people, and helped them raise a total of over £50 million from backers.



Advanced Insulation Plc

Unit E Bristol Road
Hardwicke
Gloucester
GL2 4PA

Website: www.aisplc.com
Employees: 102
Immediate Parent: N/A
Managing Director: Mr Andrew Bennion
Contact for Press Enquiries: Howard Walker
Tel: 01452 880 835 or 07740 579 774
Email: howard.walker@aisplc.com

Incorporated in 2007, Advanced Insulation plc specialises in phenolic fire protection and insulation materials which are generally sold to the oil production industry. It wins the Award for the first time for its outstanding achievement in growing overseas sales over the last three years, measured at 205%, which is also reflected in rises in staff levels, turnover and profit. The company applies a high level of research and continuous technology development to ensure that its products remain competitive in a sector that is both highly technical and well regulated. This approach is partnered with a sales strategy that identifies and supports existing and new markets alike.

Allen & Heath Limited

Kernick Industrial Estate
Penryn
Cornwall
TR10 9LU

Website: www.allen-heath.com
Employees: 139
Immediate Parent: D&M Audio Holdings UK
Managing Director: Mr Glenn Rogers
Contact for Press Enquiries: Vicky Clark
Tel: 01326 370 104
Email: vicky.clark@dmh-global.com

Allen & Heath Limited has been designing and manufacturing professional audio mixing consoles since 1969. From its base in Penryn, Cornwall, the company serves a global clientele that spans the audio industry, from live bands to recording studios and from houses of worship to DJs and clubs. The company wins the Award for its outstanding achievement in export growth since 2008, with overseas earnings growing by 64% along with growth in the company operation and profit. They have built a premium brand and has nurtured its relationships with distribution partners in more than 70 countries. This network is used both to develop the markets and to gather customer feedback which influences future product development. Now part of D&M Holdings Inc. Japan, Allen & Heath previously received a Queen's Award in 1995.

Alvan Blanch Development Company Ltd

Chelworth Manor
Crudwell
Malmesbury
Wiltshire
SN16 9SG

Website: www.alvanblanch.co.uk
Employees: 67
Immediate Parent: N/A
Managing Director: Mr Andrew Blanch
Contact for Press Enquiries: Andrew Blanch
Tel: 01666 577 333
Email: andrewblanch@alvanblanch.co.uk

Alvan Blanch Development Company Ltd has operated since 1952 and manufactures driers for all kinds of grain and pulses, herbs and spices and other types of biomass along with cleaning and storage systems for grain and animal feed. It wins the Award for the first time for its outstanding achievement in increasing its overseas earnings by some 160% in addition to growth of 111% in overall sales. These results are linked with its approach of providing a good customer experience through detailed research to understand the client's market, and any associated problems. The company then provides technical support staff to assist with installation and aftercare which is seen as a suitable approach given the capital purchase nature of the products.



Avon Metals Limited

Ashville Works
Ashville Road
Gloucester
GL2 5DA

Website: www.avonmetals.com
Employees: 55
Immediate Parent: The Remet Company Ltd
Chief Executive Officer: Mr Steven Munnoch
Contact for Press Enquiries: Steven Munnoch
Tel: 07980 715 033
Email: stevenmunnoch@avonmetals.com

Avon Metals Limited established in 2001 exports aluminium alloys, non-ferrous scrap and specialty minor metals that are not traded on any formal exchange for use in a wide range of industries including automotive, aerospace and electronics. The company have achieved a 20% share of the global market in aluminium master alloys and have increased their exports as a percentage of turnover by 20% over the last three years through realising impressive overseas growth earnings of 214%. Avon are committed to developing their international business trading strategy and continue to penetrate new markets - United States, Middle East, Eastern Europe - particularly in emerging economies which are starting to use the products they handle.

BOFA International Ltd

21-22 Balena Close
Poole
Dorset
BH17 7DX

Website: www.bofa.co.uk
Employees: 71
Immediate Parent: N/A
Chairman: Mr David Cornell
Contact for Press Enquiries: Dave Cornell
Tel: 01202 699 444
Email: dave.cornell@bofa.co.uk

BOFA International Ltd incorporated in 1987 design, develop and manufacture fume extraction and filtration systems for a variety of industries. As a first time winner, BOFA has been recognised for its outstanding achievements in export sales over the past three years with overseas earnings growth of 108% achieved by a well implemented business strategy. Sales activity is focused on three primary regions, (Europe, USA and Asia) and the development of OEM partnerships which are reinforced by an expanding distribution network. Key to the company's success has been the ability to respond quickly to market change. Rapid developments within the laser and printing sectors have created new applications with differing fume management needs. BOFA's ability to apply in house resource and expertise to develop and market product solutions has enabled them to capitalise on such opportunities.

Elitehill Trading Ltd t/a DUO

Vallis House
57 Vallis Road
Frome
Somerset
BA11 3EG

Website: duoboots.com
Employees: 70
Immediate Parent: N/A
CEO: Mr Nick Sinfield
Contact for Press Enquiries: Nick Sinfield
Tel: 01373 468 190
Email: nick@duoboots.com

Elitehill Trading Ltd t/a DUO wins a Queen's Award for International Trade for outstanding achievement following overseas earnings growth of 421% over the last three years. Established in 1972 as a domestic retailer in Bath selling high fashion footwear before moving into designing and manufacturing, they have three outlets for direct sales but has harnessed the potential of e-commerce, leveraging its unique on line fitting service to win business. Selling to consumers in 132 countries, it has French, German, and Dutch language websites backed up by native speaking customer service teams to underpin the company's approach to their core markets. Driven by a commitment to provide high levels of quality and customer service, 80% of customers get the right fit first time compared to a fashion sector average of 40%.



Eurobath International Ltd t/a VADO

Cheddar Business Park
Wedmore Road
Cheddar
Somerset
BS27 3EB

Website: www.vado-uk.com
Employees: 95
Immediate Parent: N/A
Managing Director: Mr James Williams
Contact for Press Enquiries: Miles Pluckwell
Tel: 01934 745 187
Email: miles.pluckwell@vado-uk.com

Eurobath International Ltd t/a VADO has been exporting products for over 20 years. Established in 1988, they design and manufacture bathroom and plumbing fittings for supply to plumbing merchants and bathroom retailers as well as residential and hotel developments. Their products are sold in more than 50 countries around the world and new markets entered in the last six years for this continuous achievement award winner include: Italy, Malawi, New Zealand, Turkey and Yemen. The company has achieved an impressive growth in overseas earnings since 2005 of 277% increasing its exports sales as a percentage of turnover from 35% to 50% and more than doubling its workforce as a result. The company's commercial success is underpinned by close working partnerships with its customer base and a very strong reputation for customer service.

Freeman Technology Limited

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

Website: www.freemantech.co.uk
Employees: 14
Immediate Parent: N/A
Managing Director: Mr Reginald Freeman
Contact for Press Enquiries: Dr Trish Appleton
Tel: 01480 471 059
Email: trish.appleton@kapleronline.com

Freeman Technology Limited manufacture and supply the FT4 Powder Rheometer, a universal powder tester for measuring powder properties. It wins the Award for International Trade for the first time for its outstanding achievement in growing its export sales earnings. The company focuses on the niche area of powder rheometry. Through a technology leading product, customer service and a reputation as a sector expert, Freeman has been able to establish a growing export business for its product range. The result of this activity is reflected in expansion of the company's size, turnover, profit and overseas earnings. Overall, overseas earnings growth is 91% over the past three years.

Milspeed Limited

Willow Court
Industrial Park
Bourton on the Water
Gloucestershire
GL54 2HQ

Website: www.milspeed.com
Employees: 11
Immediate Parent: N/A
Director: Mr Ian Milhench
Contact for Press Enquiries: Ian Milhench
Tel: 01451 820 381
Email: ian.milhench@milspeed.com

Milspeed Limited has been in operation since 1997 and supplies footwear components. In particular, Milspeed supplies thermoplastic materials and reprocessed pellets to footwear manufacturers. It wins the Award for the first time for its continuous improvement in export performance along with overall commercial growth. Over the six year period the company is able to show growth in workforce, turnover and profit with overall export growth measured at 114%. The percentage sales exported is also greater than 90%. This success is related to, in part, its overseas strategy that has taken the company into new markets, by example China and India, as the footwear production capacity has moved to these regions. It is also able to show adaptability of approach for each of the markets in which it operates.



NanoSight Ltd

Unit 2c London Road
Amesbury
Salisbury, Wiltshire
SP4 7RT

Website: www.nanosight.com

Employees: 21

Immediate Parent: N/A

CTO, Director and Founder: Dr Bob Carr

Contact for Press Enquiries: Dr Bob Carr

Tel: 01980 676 060

Email: bob.carr@nanosight.com

NanoSight Ltd was established in 2004 and works in the design, manufacture and sales of scientific instrumentation, in particular, laser based instrumentation for the characterisation of nano materials. It wins the Award for the first time for its continuous improvement in overseas sales growth measuring some 2400% growth over six years and with the proportion of sales exported as a percentage of turnover also increasing. This success is linked to a constant effort by the company to further develop its technology and also in being active with and presenting to the research community.

Special Products Unit of Siemens Metals Technologies

Technology Centre
9 Aviation Park West
Bournemouth International Airport
Christchurch
Dorset
BH23 6EW

Website: www.industry.siemens.com

Employees: 41

Immediate Parent: Siemens Metals Technologies

Director of Special Products: Mr Malcolm Jenkins

Contact for Press Enquiries: Andrea Meade

Tel: 01709 726 531

Email: andrea.meade@siemens.com

The Special Products Unit of Siemens Metals Technologies design and supply instrumentation and associated equipment into flat rolling mills, finishing lines and rod & bar mills worldwide. The measurement of flatness or profile is a key element for the production of quality products within the steel and aluminium industry. The business was established in 2001 as Shape Technology Ltd and is now a part of Siemens plc, Industry Sector, Metals Technologies. They win the Award for a second time for their outstanding achievement in growing overseas earnings, showing good year on year growth with an overall growth of 73% since 2008 recorded. The Special Products Unit is able to show that the commercial success enjoyed is a result of extending their export activities and also having supported this expansion with comprehensive support services.

Vi-Spring Limited

Ernesettle Lane
Plymouth
Devon
PL5 2TT

Website: www.vispring.co.uk

Employees: 196

Immediate Parent: Flex Equipos De Descanso SA - Spain

Managing Director: Mr Michael Meehan

Contact for Press Enquiries: Sally Bowles

Tel: 0207 801 6255

Email: huw@thincpr.com

Vi-Spring Ltd, established in 1901, pioneered the use of pocket springs in bed-making. Over a hundred years later, the company continues to produce its hand made, luxury beds in Britain, which are then sold across the world. It wins the Award, for the first time, for its continuous improvement in overseas sales growth for the six year period, recording overall growth of 310 %, along with growth in turnover and profit. The percentage of sales exported has also increased. This success is seen to be, in part, linked to the export sales strategy which focuses on maintaining and growing the high quality reputation of the company, along with extending its supply lines. The company has recently opened markets in 14 new countries.



Adey Ltd t/a ADEY Professional Heating Solutions

Gloucester Road
Cheltenham
Gloucestershire
GL51 8NR

Website: www.adey.co.uk

Employees: 39

Immediate Parent: N/A

Marketing & Communications Director: Mr Haimish Mead

Contact for Press Enquiries: Mr Haimish Mead

Tel: 01242 546 700

Email: haimish.mead@adeysolutions.co.uk

ADEY Ltd t/a ADEY Professional Heating Solutions wins an Innovation Award for developing the MagnaClean filter technology, which is a magnetic filtration system for protecting central heating systems. The filter captures iron oxide sludge, a major cause of deterioration in central heating systems, before it causes significant damage. It is designed to be installed easily into standard systems, regardless of age. As a result of the development, domestic and commercial boiler life-times are extended, by up to 50%, maintenance call-outs are reduced, by over 30%, and energy efficiency is improved; the latter leading to reduced fuel costs. The market-leading technology is driving business success in the company.

AmSafe Bridport Limited

The Court, West Street
Bridport
Dorset
DT6 3QU

Website: www.amsafe.com

Employees: 224

Immediate Parent: AmSafe Global Holdings Inc - U.S.

Vice President, Defense: Mr Neal McKeever

Contact for Press Enquiries: Neal McKeever

Tel: 01308 426 678

Email: neal.mckeever@amsafe.com

An Innovation Award is made to AmSafe Bridport Limited for designing and developing 'Tarian', a revolutionary system to protect armoured military vehicles against rocket-propelled grenade (RPG) attacks. The technology has been developed in response to a requirement from the military for a lightweight, higher performance and more robust alternative to traditional, heavy, metal bar armour RPG protection systems. The core element of the Tarian RPG defeat mechanism is an extremely strong textile net manufactured from high-tenacity fibres. Tarian nets are attached to vehicles using innovative flexible mounts that enable the system to withstand harsh vehicle operating conditions without sustaining damage. Compared with traditional bar armour, Tarian provides improved protection and, being significantly lighter, enables vehicles to operate more efficiently. Tarian has been deployed in Afghanistan for two years fitted to vehicles and supplied as QuickShield repair kits for damaged bar armour.

Renishaw plc

New Mills
Wotton-Under-Edge
Gloucestershire
GL12 8JR

Website: renishaw.com

Employees: 1650

Immediate Parent: N/A

Director & General Manager - CMM Products Division:

Mr David Wallace

Contact for Press Enquiries: Chris Pockett

Tel: 01453 524 133

Email: Chris.Pockett@Renishaw.com

Renishaw plc wins an Innovation Award for its ultra-high accuracy analogue scanning probe system for use in automotive and power train applications. The SP80 is a quill mounted passive scanning device for use on Co-ordinate Measuring Machines and satisfies the demands for high accuracy form-measurement of parts with deep features. The passive scanning probe is designed to carry styli up to 800 mm long with a mass of up to 500g with no counter balancing and no significant degradation in measuring performance. Its isolated optical method of motion detection and digital scale and readhead technology produces transducer resolution of 20 nanometres. The dynamic response of the probe enables highly accurate scanning without sacrificing speed, thereby reducing production bottlenecks and improving process control. The SP80 is fully compatible with Renishaw's Universal CMM Controller (UCC) giving users the benefit of sophisticated in-built scanning cycles with simplified measuring routines.



Simpleware Limited

Bradninch Hall
Castle Street
Exeter
Devon
EX4 3PL

Website: www.simpleware.com
Employees: 14
Immediate Parent: N/A
Managing Director: Dr Philippe Young
Contact for Press Enquiries: Mrs Barbara Pintaske
Tel: 01392 428 750
Email: info@simpleware.com

Simpleware Ltd, a fast growing high technology company based in the South West, wins an Innovation Award for developing state of the art tools that convert 3D image data into high-quality computer models used for engineering design and simulation. Simpleware grew out of recognising the need for applying computer simulation techniques to complex structures and objects, such as the human body, composite materials, and soil, for which no computer aided drawings (CAD) are available. Based on patented algorithms developed by Simpleware, a radical new approach to generating models is now possible and this has opened up image-based analysis to a variety of industries and research areas. Over 90% of sales are export-based with a customer base coming from a wide range of blue chip companies, leading research institutes and universities world-wide. Through the innovation, the business has been outstandingly successful.

TRL Technology Ltd

Unit 19, Miller Court
Severn Drive
Tewkesbury Business Park
Tewkesbury
Gloucestershire
GL20 8DN

Website: www.L-3Com.com/TRL
Employees: 416
Immediate Parent: L-3 Communications Holdings Inc. - USA
Vice President, National Security: Mr Adrian Cunningham
Contact for Press Enquiries: Fiona Eaton
Tel: 01684 852 814
Email: fiona.eaton@l-3com.com

TRL Technology Ltd wins an Innovation Award for developing an encryption device, called Mini-CATAPAN®. The device meets the demand for protection of classified voice and data communication systems, prompted by government agency requirements for connections between classified networks and public internet infrastructures. Previous hardware-based and rack-mounted products, deployed on fixed networks, became out-dated with the increasing use of mobile platforms. The new miniaturised product, which is software-based, is portable with high-speed functionality. It incorporates a user-friendly interface enabling easy re-programming to cater for a range of fixed and mobile applications and levels of security, up to top secret. The flexible software architecture enabled the company to exploit international markets. This, in turn, prompted expansion of business, including new revenue streams from consultancy and training.



Mr. Chris Hunt

Retired Assistant Head Teacher and Director
Stress in Teaching Limited
Bournemouth
Dorset

Contact for Press Enquiries: Zoe Hiljemark
Tel: 01202 777 111
Email: zoe@marketing-matters.co.uk

Chris Hunt was Assistant Head Teacher in a Bournemouth Secondary school from 2002 until his retirement in December 2011. He was also the Co-ordinator of the Enterprise Learning Partnership (Bournemouth, Poole and Dorset) from September 2009 to May 2011. Chris inspired a culture change in the school in which he worked, and its students have won major national awards for their enterprising skills and entrepreneurial spirit. He also supported other schools to provide an enterprise agenda and framework, including schools bidding to become Business and Enterprise specialist schools. Continuous Professional Development has been delivered to colleagues locally and nationally to embed enterprise in whole-school activity for over nine years. Chris's range of activities and level of impact clearly demonstrate going the extra mile to champion enterprise education through the Dorset area and nationally.

Mr. Stuart Langworthy

Director of Business and Enterprise Specialism
Millbrook Academy
Brockworth
Gloucester

Contact for Press Enquiries: Stuart Langworthy / Paul Elliott
Tel: 07779 895 832 / 00334 7066 6717
Email: stuartlangworthy@hotmail.com / pauldebjoe@msn.com

Stuart Langworthy has been a teacher of Business Studies at Brockworth Enterprise School (now Millbrook Academy) for 30 years and is now its Director of Business and Enterprise Specialism. Through this role Stuart has inspired many young people to develop and apply enterprise skills, with many having gone on to establish their own successful businesses. He was responsible for developing the whole school enterprise curriculum and 'go for it' culture, leading the drive to weave enterprise into every aspect of the curriculum contributing significantly to student engagement, application and eventual success. As a result, the school has achieved a steadily improving overall GCSE pass rate from 20% to over 80%. In addition, he regularly contributes to Regional and National Conferences and training sessions internationally in Switzerland and Hong Kong for fellow professionals across the country.



Energy and Power Limited

Unit 28
Baglan Bay Innovation Centre
Central Avenue,
Baglan Energy Park
Baglan, Port Talbot
SA12 7AX

Website: www.energyandpower.co.uk
Employees: 43
Immediate Parent: E & P Global Limited
Managing Director: Mr David Ryan
Contact for Press Enquiries: Rhys James
Tel: 01639 816 200
Email: rhys.james@energyandpower.co.uk

Energy and Power Limited is an independent professional engineering consultancy in the oil, gas and power sectors, and a first time winner of a Queen's Award for its outstanding achievement over the last three years. Established in 2000, the company works with a wide spectrum of clients ranging from blue-chip global businesses to banks and smaller independent entities, delivering an integrated service for project evaluation and management, due diligence, engineering, technical development, and final commissioning. Sales have risen with exports accounting for 59% of the total and representing overseas earnings growth of 168%. Based on project and business experience gained in all sectors and around the globe, the company has its own fully-accredited management systems which they make available to clients either within an engineering project team or as an independent business counsel service.

Isca UK Limited

Unit 29
Nine Mile Point Industrial Estate
Ynysddu
Newport, Caerphilly
NP11 7HZ

Website: www.iscauk.com
Employees: 9
Immediate Parent: N/A
Commercial Director: Mr Henry Haeffner
Contact for Press Enquiries: Chris Haeffner
Tel: 01495 200 747
Email: chris.haeffner@iscauk.com

A manufacturer of chemicals, Isca UK Limited is being awarded for its exports of Iscaguard Preservatives for Personal Care – a range of preservative systems that are used in the cosmetics industry to control the biological profiles of products. Isca UK Limited entered this market in 2006 and has placed emphasis on newly developed technologies that can compete against older type products in the market place to develop its overseas activity. These next generation more environmentally products have yielded overseas growth earnings of 210% over the last three years. This understanding of the use of R&D and technological advancement is key to market expansion, combined with a local market approach to the development of each market has led to considerable commercial success with export sales now accounting for 90% of turnover.

Super Rod Ltd

Unit 12, Gilchrist Thomas Industrial Estate
Blaenavon
Gwent
NP4 9RL

Website: www.super-rod.co.uk
Employees: 14
Immediate Parent: N/A
Managing Director: Mr Malcolm Duncan
Contact for Press Enquiries: Gina Dunn
Tel: 07967 734 822
Email: gina@super-rod.co.uk

Established in 2001 Super Rod Ltd designs, develops, manufactures and distributes a range of hand tools to assist with the installation of cables. Having invested in developing their international market against the backdrop of a declining domestic market, they achieved overseas earnings growth of 165% over the last three years resulting in exports now representing 43% of turnover. Their commercial success as a result of overseas sales has enabled a significant investment in a new UK design and manufacturing facility which gives them five times more capacity. The company has demonstrated a well thought through and considered strategy for international expansion beginning with product innovation.



Abriox Limited

Imperial House
Imperial Park
Newport
NP10 8UH

Website: www.abriox.com
Employees: 13
Immediate Parent: N/A
Managing Director: Mr Neil Summers
Contact for Press Enquiries: Neil Summers
Tel: 02921 250 092
Email: neil.summers@abriox.com

An Innovation Award is made to the small company Abriox Limited for developing a remote monitoring system, which assures the integrity of gas and fuel pipelines and helps extend asset lifetimes. The new system continuously measures and analyses data on metal corrosion in buried metal pipes and fuel storage tanks. It transmits information wirelessly from remote locations and triggers alarms when problems are identified. As a consequence of the innovation, monitoring staff safety and efficiency have improved significantly and their carbon footprints have been reduced. With over six thousand monitors installed across five continents, the new product is a leading system of its type and has led commercial success for the company.

Russell IPM Ltd

Unit 68
Third Avenue
Deeside Industrial Park East
Deeside
Flintshire
CH5 2LA

Website: www.russellipm.com
Employees: 28
Immediate Parent: N/A
Managing Director: Dr Shakir Al-Zaidi
Contact for Press Enquiries: Emma Prestidge
Tel: 01244 281 333
Email: emma@russellipm.net

Russell IPM Ltd wins an Innovation Award for developing a method of controlling *Tuta absoluta*, a virulent pest that attacks crops, particularly tomatoes. Having studied the pest's mating behaviour, the company developed, for its control, a new product, Ferolite, for which UK and European patents have been filed. Following the discovery of synergy between the pest's sex pheromone and its attraction to light of a particular frequency, the company developed a device, incorporating a timed and specific wavelength of light, along with a pheromone lure, this trap ensures the capture of both the male and female of the species and has negligible effect on other, beneficial varieties of insect. The innovation has enabled farmers, across Europe, to salvage tomato crops and improve future crop management. It has also provided significant market opportunities, which the company has exploited.



LIFETIME ACHIEVEMENT AWARD **(HONORARY)**

Ms. Carmel Gahan

Director
Ross Carberry Ltd.
Swansea
Wales

Contact for Press Enquiries: Duncan Foulkes, Public Relations
Consultant / Jacqui Niven, Fix Training
Tel: 01686 650 818 or 029 2048 9704 / 07766 567 048
Email: jacqui.niven@fixtraining.co.uk

Having worked on enterprise promotion programmes in Wales since 1980, often with disadvantaged groups and in underprivileged areas, Carmel Gahan earns the Lifetime Achievement Award for Enterprise Promotion. She was part of the founding team of the first local enterprise agency in Wales, and went on to set up the 'Women into New Technologies' (WINT) project; the first technology programme in Wales for women. Throughout her long career Carmel has been a leading mentor on WDA and Welsh Government entrepreneurship programmes and now supports businesses through the Welsh Government's flagship Workforce Development Programme. Alongside her paid activities she has also provided substantial voluntary business support. Carmel remains one of the longest serving and most requested mentors in the history of the pan-Wales g2e programme, supporting graduate business start-ups as well as having the record for the most successful business starts-ups in South West Wales.



DCA Design International Ltd

19 Church Street
Warwick
CV34 4AB

Website: www.dca-design.com
Employees: 98
Immediate Parent: N/A
Managing Director: Mr Robert Woolston
Contact for Press Enquiries: Jane Phillips
Tel: 01926 499 461
Email: medical@dca-design.com

Based in Warwick, DCA Design International Ltd is a design and development company and wins the Queen's Award for International Trade for outstanding achievement over the last three years. The company has been responsible for a range of commercially successful designs including the multi-award winning SoloStar insulin injector pen. Turnover has increased with exports which account for 73% and contribute to overall overseas earnings growth of just under 50%. The company has an effective multi-channel approach to marketing across a range of sectors; the company has established a strong presence in Europe and are experiencing strong demand from the USA. Exhibitions of DCA sector-based services have taken place in Hong-Kong, Germany and France, as well as in the UK. The company are a well-established award winning internationally renowned design house.

JCB Backhoe Loader Business Unit

Lakeside Works
Rocester
Staffordshire
ST14 5JP

Website: www.jcb.com
Employees: 512
Immediate Parent: JCB Service Limited
Managing Director: Mr Stephen Carrington
Contact for Press Enquiries: Nigel Chell
Tel: 01889 593 592
Email: nigel.chell@jcb.com

JCB is a manufacturer of construction and agricultural equipment and was founded in 1945. The JCB Group has won a total of 27 Awards since 1969. The latest award goes to the Backhoe Loader Business Unit and honours an outstanding increase in exports, with overall growth of 156% since 2008. The Backhoe Loader Business Unit is a completely self-contained exporting and marketing division responsible for identifying, researching and targeting markets. Today's JCB backhoes are also extremely fuel efficient and the latest generation 3CX machine is their most efficient backhoe saving the average customer more than £4,000 in fuel.

Pathway Intermediates Ltd

Unit 1 The Green Industrial Estate
Clun
Craven Arms
Shropshire
SY7 8LG

Website: www.pathway-intermediates.com
Employees: 8
Immediate Parent: Dreamspan Ltd
Director: Mr David Garnett
Contact for Press Enquiries: Edward Youngman
Tel: 01743 761 067
Email: edward@pathway-intermediates.com

Pathway Intermediates has been operating since 2001 and manufactures a number of specialist chemicals, predominantly for the agriculture sector, with a range of powder and liquid lipid-based products. It wins the Award for the first time for its outstanding achievement in the implementation of a considered strategy which has resulted in a 314% growth of the organisation's overseas earnings over three years. The company's strategic approach is to exploit markets chosen for the opportunity presented and the state of competition. Most of this activity is in the developing markets of the Far East. The company works through its network of distributors and has also set up a joint venture with a partner in Korea that will manufacture and hold inventory and in doing so assist to reduce shipping times. The company profit line shows as positive having paid back a large R&D investment and set up costs for a new UK site.



Winsted Limited

Unit 7/8 Lovett Road
Hampton Lovett Trading Estate
Droitwich
Worcestershire
WR9 0QG

Website: www.winsted.com

Employees: 9

Immediate Parent: Winsted Corporation - USA

General Manager: Mr Terry Shough

Contact for Press Enquiries: Claire Brown

Tel: 01905 770 276

Email: claire@winsted.co.uk

Winsted Limited, incorporated in 1984, part of Winsted Corp. USA, designs, manufactures, sells and installs specialist control room furniture which includes consoles, monitor walls, workstations and digital desks. It wins the Award for the first time for its outstanding achievement in export growth showing good growth in overseas sales year on year and an overall growth of 82% since 2008. The success is due, in part, to a sales strategy that looks to increase profile exposure of the company to generate new markets and to consolidate existing markets. The company uses a network of distributors, as required, and backs this with an after-sales and support service. New markets in Russia, India and the Middle East have been entered.



Baxi Heating UK Ltd

Brooks House
Coventry Road
Warwick
CV34 4LL

Website: www.baxi.co.uk
Employees: 1595
Immediate Parent: Baxi Limited
Managing Director, Residential Boilers: Mr Andrew Keating
Contact for Press Enquiries: Jocelynn Rowan
Tel: 01926 838 228
Email: jocelynn.rowan@bdrthermea.com

An Innovation Award is made to Baxi Heating UK Ltd for developing Baxi Ecogen, a domestic boiler, which generates electricity whilst providing central heating and hot water. The unit, designed for the domestic market and gas-fuelled, runs quietly with little vibration, is of similar size to standard domestic boilers and has an efficiency of over 90%. It uses excess thermal energy to generate electricity whenever there is demand for heating and has approval for the feed-in tariff to the national grid. Thus customers benefit, not only from self-generated energy within their homes, but also from further savings on energy bills. They also experience high levels of comfort derived from the sophisticated control systems incorporated into the innovation.

Grainger and Worrall Limited

Bay 1-6,
Building 7 Stanmore Industrial Estate
Bridgnorth
Shropshire
WV15 5HP

Website: www.gwcast.co.uk
Employees: 247
Immediate Parent: Grainger Holdings Limited
Director: Mr Edward Grainger
Contact for Press Enquiries: Mr Edward Grainger
Tel: 01746 768 250
Email: egrainger@gwcast.co.uk

Grainger and Worrall Limited wins an Innovation Award for introducing processes for the design, manufacture and verification of engine part castings for motorsport. The processes include the application of computerised tomography, computer-aided design and virtual simulation to understand facets of casting, such as materials flow, cooling rates and alloy compositions. They utilise CT scanning, to measure within small tolerances and to identify defects, and in-house tooling, made from bespoke, synthetic materials. The result has been the consistent development of high-quality castings and, consequently, the manufacture of light, strong and powerful engines that rarely fail. The innovations have contributed much to ensuring that most Formula-One engine suppliers manufacture their engines in the UK.

Rapiscan Systems Ltd

Prospect Way
Victoria Business Park
Stoke on Trent
ST8 7PL

Website: www.rapiscansystems.com
Employees: 195
Immediate Parent: Rapiscan Systems UK Ltd
Vice President Cargo and Integrated Security Systems:
Mr Khoren Keusseyan
Contact for Press Enquiries: Mr Peter Shackleton
Tel: 01276 486 000
Email: rapiscan@eclat.co.uk

An Innovation Award is made to Rapiscan Systems Ltd for developing the Eagle Radiation Detector. The device detects gamma and neutron radiation emitted from containerised or vehicle-borne cargo. It distinguishes between special materials used in nuclear weapons, medical radiation sources and naturally occurring radio-active materials. It senses such radiation and automatically generates alarms when materials of particular intensity or significance are detected. The new device, which eliminates the dependence on the increasingly scarce element, helium He-3, of previous detectors, enables combining gamma-neutron radiation detection with X-ray imaging, thus providing simultaneous, comprehensive surveillance. The compactness of the device facilitates covert surveillance and detection of illicit radio-active materials without those carrying such materials knowing that they are being monitored. The innovation has contributed to the business success of the company.



Square Box Systems Ltd

29 Waterloo Place
Warwick Street
Leamington Spa
Warwickshire
CV32 5LA

Website: www.squarebox.co.uk

Employees: 3

Immediate Parent: N/A

Managing Director: Mr Rolf Howarth

Contact for Press Enquiries: Mel Noonan

Tel: 01525 756 097

Email: stylusmediamel@gmail.com

Square Box Systems has won an Innovation Award for CatDV, its media asset management and workflow software for use in video post-production. With the move to all-digital tapeless workflow, editors and producers have found themselves struggling to manage the mass of media produced, needing quick access to archived materials including video clips, audio files, and still images. CatDV provides the tools to log, store, catalogue, search and quickly retrieve these assets. A powerful database, capable of integrating with many file formats and editing applications, lies at the heart of the product. Extensive data from multimedia files can be stored, with thumbnail images and annotations, along with reduced resolution proxy clips for use off line. Using a cross-platform open-standards policy to allow working across different operating systems and storage devices, it integrates with the leading edit software packages using standard data interchange formats to transfer edit information.



Ardent Ltd

Unit 3 Bar Lane
Roeclyffe
York
YO51 9NR

Website: www.ardent-uk.com
Employees: 30
Immediate Parent: N/A
Managing Director: Mr Neil Crowther
Contact for Press Enquiries: Neil Crowther
Tel: 08701 625 400
Email: neil.crowther@ardent-uk.com

Ardent Ltd have operated since 1993 and specialise in the design, installation and maintenance of bespoke vehicle and mobile plant fire suppression systems. It wins the Award for the first time for its outstanding achievement in export performance shown through overall overseas earnings growth measured at 146%. Overseas sales as a percentage of turnover is recorded at 65%, which exceeds the market average. This success is, in part, related to the company sales and support strategy based around customer service and reputation.

Ashtree Glass Limited

Brownroyd Street
Bradford
West Yorkshire
BD8 9AF

Website: www.ashtreeglass.co.uk
Employees: 27
Immediate Parent: N/A
Managing Director: Mr Alan Roper
Contact for Press Enquiries: Alan Roper
Tel: 01274 546 732
Email: alan@ashtreeglass.co.uk

Ashtree Glass Limited was established in 1977 and is concerned with the design and manufacture of commercial vehicle rear view mirrors, providing these to medium volume producers of vehicles such as buses, trucks, agricultural machinery, construction equipment and fork trucks. It wins the Award for the first time for its outstanding achievement in export sales growth, achieving an 86% growth in overseas earnings. Ashtree Glass maintains a competitive edge by cutting its own mirror glasses, instead of buying them in as most of its competitors do. As a niche manufacturer, Ashtree operates a strategy that concentrates on its strengths, which are supplying competitively priced high quality products and flexibility in designing and manufacturing what the customer requires, in order to open new markets and consolidate others.

ATB Morley Ltd

Ruskin Street
Stanningley
Leeds
West Yorkshire
LS28 6QA

Website: www.morleymotors.com
Employees: 215
Immediate Parent: ATB Antriebstechnik AG - Austria
Managing Director: Mr Ian Lomax
Contact for Press Enquiries: Sharon Jandu
Tel: 0113 216 4425
Email: sharon@globalpr.co.uk

Established in 2000, ATB Morley Ltd, part of the ATB Antriebstechnik AG group, Austria, designs and manufactures high voltage electric motors certified as flameproof for underground coal mining applications. It wins the Award for a second first time for its outstanding achievement in its export activity. The company has extended its previous outstanding performance over the last three years and has continued to grow the business activity and to increase the amount of product it exports. New markets have been introduced including China and India.



Boxford Ltd

Dewsbury Road
Elland
West Yorkshire
HX5 9BG

Website: www.boxford.co.uk
Employees: 40
Immediate Parent: Boxford Holdings Ltd
Managing Director: Mr Paul Barraclough
Contact for Press Enquiries: Paul Barraclough
Tel: 01422 324811
Email: pbarracough@boxford.co.uk

Operating since 1983, Boxford Ltd manufactures a range of educational computer controlled and manual machine tools. This equipment is supplied to schools and colleges worldwide. It wins the Award for the first time for its outstanding achievement following significant growth in exports recorded as 610% overall over the three year period. Boxford has seen a substantially increased market share as a result of increasing its international presence and a controlled expansion of its distributor network which has contributed to its current position of trading with 33 different overseas countries. Its primary export markets are Europe, the Middle East, Africa and South America.

C. F. Booth Limited

Clarence Metal Works
Armer Street
Rotherham
South Yorkshire
S60 1AF

Website: www.cfbooth.com
Employees: 320
Immediate Parent: N/A
Export Manager: Mr Jason Ellis
Contact for Press Enquiries: Mr Jason Ellis
Tel: 01709 857 644
Email: jasone@cfbooth.com

C.F. Booth Ltd has won the Queen's Award for International Trade for an outstanding performance over the last three years. Established in 1920 and based in Rotherham, South Yorkshire, it has grown into one of Europe's leading independent metal recycling companies. Sustained investment in staff, technology and equipment enables them to be at the forefront of the industry and able to meet the ever growing global demand for recycled metals. An extensive range of services includes specialist forms of scrap metal recycling and the trading and processing of all grades of ferrous & non-ferrous scrap. The manufacture of a wide range of copper-based ingots and forged parts for use mainly in the marine industry has developed new and exciting business opportunities throughout Scandinavia & Eastern Europe consolidating the company's exporting pedigree. Export sales are 56% of turnover which is well in excess of industry sector averages contributing to overseas earnings growth of 81%.

Calibre UK Ltd

Cornwall House
Cornwall Terrace
Bradford
West Yorkshire
BD8 7JS

Website: www.calibreuk.com
Employees: 24
Immediate Parent: N/A
Chairman: Mr Tim Brooksbank
Contact for Press Enquiries: Katinka Allender at K-Communications
Tel: 01491 571 402 or 07887 711 246
Email: katinka@k-communications.com

Calibre UK Ltd has been in operation since 1988 in the field of electronics. Recent developments in the company have seen it grow from a micro electronics company into an international niche market supplier of image processing and display devices. It wins the Award for the first time for its outstanding achievement in developing an own brand export position in addition to its existing supply to the OEM sector. Since 2008 the company has set up a number of key partnerships which facilitate its product development and export efforts along with the evolution and development of new product lines. The company now supplies to Europe (especially Germany), USA, Israel and the Asia-pacific regions.



Diamond Dispersions Ltd

Darnall Works
Prince of Wales Road
Sheffield
South Yorkshire
S9 4DZ

Website: www.diamonddispersions.com
Employees: 6
Immediate Parent: Diamond Digital Holdings Ltd
Director: Mr Peter Callahan
Contact for Press Enquiries: Susan Wright
Tel: 01142 635 380
Email: sue.wright@diamonddispersions.com

Established in 2007, Diamond Dispersions Ltd manufactures water based pigmented dispersions and dispersed dyes specifically for the worldwide inkjet market. This first time winner and relative newcomer to the market has established itself as a leading brand achieving overseas growth earnings of 93% over the last three years. Technologically at the fore of its industry through its R&D activities both locally and in partnership with its customers across the globe, Diamond has researched its markets and clients and adapted its approach accordingly; it currently sells into 18 overseas markets with recent new markets including Vietnam, France and Serbia. A progressive training policy ensures local representatives are completely up to speed with the company's product range and latest developments.

GSPK Circuits Ltd

Knaresborough Technology Park
Manse Lane
Knaresborough
North Yorkshire
HG4 8LF

Website: www.gspkcircuits.ltd.uk
Employees: 90
Immediate Parent: TCL Group
Managing Director: Mr Stephen Lloyd
Contact for Press Enquiries: Rachel Hartridge
Tel: 01423 321100
Email: rachel.hartridge@gspkcircuits.ltd.uk

GSPK Circuits Ltd, owned by the TCL Group, was established in 1995 as a manufacturer and supplier of printed circuit boards to a wide array of industries. It wins the Award for the first time this year for its outstanding achievement in export sales over the three year period, showing good rates of growth with accompanying commercial success. Overall growth of overseas earnings is 168% for the period. The company implements a multi-faceted strategy that focuses on customer retention with pro-active new market development. GSPK is ever improving its efficiency and continues to pursue its investment in both equipment and international development.

James H Heal & Company Limited

Richmond Works
Lake View
Halifax
West Yorkshire
HX3 6EP

Website: www.james-heal.co.uk
Employees: 99
Immediate Parent: N/A
Managing Director & Owner: Mr David Repper
Contact for Press Enquiries: David Repper
Tel: 01422 366 355
Email: david.repper@james-heal.co.uk

James H Heal & Company Ltd started business in 1872 and continues to manufacture, entirely in the UK, a range of testing instruments and complementary test materials, for independent test houses, fabric and garment manufacturers. A previous winner of the Queen's Award for Export Achievement in 1995, they win again for outstanding growth in export sales. During the last three years, export sales have increased by 43% with a corresponding improvement in profitability and with substantial growth in the number of people employed. Business is transacted through a well established and carefully selected global network of agents, distributors and partners. More than 90% of the company's products and services are exported to more than 60 countries.



Joseph Rhodes Limited

Belle Vue
Wakefield
West Yorkshire
WF1 5EQ

Website: www.josephrhodes.com
Employees: 193
Immediate Parent: N/A
Managing Director: Mr Mark Ridgway OBE
Contact for Press Enquiries: Mark Ridgway
Tel: 01924 371 161
Email: ann.rimmer@grouprhodes.co.uk

Originally established in 1824, Joseph Rhodes Ltd designs and manufactures special purpose machinery for advanced applications in metal-forming, heavy ceramics and composites for the aerospace, environmental and deep-sea oil and gas sectors. It wins the Award for the first time for its outstanding achievement in developing its overseas sales with growth in overseas earnings measured at 315% over the last three years. The company recognises that international sales are the key to achieving large scale and sustainable growth in its special purpose machinery sector. As a result a highly considered export strategy has been implemented where new markets are identified and developed in a controlled manner. A strong agency network is employed to support sales.

JSR Genetics Limited

Southburn Offices
Southburn
Driffield
East Riding of Yorkshire
YO25 9ED

Website: www.jsrgenetics.com
Employees: 52
Immediate Parent: JSR Farms Ltd
Chairman: Mr Timothy Rymer
Contact for Press Enquiries: Bev Gibson
Tel: 01377 227 701
Email: bev.gibson@jsr.co.uk

JSR Genetics Limited was established in its current form in 2002, being JSR Healthbred prior to this. JSR Genetics trades in pig breeding, with a focus on high health breeding stock & semen. It wins the Award for a second time for its outstanding achievement in growing export sales and showing an overall growth in overseas earnings of 117% over the three year period. They have grown their pig breeding business through the implementation of a focused overseas expansion strategy that focuses on BRIC countries and the Far East. Markets are consolidated through the establishment of local offices or partners. This strategy was initiated to create market diversification as a protection from localised disruptive events.

King Cole Ltd

Merrie Mills
Elliott Street
Silsden
Keighley
West Yorkshire
BD20 0DE

Website: www.kingcole.co.uk
Employees: 27
Immediate Parent: N/A
Company Secretary: Mr Colin Glover
Contact for Press Enquiries: Mr Colin Glover
Tel: 01535 650 230
Email: colin.glover@kingcole.co.uk

King Cole Ltd was established in 1935 and is in the business of the sale of hand knitting yarns, knitting patterns and ancillary products. It wins the Award for the first time for its outstanding achievement in growing its export sales by some 150% since 2008. The company has achieved this position following the implementation of a strategy to expand and develop its product lines overseas. The company undertakes market development where demand is detected ensuring that the product range is innovative and reflective of current fashion trends. Within such a changeable industry the company needs to be able to distribute new goods and materials quickly and also manage its supply chain accordingly. King Cole are seen to implement an anticipative and adaptive approach.



Kiveton Park Steel Limited

Kiveton Park
Sheffield
South Yorkshire
S26 6NQ

Website: kpsteel.co.uk
Employees: 144
Immediate Parent: Kiveton Park (Holdings) Limited
Managing Director: Mr Bill Collington
Contact for Press Enquiries: Mick Jones
Tel: 017789 173 105
Email: mjones@kpsteel.co.uk

Established in 1922, Kiveton Park Steel Ltd manufactures engineering steel bar and wire; the company originally produced items used within the UK mining industry and also supplied specialised products into the defence and aircraft industries. It has developed its unique range of production equipment into a manufacturing facility suited to supply chain requirements for critical parts within the global automotive markets, principally supplying Tier 1 and Tier 2 companies. This move into multiple process, higher value added products has resulted in expansion of their export markets where the traditional, less complex items presented poor returns in competition with localised sources. 50% of markets are either new to the company in the last 5/6 years or are an existing market where new products have been introduced to new companies in those markets.

Millers Oils Ltd

Hillside Oil Works
Rastrick
Brighouse
West Yorkshire
HD6 3DP

Website: www.millersoils.co.uk
Employees: 120
Immediate Parent: N/A
Managing Director: Mr Nevil Hall
Contact for Press Enquiries: David McCann
Tel: 01484 475 087
Email: david.mccann@millersoils.co.uk

Millers Oils Ltd was originally incorporated in 1887 and is a manufacturer and seller of lubricants and fuel treatment additives for the automotive, commercial vehicle and industrial markets. It wins the Award for the first time for its outstanding achievement in overseas earning growth with 100% growth calculated over the last three years. The sales strategy is based around maintaining a high profile as a technology leader, offering a high quality product and high quality customer service. This approach is supported through motor sport development collaborations. The company sells to European countries along with the Far East. New markets in Africa have also been developed.

Principle Healthcare International Ltd

Airedale Business Centre
Millenium Road
Skipton
North Yorkshire
BD23 2TZ

Website: www.principlehealthcare.com
Employees: 8
Immediate Parent: N/A
Managing Director: Mr Michael Davies
Contact for Press Enquiries: Fiona Wiseman
Tel: 01756 792 600
Email: fiona.wiseman@principlehealthcare.com

Founded in 2008, Principle Healthcare International Ltd manufactures and distributes vitamins, minerals and supplements selling both branded and private label products. This first time winner has achieved significant success in its first years of trading internationally with overseas sales already in line with industry sector averages and having reported outstanding earnings growth over the last three years. They have focused on growing their own branded portfolio of products through product development and then targeting the Middle East, China, and selected markets in Scandinavia and Eastern Europe where it is able to maximise margins. Some of this success is put back into the local community via means of the company's CSR activities.



William Beckett Plastics Limited

Unit 5-6a Shepcote Way
Tinsley Industrial Estate
Sheffield
South Yorkshire
S9 1TH

Website: www.beckettplastics.com
Employees: 65
Immediate Parent: N/A
Managing Director: Mr William Beckett
Contact for Press Enquiries: William Beckett
Tel: 01142 434 399
Email: william.beckett@beckettplastics.co.uk

William Beckett Plastics Limited are manufacturers of specialised plastic packaging for the world's cutting tool industry. Established in 1972, the company now reports export sales which are more than three times the industry sector average and has continued to grow in a competitive market expanding into two further markets in the last three years: Ireland and Poland. They are proactive in embedding themselves in their major markets. Sales in their most important market, the US, have risen by 47% during the last three years. Moreover, during this same period sales to their second most important market, Germany, have soared by 116%. Notably, the company operates its own apprenticeship programme to ensure the development of the specific plastics processing skills necessary for the company to continue to grow.



Ancon Ltd t/a Ancon Building Products

9 President Way
Sheffield
South Yorkshire
S4 7UR

Website: www.ancon.co.uk
Employees: 268
Immediate Parent: N/A
Managing Director: Mr Stuart Maxwell
Contact for Press Enquiries: Annabelle Wilson
Tel: 07790 227 060
Email: awilson@ancon.co.uk

Ancon Ltd t/a Ancon Building Products wins for the design and manufacture of Lockable Dowels used in post-tensioned concrete construction. Post-tensioning is used worldwide to form long, column-free, concrete spans that provide flexible, internal floor layouts. The new products are dowel bars with a unique locking capability, used to transfer load and temporarily allow movement at joints in a concrete frame. This heralds a process that eliminates many disadvantages of using 'pour strips' which are the traditional method of accommodating concrete shrinkage in post-tensioned structures. By removing pour strips, the Ancon dowels reduce timber formwork requirements, reduce slab propping times and prop rental fees, remove a common trip hazard on site, and eliminate the need for tradesmen to return to the same location weeks later for a second concrete pour. The Ancon solution offers cost and time savings to designers, construction companies and developers by accelerating build speed.

Gripple Limited

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

Website: www.gripple.com
Employees: 182
Immediate Parent: N/A
Managing Director: Mr Mark Edmonds
Contact for Press Enquiries: Margaret Laver
Tel: 01142 361 286
Email: margaret@proactivepr.org.uk

An Innovation Award is made to Gripple Limited for developing a family of industrial wire suspension products. To suspend industrial services, such as lighting and cabling, Gripple created a range of innovative fixings to replace the established threaded rod suspension method. It designed a patented catenary device for locking wire on overhead spans, overcoming problems with hanging services from soffit boards. It developed, for vertical loads, horizontal supports that are effective in supporting services during an earthquake. To secure sections of pipe work without the requiring special tools, it launched a universal clamp. It introduced a new suspension trapeze delivering the increasing use of rectangular ducting. Building on the company's heritage in agricultural wire joining, all Gripple Hangast products are less obtrusive, quicker to install and less wasteful and greener than the devices they supersede. Addressing practical problems, their share of the world-wide market is high.

Peratech Limited

The Old Repeater Station
Gatherley Road
Richmond
North Yorkshire
DL10 7JH

Website: www.peratech.com
Employees: 20
Immediate Parent: N/A
Founder and CTO: Mr David Lussey
Contact for Press Enquiries: Nigel Robson
Tel: 01481 233 080
Email: Nigel@vortexpr.com

An Innovation Award is made to the small company Peratech Limited for the development of a new class of materials used, under licence, in the manufacture of consumer electronics. They are patented composite materials made by combining metallic or non-metallic filler particles with an elastomeric binder such as silicone rubber. The novel method of combining the raw materials produces new composites with unique electrical properties. The new materials have spawned an extensive range of highly-reliable solid state sensors and switches, having no moving parts or air gaps between contacts, which are suitable for integration into extremely thin electronic artefacts, such as pressure-sensitive touch screens. The innovation has facilitated the development of light-weight, low-power, portable devices with three-dimensional input features. Through the innovations, the company has developed a successful business.



Transdek UK Limited

Harworth Industrial Estate
Bryans Close
Harworth
Doncaster
DN11 8RY

Website: www.transdek.com
Employees: 24
Immediate Parent: N/A
Managing Director: Mr William Mark Adams
Contact for Press Enquiries: Katie Lovell
Tel: 01302 752 276 or 07766 064 345
Email: katie.lovell@transdek.com

An Innovation Award is made to Transdek UK Limited for developing a mobile lift to load and un-load double-deck articulated lorries. It comprises an electro-hydraulic lifting platform and free-standing chassis. The chassis incorporates an electric motor, a hydraulic ram and electrical circuitry with safety features to make the lift fully operational on site. Transportable as finished products, the lifts service both floors of trailers at conventional loading docks of varying floor heights. Compared with alternative equipment, the new lifts reduce commissioning and installation times from months to days, and minimise on-site disruption. Since double-deck trailers carry significantly more goods than single-deck vehicles, the innovation facilitates fewer delivery runs and, thus, reduces distribution costs, fuel consumption and pollutant emissions. The new products have significantly increased company revenues and commercial success.



Please click on the relevant company name for further information.

A

A1 Pharmaceuticals PLC
 Abriox Limited
 ACDC LED Ltd
 Acturis Limited
 Adey Ltd t/a ADEY Professional Heating Solutions
 Adnams plc
 Advanced Insulation Plc
 Agento Limited t/a Revector
 Agento Limited t/a Revector
 Alba Ultrasound Limited
 Allen & Heath Limited
 Allied Filter Systems Ltd
 Alvan Blanch Development Company Ltd
 Americhem Europe Limited
 AmSafe Bridport Limited
 Ancon Ltd t/a Ancon Building Products
 Aquapac International Limited
 Ardent Ltd
 Ashtree Glass Limited
 ATB Morley Ltd
 Audio Network Plc
 Aurox Limited
 Autologic Diagnostics Ltd
 Avon Metals Limited

B

B & W Group Limited
 B&Q PLC
 Balmoral Comtec Ltd
 Barrie & Hibbert Limited
 Baxi Heating UK Ltd
 Beardow & Adams (Adhesives) Limited
 Bestway Export, a division of Bestway (Holdings) Ltd
 Big Yellow Group PLC
 BlueGnome Ltd
 BMP Europe Ltd
 BOFA International Ltd
 Boxford Ltd
 Boxfresh International Ltd
 BPR Medical Ltd
 Bridge of Weir Leather Company Ltd
 Brinker Technology Ltd
 Bryson Charitable Group
 Mr Hugh Burnett OBE DL

C

C. F. Booth Limited
 Calibre UK Ltd
 Cambridge Manufacturing Company Ltd
 Campbell Lutyens Holdings Limited
 Central Systems & Automation Ltd
 ChargePoint Technology Limited
 Cirrus Logistics Ltd
 City Building
 Coborn Engineering Company Limited
 Colonial Gifts Limited
 Colortrac Limited
 Contamac Limited
 Control & Display Systems Ltd t/a CDSRail
 Co-operative Group Limited
 Creativity Software Ltd
 Crusher Manganese Steels Limited
 Culpitt Limited

D

DCA Design International Ltd
 Diamond Dispersions Ltd
 Domino Printing Sciences plc
 Douglas Gill International Ltd
 Downhole Products Limited
 Dura Limited

E

Edinburgh Instruments Ltd
 Edwards Group plc
 Electrocomponents plc
 Electronic Temperature Instruments Ltd
 Elekta Ltd
 Element Six Limited
 Elitehill Trading Ltd t/a DUO
 Energy and Power Limited
 Eurobath International Ltd t/a VADO

F

Ms Claire Ferris
 Fianium Limited
 FilmLight Limited
 Filtration Control Limited



Please click on the relevant company name for further information.

Focusrite Audio Engineering Limited
Freeman Technology Limited

G

G3Baxi Partnership Limited
Ms Carmel Gahan
Gaia Earth Sciences Limited
Giga Communications Ltd
Glen Dimplex Home Appliances Ltd
Glencairn Crystal Studio Limited
Grainger and Worrall Limited
Greenham Common Community Trust Ltd
Gripple Limited
GSPK Circuits Ltd

H

Hackett Limited
Henry Poole & Company (Savile Row) Ltd
Hidden Technology Systems International Ltd
Horizon Discovery Ltd
Mr Steve Hoyle
Mr Chris Hunt
Hurst Green Plastics Ltd
Hyperion Insurance Group Limited

I

ICC Solutions Limited
ICC Solutions Limited
Immunodiagnostic Systems Limited
INCINER8 Limited
InferMed Ltd
Infrared Integrated Systems Ltd
Integrated Display Systems Ltd
Intetech Ltd
Isca UK Limited
Italian Beverage Company

J

J & D Wilkie Ltd
James H Heal & Company Limited
JCB Backhoe Loader Business Unit
JD Hughes Group Plc
Jomati Consultants LLP

Joseph Rhodes Limited
JSR Genetics Limited

K

King Cole Ltd
Kiveton Park Steel Limited

L

Langtec Limited
Mr Stuart Langworthy
Laser Quantum Ltd
Law Business Research Ltd
Linn Products Limited
LMK Thermosafe Ltd

M

M Chapman & Sons Textiles Ltd t/a Brisbane Moss
Mackays Ltd
Marine Data Systems Ltd
Marks and Spencer Group plc
Medaxial Limited
Meech International Ltd
Metricell Limited
Mettler Toledo Safeline Ltd
Millers Oils Ltd
Milmega Limited
Milspeed Limited
Mind Tools Ltd t/a MindTools.com
Morningside Pharmaceuticals Ltd
Morson Projects Limited

N

NanoSight Ltd
Niche Products Ltd
Nichols plc
Nissan Motor Manufacturing UK Ltd - Sunderland Plant

O

Oerlikon Fibrevision Ltd
Mr Sandy Ogilvie
Oliver Valvetek Limited
Onelan Limited



Please click on the relevant company name for further information.

Orange Music Electronic Company Ltd
Oxford Instruments NanoAnalysis
Oxford Programs Ltd t/a Oxford Royale Academy

P

P & B Metal Components Ltd
Pathway Intermediates Ltd
Pearson Engineering Limited
Pearson-Harper Ltd
Peel Jones Copper Products Limited
Peratech Limited
Plant Parts Ltd
Powertraveller Ltd
Primal Pictures Ltd
Principle Healthcare International Ltd
PXtech Ltd

R

R D Trading Limited t/a RDC
Racal Acoustics Limited
Racelogic Limited
Racelogic Limited
RAKON UK Limited
Ramsden International
Rapiscan Systems Ltd
Mr Steve Rawlings
Rayovac Micropower, a division of Spectrum Brands (UK) Ltd
Regatta Ltd
Ren Ltd t/a REN
Renishaw plc
RFD Beaufort Limited t/a Survitec Group
RFEL Ltd
Russell IPM Ltd

S

Scientifica Ltd
Seaward Electronic Limited (Rigel Medical Division)
Sentec Ltd
Shazam Entertainment Ltd
Siemens plc MR Magnet Technology
Simpleware Limited
Skyscanner Ltd
Smart Voucher Ltd t/a Ukash
Professor Russell Smith
SMS Electronics Limited

Soil Machine Dynamics Limited
Special Products Unit of Siemens Metals Technologies
Spiral Software Limited
Square Box Systems Ltd
Stanhope-seta Limited
Strategic Procurement (UK) Ltd
Sun Mark Ltd
Super Rod Ltd

T

Tangle Teezer Limited
Professor Brian Tanner
Mrs Elizabeth (Hammie) Tappenden
Tecna Display Ltd
Tenmat Limited
The A P M Group Ltd
The Clinical Trial Company Ltd
The Moller Centre For Continuing Education Limited
Thomas Keating Ltd
TRAKA PLC
Transdek UK Limited
TRANSEC (UK) Ltd
Tristar Cars Ltd t/a Tristar Worldwide Chauffeur Services
TRL Technology Ltd
TTS Group Ltd
Turbosound Ltd

U

Ubisense Group PLC
Ubisense Group PLC
Union Electric Steel UK

V

Veritek Global Ltd
Vi-Spring Limited

W

W Durston Ltd
W K Webster & Co Ltd
Walker Filtration Ltd
White House Products Ltd
Whizz Education Limited
William Beckett Plastics Limited
Winsted Limited

