

**IN STRICT CONFIDENCE  
UNTIL 21 APRIL 2014**



**THE QUEEN'S AWARDS FOR ENTERPRISE 2014**

# Press book

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

**NOT FOR PUBLICATION OR BROADCAST BEFORE 00.01 HOURS BST ON MONDAY 21 APRIL 2014. PLEASE ENSURE THAT THERE IS NO PUBLICITY BEFORE THIS DEADLINE. RECIPIENTS OF THIS SUPPLEMENT SHOULD APPROACH ONLY THE HEAD OR NOMINATED CONTACT OF ANY BUSINESS AWARD WINNER FOR INFORMATION ABOUT THEIR ACHIEVEMENTS. INITIAL CONTACTS WITH OTHERS IN THE ORGANISATION MUST BE AVOIDED, AS THEY WILL NOT BE PRIVY TO THE EMBARGOED MATERIAL.**

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

This year there is a total of 162 business awards: 110 for International Trade, 39 for Innovation and 13 for Sustainable Development.

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

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

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

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

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

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

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

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

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



## WINNERS & RECIPIENTS REGION/CATEGORY

Please click on the relevant link for further information.

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## WINNERS & RECIPIENTS REGION/CATEGORY

Please click on the relevant link for further information.

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### Wales

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## Cambridge Education Group

Kett House  
Station Road  
Cambridgeshire  
CB1 2JH

**Website:** [www.cambridgeeducationgroup.com](http://www.cambridgeeducationgroup.com)  
**Employees:** 968  
**Immediate Parent:** Cambridge Education Group Holding 2 (Jersey) Ltd  
**Chief Executive Officer:** Mr Fergus Brownlee  
**Contact for press enquiries:** Nicola Smith  
**Tel:** 01223 447702  
**Email:** [nsmith@ceg-uk.com](mailto:nsmith@ceg-uk.com)

Cambridge Education Group was founded in 2007 and trades by delivering academic, creative and English Language programmes, preparing thousands of students to progress onto the world's leading universities. With a network of over 1000 global agents supported by specialist sales and marketing departments, it currently sells to over 90 countries. New markets entered recently include Vietnam, Indonesia, Brazil and Albania. Offering a wide range of options across their portfolio, it owns and operates colleges in Cambridge, Canterbury, London and Boston. Building on its success in the UK, it has entered into joint ventures with several universities and colleges in the New England area and in Amsterdam, as well as purchasing a School of English in central Boston. It wins the Queen's Award for International Trade for continuous growth in overseas sales earnings of 215% over the period of the entry.

## Ekioh Ltd

17b Sturton Street  
Cambridgeshire  
CB1 2SN

**Website:** [www.ekioh.com](http://www.ekioh.com)  
**Employees:** 7  
**Immediate Parent:** N/A  
**CEO:** Mr Piers Wombwell  
**Contact for press enquiries:** Stephen Reeder  
**Tel:** 01223 269655  
**Email:** [info@ekioh.com](mailto:info@ekioh.com)

Established in 2006, Ekioh Ltd designs and supports software component technology to the digital television market. It wins the Queen's Award for International Trade having grown overseas earnings by 216% over the last three years. Ekioh has developed a bespoke business model which minimises its direct costs while allowing it to penetrate a wide range of markets. It has developed effective relationships with partners who carry its product, however key to its success is its unique product combined with technical excellence and support. Ekioh has taken a considered long term approach to exporting and, having established a solid export business base in Western Europe, it has now expanded sales into Asia Pacific, North and South America.

## EV Offshore Limited

EV Technology Centre  
19 Frensham Road  
Sweetbriar Industrial Estate  
Norwich  
NR3 2BT

**Website:** [www.evcam.com](http://www.evcam.com)  
**Employees:** 42  
**Immediate Parent:** N/A  
**CEO:** Mr Francis Neill  
**Contact for press enquiries:** Francis Neill  
**Tel:** 01224 222480  
**Email:** [francis.neill@evcam.com](mailto:francis.neill@evcam.com)

Established in 2000, EV Offshore Ltd's innovative downhole video services enable clients to identify potential threats to land or sea based oil and gas drilling operations. It wins the Queen's Award for International Trade for outstanding overseas earnings growth of 1176% over the last three years. EV Offshore has invested in technology and training to establish itself in a niche area of a highly competitive sector, ultimately leading to an increase in market share from 5% to 60%. It employs a mix of direct selling, partnering and a local presence to identify and support international sales. Key markets include the US, Canada, Norway and Malaysia.



## JDR Cable Systems Ltd

177 Wisbech Road  
Littleport  
Ely  
Cambridgeshire  
CB6 1RA

**Website:** [www.jdrglobal.com](http://www.jdrglobal.com)  
**Employees:** 363  
**Immediate Parent:** N/A  
**Executive Chairman:** Mr Pat Herbert  
**Contact for press enquiries:** Helen Kettleborough  
**Tel:** 01353 860022  
**Email:** [helen.kettleborough@jdrcables.com](mailto:helen.kettleborough@jdrcables.com)

JDR Cable Systems Ltd produces infrastructure products and aftermarket services for subsea oil, gas and renewable energy production. A 2010 Award holder for International Trade, it wins a further Queen's Award for International Trade, having grown overseas earnings by 248% in the last three years. The company now exports 87% of its turnover which is significantly greater than the average for its sector. Geographic markets extend from the established North Sea, Gulf of Mexico and Asia Pacific to new markets of West Africa, Middle East and Germany, the latter now its largest export market representing 20% of export sales.

## Linguamatics Ltd

324 Milton Road  
Cambridge  
CB4 0WG

**Website:** [www.linguamatics.com](http://www.linguamatics.com)  
**Employees:** 38  
**Immediate Parent:** N/A  
**Executive Chairman:** Mr John Brimacombe  
**Contact for press enquiries:** Carina Jenkins  
**Tel:** 01223 651910  
**Email:** [carina.jenkins@linguamatics.com](mailto:carina.jenkins@linguamatics.com)

Linguamatics Ltd was founded in 2001 and provides text analytics software and services for rapid, high value knowledge discovery. Its strategy for growth is delivered by continual development of new products and applications, which has led into lateral sales in associated areas, particularly in the US. This growth area has led to the opening of a subsidiary office in Boston, US. It further develops market penetration by licensing software to high end clients across the globe, including many leading pharmaceutical companies and the US FDA. This strategy has led to a 338% growth in overseas sales earnings over five years and employee numbers increasing from 13 to 38 by December 2012, for which it wins the Queen's Award for International Trade.

## PCL Ceramics Limited

Estuary Road  
Kings Lynn  
Norfolk  
PE30 2HS

**Website:** [www.pclceramics.com](http://www.pclceramics.com)  
**Employees:** 27  
**Immediate Parent:** N/A  
**Managing Director:** Mr Mark Butler  
**Contact for press enquiries:** Matt Ware  
**Tel:** 0844 8888488 or 01553 818550  
**Email:** [matt@mazemedia.co.uk](mailto:matt@mazemedia.co.uk)

PCL Ceramics Ltd was founded in 2003, following a management buyout of the original company. The company manufactures high pressure casting equipment and micro porous resin moulds for ceramic industry worldwide. It wins the Queen's Award for International Trade for outstanding overseas earnings growth of 180% over the last three years. It has invested in innovation and product development and used this to offer existing and potential customers valuable manufacturing solutions that enable them to improve their productivity and competitiveness. During the last three years, PCL Ceramics has sold to major new customers in Algeria, Mexico and Russia. It has used the services of UKTI to assist in the identification and analysis of new market opportunities.



## Pico Technology Limited

James House  
Colmworth Business Park  
Eaton Socon  
St Neots  
Cambridgeshire  
PE19 8YP

**Website:** [www.picotech.com](http://www.picotech.com)  
**Employees:** 64  
**Immediate Parent:** N/A  
**Managing Director:** Mr Alan Tong  
**Contact for press enquiries:** Jane Percy  
**Tel:** 01480 396395  
**Email:** [jane@picotech.com](mailto:jane@picotech.com)

Established in 1991, Pico Technology Ltd designs and manufactures electronic test equipment such as oscilloscopes and automatic diagnostic equipment for all levels of the automotive industry. It has established a worldwide network of 180 distributors to trade with and to service the requirements of large and small customers in each country. Together with a successful electronic sales operation, it has established itself as a leading supplier of this equipment worldwide. It wins the Queen's Award for International Trade for continuous growth in overseas earnings of 204% over the last six years. The company now sells to 130 countries, with sales to the US making up 41.5% of export sales. Other market successes include Japan, where sales have grown 460%, China (543%) and Russia (271%) since 2008.

## Research division of Vernalis (R&D) Limited

Granta Park  
Great Abington  
Cambridge  
CB21 6GB

**Website:** [www.vernalis.com](http://www.vernalis.com)  
**Employees:** 57  
**Immediate Parent:** Vernalis (R&D) Limited  
**Research Director:** Dr Mike Wood  
**Contact for press enquiries:** Irene Bryce  
**Tel:** 0118 9380015  
**Email:** [i.bryce@vernalis.com](mailto:i.bryce@vernalis.com)

The Research division of Vernalis (R&D) Ltd was founded in 1996 and provides drug discovery expertise to pharmaceutical companies to supply novel treatments for unmet medical needs. Its scientists are recognised as world leaders in fragment and structure based drug discovery and have built a reputation for innovation and delivery. This expertise has been a key factor in securing strategic collaborations with non-UK pharmaceutical companies, resulting in growth in overseas earnings over the last three years.

## SEACON (europe) Ltd

Seacon House  
Hewett Road  
Gapton Hall Industrial Estate  
Great Yarmouth  
Norfolk  
NR31 0RB

**Website:** [www.seaconworldwide.com](http://www.seaconworldwide.com)  
**Employees:** 110  
**Immediate Parent:** SEA CON® Brantner & Associates Inc  
**Managing Director:** Mr David Parker  
**Contact for press enquiries:** Melanie Harrison  
**Tel:** 01493 652733  
**Email:** [melanie.harrison@seaconeurope.com](mailto:melanie.harrison@seaconeurope.com)

Established in 1987, SEACON (europe) Ltd designs and manufactures electrical/optical and hybrid connector cable systems and solutions. It wins the Queen's Award for International Trade for outstanding growth in overseas sales over the last three years. During this period, the company has established new business in the US, France and Norway and further new business is being explored in Singapore, Canada and Russia. Export sales as a percentage of total turnover have risen from 41% to 53% and the number of employees has risen from 89 to 110 over the same three year period.



## STG Aerospace Ltd

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21 Turbine Way  
Swaffham  
Norfolk  
PE37 7XD

**Website:** [www.stgaerospace.com](http://www.stgaerospace.com)  
**Employees:** 18  
**Immediate Parent:** Saf-T-Glo Limited  
**CEO:** Mr Nigel Duncan  
**Contact for press enquiries:** Victoria Batson  
**Tel:** 01760 723232  
**Email:** [victoria.batson@stgaerospace.com](mailto:victoria.batson@stgaerospace.com)

STG Aerospace develops innovative and cost-effective lighting solutions for the aviation industry. Established in 1985, STG Aerospace understands the challenges faced by today's leading airlines, MROs and OEMs and continues to push the boundaries in technology and product applications to meet their needs. STG Aerospace leads the development of photoluminescence in aviation and continues to innovate in other specialist lighting applications, including LED cabin mood lighting and signage. STG Aerospace wins a 2014 Queen's Award for International Trade having increased export sales by 47% over three years.



## Adder Technology Limited

Unit 2, Saxon Way  
Bar Hill  
Cambridge  
CB23 8SL

**Website:** [www.adder.com](http://www.adder.com)  
**Employees:** 103  
**Immediate Parent:** N/A  
**Managing Director:** Mr Adrian Dickens  
**Contact for press enquiries:** Leila Hrycyszyn  
**Tel:** 01252 727313  
**Email:** [leilah@whiteoaks.co.uk](mailto:leilah@whiteoaks.co.uk)

Adder Technology Limited wins an Innovation Award for developing the AdderLink Infinity, a hardware based, high performance digital KVM (keyboard, voice, mouse) matrix used for controlling and distributing digital video signals. The innovative system enables an unlimited number of users to securely access an unlimited number of sources using a standard IP network. Separated by almost any distance, users have real time control of their computing resources and content through keyboard, mouse, graphics tablet or other touch screen devices. Through their innovation, Adder have won prestigious contracts globally, from the new BBC facilities in London and Manchester, to the Opera House in Sydney. The flexibility and ubiquity of IP enables the system to be installed anywhere. Users benefit by having real time control of HD video systems remotely as if they were connected directly.

## G's Fresh Beetroot Limited

50 Hostmoor Avenue  
March  
Cambridgeshire  
PE15 0AX

**Website:** [www.gs-fresh.com](http://www.gs-fresh.com)  
**Employees:** 156  
**Immediate Parent:** G's Fresh Limited  
**Managing Director:** Mr Graham Forber  
**Contact for press enquiries:** Anthony Gardiner  
**Tel:** 01353 727200  
**Email:** [Anthony.gardiner@gs-fresh.com](mailto:Anthony.gardiner@gs-fresh.com)

G's Fresh Beetroot Limited wins an Innovation Award for its contribution to promoting the consumption of beetroot and associated products. The company used innovation for the introduction of natural beetroot with no preservatives in vacuum-packed plastic packaging giving a six month shelf-life. Plastic jars have been introduced for pickles as replacement for glass jars, using specialist high quality vinegars, a natural alternative to acetic acid. Technological advances have seen the development of steam cooking, which gives healthier and more flavoursome products than boiling, and the introduction of robotics within the factory environment. New product innovations include flavour-infused, ready-to-eat beetroot, convenience packs and grocery innovations such as beetroot juices and premium quality pickled beetroot packed in hot fill plastic jars. The unique innovations have led the business into international markets of the US and Australia, with development opportunities in Europe and Asia.

## MBDA UK Limited

PO Box 19  
Six Hills Way  
Stevenage  
Hertfordshire  
SG1 2DA

**Website:** [www.mbda-systems.com](http://www.mbda-systems.com)  
**Employees:** 2668  
**Immediate Parent:** MBDA SAS  
**Managing Director UK:** Mr Steve Wadey  
**Contact for press enquiries:** Conal Walker  
**Tel:** 01438 752053 or 07764 324084  
**Email:** [conal.walker@mbda-systems.com](mailto:conal.walker@mbda-systems.com)

MBDA UK Limited wins an Innovation Award for converting the Brimstone anti-armour missile into a dual purpose weapon. The new weapon provides crews of RAF Tornado GR4 aircraft with a world-leading, low-collateral, precision capability, whilst retaining its original anti-tank role. The extension provides unique man-in-the-loop laser designation capability for engaging, with surgical precision, a range of targets including snipers, mortar teams, improvised explosive devices and fast moving, manoeuvring vehicles. Pin-point accuracy and low collateral damage make the weapons suitable for urban deployment. The development involved incorporating new features such as optical devices, a fused quartz 'radome', a carbon fibre body tube and a diamond, precision-machined part, which replaced the original parabolic reflector. An enlarged collecting aperture improves detection performance at extended ranges in adverse weather conditions.



## No Climb Products Limited t/a detectortesters

163 Dixons Hill Road  
Welham Green  
Hertfordshire  
AL9 7JE

**Website:** [www.detectortesters.com](http://www.detectortesters.com)  
**Employees:** 79  
**Immediate Parent:** Et Ceteris Limited  
**Managing Director:** Mr William Rossiter  
**Contact for press enquiries:** Stephen Beadle  
**Tel:** 01707 259431  
**Email:** [Stephen.beadle@detectortesters.com](mailto:Stephen.beadle@detectortesters.com)

An Innovation Award is made to No Climb Products Limited t/a detectortesters for 'Testifire', an advanced device for testing fire detectors. Testifire is a 3-in-1 fire detector tester and it also provides an optional electronic audit trail facility. Its patented technologies enable fast and efficient field testing of smoke, heat or carbon monoxide (CO) fire detectors and the ability to test previously un-testable complex multi-sensor detectors. Smoke, heat and CO stimuli are all created in the single unit that is Testifire. Eliminating the hazardous pressurised gases traditionally associated with these activities, stimuli are generated as required using processes fuelled by environmentally friendly replaceable capsules. Testifire is third-party certified and approved by leading fire detector manufacturers globally. Since its launch Testifire has been rapidly adopted by professional service personnel working to national fire detection standards worldwide.

## Optical Metrology Services Limited

Unit 11, Twyford Business Centre  
London Road  
Bishops Stortford  
Hertfordshire  
CM23 3YT

**Website:** [www.omsmeasure.com](http://www.omsmeasure.com)  
**Employees:** 24  
**Immediate Parent:** N/A  
**CEO:** Dr Tim Clarke  
**Contact for press enquiries:** Hugh Davies  
**Tel:** 01279 656038  
**Email:** [hugh.davies@omsmeasure.com](mailto:hugh.davies@omsmeasure.com)

Optical Metrology Services Limited wins an Innovation Award for developing Smartfit, a service for managing pipe preparation in readiness for seabed deployment. Used in the oil and gas industries, it ensures accurate fitment of pipes prior to welding and laying in trenches, thus preventing environmentally damaging leaks. To create the service, the company developed bespoke laser measuring equipment, pipe-end preparation tools and a methodology, with supporting software, for pipe matching. The service reduces costs through speeding pipe laying and reducing stoppages caused by poor fitments. Prior to the introduction of the service, fit-up problems occurred at a mean rate of 1 in every 15 pipes - using the service, such problems are rare or non-existent. It is estimated that it saves clients about £9 million per year.



## Johnson Matthey Plc, Emission Control Technologies

Orchard Road  
Royston  
Hertfordshire  
SG8 5HE

**Website:** [www.matthey.com](http://www.matthey.com)  
**Employees:** 913  
**Immediate Parent:** Johnson Matthey Plc  
**Managing Director, European Region:** Dr David Prest  
**Contact for press enquiries:** Sue Glanville  
**Tel:** 07715 817589  
**Email:** [info@catalystcomms.co.uk](mailto:info@catalystcomms.co.uk)

Johnson Matthey Plc, Emission Control Technologies wins a Sustainable Development Award for designing and manufacturing emission control catalysts and achieving sustainability targets within its operations. Anticipating legislation, the company developed innovative products to reduce, by over 90%, emissions from motor vehicles, thus lowering air pollution and increasing life quality. It works with customers and vehicle manufacturers, ensuring not only product effectiveness but also that production methods are sustainable, for example by monitoring raw materials in supply chains. The company achieved positive outcomes from its own environmental management, increasing recycling rates to 90% in five years, reducing energy consumption by 40% since 2007 and increasing manufacturing sustainability. Furthermore, through the engagement of its ambassadors, it has improved pupil and student understanding of science and engineering and promoted environmental awareness.

## Willmott Dixon Holdings Ltd

Spirella  
2 Icknield Way  
Letchworth Garden City  
Hertfordshire  
SG6 4GY

**Website:** [www.willmottdixongroup.co.uk](http://www.willmottdixongroup.co.uk)  
**Employees:** 3600  
**Immediate Parent:** N/A  
**Group Chief Executive:** Mr Rick Willmott  
**Contact for press enquiries:** Andrew Geldard  
**Tel:** 01462 671852  
**Email:** [andrew.geldard@willmottdixon.co.uk](mailto:andrew.geldard@willmottdixon.co.uk)

Willmott Dixon Holdings Ltd wins a Sustainable Development Award for contributions to environmental improvement and economic growth. The organisation was the first British construction company to achieve carbon neutrality. Through its 'Everyone Plays a Part' initiative, it made significant progress towards meeting sustainability targets, particularly regarding building standards. In 2012, over 85% of housing units complied with the 'Life Time Home' standard and nearly 90% of construction projects achieved an EPC B rating or better. It designed out waste streams and has been actively involved in National Community Wood Recycling. It maximised on-site reuse between trades, pioneered low-waste, low-carbon, cross-laminated timber building frames and reduced primary resource consumption. Furthermore, the company invests some £1 million annually for improving skills and social fabric in local communities.



## Ampetronic Ltd

Unit 2, Trentside Business Village  
Farndon Road  
Newark  
Nottinghamshire  
NG24 4XB

**Website:** [www.ampetronic.com](http://www.ampetronic.com)  
**Employees:** 29  
**Immediate Parent:** N/A  
**Managing Director:** Mr Julian Pieters  
**Contact for press enquiries:** Alistair Knight  
**Tel:** 01636 610062  
**Email:** [alistair.knight@ampetronic.com](mailto:alistair.knight@ampetronic.com)

Ampetronic Ltd was established in 1987 and designs, manufactures and provides service support for hearing accessibility systems. It wins the Queen's Award for International Trade having increased its overseas sales turnover over three years and growing export sales as a contribution to total sales from 54% to 67%. The company sells into most markets by appointing sole distributors, but also sells directly to 'Premier Partners' or large global contractors and to the corporate sector, sometimes working strategically with other manufacturers to ensure industry standards are continuously improved. Initially it has seen success in countries where accessibility legislation is strong – Europe, Scandinavia, North America and Australasia – but it is now increasingly working in new economies where it sees future growth.

## Caterpillar (UK) Ltd

Peckleton Lane  
Desford  
Leicestershire  
LE9 9JT

**Website:** [www.uk.cat.com](http://www.uk.cat.com)  
**Employees:** 2344  
**Immediate Parent:** Caterpillar Inc.  
**General Manager:** Ms Silvana Ceconello  
**Contact for press enquiries:** Alexandra McDougall  
**Tel:** 028 9049 5170  
**Email:** [McDougall\\_Alexandra@cat.com](mailto:McDougall_Alexandra@cat.com)

An established exporter, Caterpillar (UK) Ltd started trading in 1950 and manufactures backhoe loaders, a tractor based unit with a loader at the front and an excavator at the rear. The company reviewed its strategy in 2009, consolidating the business in the UK. This required a high level of research and development investment to ensure that its product remains leading edge. The company exports 99% of its product and is targeting key existing markets as well as new markets to increase sales worldwide. Caterpillar (UK) Ltd undertakes a substantial amount of product training to aid sales and improve design. It has made large scale investments in apprenticeships and increased its number of employees by 50% to 2344. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

## EziDock Systems Limited

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

**Website:** [www.ezidock.com](http://www.ezidock.com)  
**Employees:** 8  
**Immediate Parent:** N/A  
**Sales Director:** Mr Michael Brimson  
**Contact for press enquiries:** Pete White  
**Tel:** 01246 569695  
**Email:** [info@midlandsmarketingmedia.co.uk](mailto:info@midlandsmarketingmedia.co.uk)

EziDock Systems Ltd started trading in 2003 and manufactures systems and packaging for food, chemical and pharmaceutical manufacturers around the world. This young company developed an innovative product for the pharmaceutical market for handling toxic ingredients which is now sold in 18 countries worldwide via agents. It wins a Queen's Award for International Trade for outstanding growth in overseas earnings of 100% over the last three years, as well as establishing new sales into Japan and Singapore. The US remains its dominant market with 25% of overseas sales.



## Green 4 Solutions Limited

16 Midland Court  
Central Park  
Lutterworth  
Leicestershire  
LE17 4PN

**Website:** [www.green4solutions.com](http://www.green4solutions.com)  
**Employees:** 30  
**Immediate Parent:** N/A  
**Director:** Mr Peter Oliver  
**Contact for press enquiries:** Peter Oliver  
**Tel:** 07773 541502  
**Email:** [Peter.Oliver@green4solutions.com](mailto:Peter.Oliver@green4solutions.com)

Green 4 Solutions Ltd was founded in 2006 and provides customer relationship management (CRM) solutions for the sports and leisure industry. It wins the Queen's Award for International Trade having grown overseas earnings 418% over the last three years and increasing exports as a percentage of its turnover from 14% to 41%. A string of new markets have been opened in this period including Canada, New Zealand and several markets across Europe and the Middle East. The company has used partners to de-risk its growth strategy and enter new markets where local market access has been identified as being better served through partner relationships.

## Guidance Navigation Ltd

4 Dominus Way  
Meridian Business Park  
Leicester  
LE19 1RP

**Website:** [www.guidance.eu.com](http://www.guidance.eu.com)  
**Employees:** 83  
**Immediate Parent:** Guidance Navigation Holdings Ltd  
**CEO:** Mr Jan Grothusen  
**Contact for press enquiries:** James Grimshaw  
**Tel:** 0116 2292600  
**Email:** [james.grimshaw@guidance.eu.com](mailto:james.grimshaw@guidance.eu.com)

Founded in 1991, Guidance Navigation Ltd manufactures sophisticated navigation and position measurement technologies. Guidance is a recipient of the Queen's Award for International Trade having grown exports by 120% over the last three years. A key factor to the company's export success is that they have a global understanding of what a customer focused approach actually means. Their main overseas markets are in the US and Europe which, combined, represents over 76% of its export turnover. New business has been established in Angola, Cuba, Gabon and Russia. The oil and gas sector supplied by Guidance Navigation often requires local certification – to overcome this, the company has committed to opening offices in markets where business opportunities are strongest, starting with Cabo Frio in Brazil.

## The National Examination Board in Occupational Safety and Health

5 Dominus Way  
Meridian Business Park  
Leicester  
LE19 1QW

**Website:** [www.nebosh.org.uk](http://www.nebosh.org.uk)  
**Employees:** 60  
**Immediate Parent:** N/A  
**Chief Executive:** Mrs Teresa Budworth  
**Contact for press enquiries:** Zoe Goodwin  
**Tel:** 0116 2634730  
**Email:** [zoe.goodwin@nebosh.org.uk](mailto:zoe.goodwin@nebosh.org.uk)

The National Examination Board in Occupational Safety and Health (NEBOSH) is a registered charity founded in 1979. It provides accredited qualifications in health, safety and environmental management. In 2012 almost 60% of all exam registrations were from overseas compared with 37% two years earlier. Proactive marketing, using product development structured to overseas markets, has led to a growth from 57 accredited course providers in 24 countries to 163 based in 36 countries. It has increased its number of employees by eight to 60. It wins the Queen's Award for International Trade having grown overseas sales earnings by 151% over the last three years.



## Chinook Sciences Ltd

Number One Jesse Boot Avenue  
University Boulevard  
Nottingham  
NG7 2RU

**Website:** [www.chinookenergy.com](http://www.chinookenergy.com)  
**Employees:** 25  
**Immediate Parent:** N/A  
**Chairman and CEO:** Dr Rifat Chalabi  
**Contact for press enquiries:** Steve Martin  
**Tel:** 0845 0943001  
**Email:** [steve.martin@chinookenergy.com](mailto:steve.martin@chinookenergy.com)

An Innovation Award is made to Chinook Sciences Ltd for developing thermal heat treatment plants for recovering recycled metal and generating renewable energy from waste. Incorporating a novel process, the plants have been commissioned worldwide. The process, which utilises patented technologies involving gasification and pyrolysis, can recover up to four kilograms of valuable metals and generate over one megawatt of clean, green energy from just one tonne of residual waste. It analyses the conditions of input waste material and optimises gasification by controlling pressure, temperature and oxygen concentration. Compared with alternatives, the new plants, which gain the highest environmental compliance rating, process a wider range of metals and recover considerably more energy per tonne of waste. The company, through its innovation, has enjoyed significant commercial success.

## Inzpire Limited

Unit 1  
Henley Way  
Lincolnshire  
LN6 3QR

**Website:** [www.inzpire.com](http://www.inzpire.com)  
**Employees:** 46  
**Immediate Parent:** Inzpire Holdings Ltd  
**Chief Executive Officer:** Mr Hugh Griffiths  
**Contact for press enquiries:** Alan Whittle  
**Tel:** 01253 675514 or 07816 325086  
**Email:** [al.whittle@inzpire.com](mailto:al.whittle@inzpire.com)

Inzpire Limited wins an Innovation Award for supplying devices called Graphical Electronic Cockpit Organisers. The instrumentation packs supplement avionics systems on military aircraft. They incorporate geographic positioning systems and intelligent display screens, which can be manipulated quickly to access, for example, maps of selected scales. They also incorporate intelligent search functions enabling stored or new targets to be pin-pointed, whilst displaying satellite imagery for visualisation of target areas prior to engagements; digital wire and other hazard information is available for display. Designed as alternatives to integrating new, complex electronics within aircraft through major series up-grades, the portable devices, whose own up-grades can be quickly certified, enable new positioning and targeting techniques to be adopted efficiently by combat personnel. Thus, engagement times are shortened and lives are saved.



## Nottingham Energy Partnership

5th Floor, Castle Heights Building  
72 Maid Marian Way  
Nottingham  
NG1 6BJ

**Website:** N/A  
**Employees:** 19  
**Immediate Parent:** N/A  
**General Manager:** Mr Philip Angus  
**Contact for press enquiries:** Alison Mounicy  
**Tel:** 0115 9859057  
**Email:** Alison.m@nottenergy.com

Nottingham Energy Partnership wins a Sustainable Development Award for helping to make communities and organisations more sustainable. The not-for-profit social enterprise has delivered domestic and commercial projects tackling fuel poverty, carbon emission reduction, energy saving and natural resource preservation. In addition to direct measures, such as installing insulation in over 10,000 properties, it gives advice and training on energy management and carbon reduction, thereby empowering communities to manage energy needs. Effectively managing its own environmental performance, the company saves clients an estimated 20,000 tonnes of carbon dioxide annually. Through its policy of providing 20% of its time on free community support, it recirculates profits directly into its communities, often negotiating on their behalf with utility companies to ensure that Nottingham benefits from the 'Green Deal' programme.



**LIFETIME ACHIEVEMENT AWARD****Mr Wray Irwin**

Director of Employability and Engagement  
University of Northampton  
Park Campus  
Boughton Green Road  
Northampton  
NN2 7AL

**Website:** [www.northampton.ac.uk](http://www.northampton.ac.uk)  
**Contact for press enquiries:** Deborah Mattock  
**Tel:** 01604 892773  
**Email:** [Deborah.Mattock@northampton.ac.uk](mailto:Deborah.Mattock@northampton.ac.uk)

Mr Wray Irwin earns the Lifetime Achievement Award for Enterprise Promotion following a long history of enterprise promotion and a particular speciality in social enterprise. He has devoted over 20 years to helping people become entrepreneurial in approach and to set up sustainable enterprises or cooperatives. His work with communities has been designed to develop and encourage them to take ownership and run their own community facilities as viable businesses for the benefit of local people. Since 2000 he has directly established and/or supported over 100 community enterprises designed to address social disadvantage including: homelessness, drug abuse, mental illness and youth unemployment. His work also includes the establishment of credit unions in Northamptonshire. Mr Irwin is currently the Director of Employability and Engagement at the University of Northampton.



## A Fulton Company Limited

Unit 1, Premier Park  
 Premier Park Road  
 Park Royal  
 Brent  
 London  
 NW10 7NZ

**Website:** N/A  
**Employees:** 30  
**Immediate Parent:** N/A  
**Chief Executive:** Mr Nigel Fulton  
**Contact for press enquiries:** Shula Pannick  
**Tel:** 020 7630 1411  
**Email:** spannick@thecommunicationgroup.co.uk

Founded in 1955, A Fulton Company Ltd designs and distributes branded and bespoke umbrellas and rainwear accessories. It wins the Queen's Award for International Trade having grown overseas sales over the last three years and entered a further 17 new markets including China, Thailand and Korea. The company has been established a long time and has successfully adapted its business model, moving from manufacturing to importing and finishing, adding significant value and maintaining its place as an international brand. Fulton has invested in people and research to identify appropriate markets; where already established it increases penetration and, in the case of new markets, it identifies local resources to market and distribute its products, which are protected through international patents.

## All3Media International Ltd

Berkshire House  
 168-173 High Holborn  
 London  
 WC1V 7AA

**Website:** www.all3mediainternational.com  
**Employees:** 35  
**Immediate Parent:** All3Media Ltd  
**Managing Director:** Ms Louise Pedersen  
**Contact for press enquiries:** John Wagener  
**Tel:** 020 8675 4386  
**Email:** john.wagener@all3media.com

All3Media International Ltd has been operating since 2003 and is a distribution company for television programmes and formats, and ancillary rights around television shows and formats. It wins the Queen's Award for International Trade for continuous growth in overseas earnings of 169% over the last six years, continuing the success demonstrated for its 2009 Award. It has entered a number of new markets, including Russia, Poland, Brazil and China, as a result of its clear marketing strategy, which treats key programmes as export brands as well as running awards to stimulate British producers to think about overseas markets when creating new programmes. Investment in staff, in particular language skills, in technology and marketing supports a clear, well developed strategy for international expansion.

## EnergyNet Limited

Fulham Green  
 Bedford House  
 69-79 Fulham High Street  
 London  
 SW6 3JW

**Website:** www.energynet.co.uk  
**Employees:** 7  
**Immediate Parent:** Clarion Events  
**Managing Director:** Mr Simon Gosling  
**Contact for press enquiries:** Amy Offord  
**Tel:** 020 7384 8068  
**Email:** Amy.Offord@energynet.co.uk

Established in 1993, EnergyNet's primary role is to bring together Africa's public sector with credible international power developers to increase the capacity and efficiency of Africa's power sector, with a specific focus on its impact on economic development and job creation through a programme of conferences hosted in Europe, China and Africa. It wins the Queen's Award for International Trade for outstanding growth in overseas earnings of 125% over the last three years. Operating in a niche area, it has organised new events in Hong Kong, Mozambique, Ethiopia and Nigeria during the same period. The company works with the African media to target over 30 million potential clients with an objective to increase growth by a further 25% over the next three years.



## Euromonitor International Plc

60-61 Britton Street  
 Islington  
 London  
 EC1M 5UX

**Website:** [www.euromonitor.com](http://www.euromonitor.com)  
**Employees:** 279  
**Immediate Parent:** N/A  
**Chairman:** Mr Robert Senior  
**Contact for press enquiries:** Lauren Beth  
**Tel:** 020 7251 8024  
**Email:** [Lauren.Beth@Euromonitorintl.com](mailto:Lauren.Beth@Euromonitorintl.com)

Formed in 1972, Euromonitor International Plc is a publisher of global market research and strategy intelligence in the form of databases, reports, books and consulting projects. It wins the Queen's Award for International Trade for continuous growth in overseas sales of 155% over the last six years, with sales to organisations in 106 countries. It has opened up 11 new markets during the period including Azerbaijan, Kenya, Sri Lanka and Venezuela. It has a solid research based approach to identifying and penetrating markets which is underpinned by a well resourced web based and physical infrastructure that takes account of language and cultural issues.

## Garrets International Limited

Stewards House  
 St Edwards Court  
 London Road  
 Romford  
 RM7 9QD

**Website:** [www.garrets.com](http://www.garrets.com)  
**Employees:** 32  
**Immediate Parent:** Garrets Bidco Limited  
**Chief Executive:** Mr Geoffrey Battersby  
**Contact for press enquiries:** Peter Andersen  
**Tel:** 01708 740400  
**Email:** [peter@garrets.com](mailto:peter@garrets.com)

Trading since 1991, Garrets International Ltd provides a comprehensive on-board provisions and catering management service for international ship owners and managers. It wins the Queen's Award for International Trade having increased overseas sales earnings by 330% over the last six years, continuing the growth acknowledged by its 2009 Award. It has grown its business from employing 12 to 32 staff and added a number of new markets, including Hong Kong, during this period. A near 100% exporter, Garrets International's coverage spans from Scandinavia and Europe to the Far East.

## Gong Communications Ltd

1 Blandford Street  
 Westminster  
 London  
 W1U 3DA

**Website:** [www.gongcommunications.com](http://www.gongcommunications.com)  
**Employees:** 20  
**Immediate Parent:** N/A  
**Managing Director:** Ms Narda Shirley  
**Contact for press enquiries:** Narda Shirley  
**Tel:** 07770 888318  
**Email:** [narda@gongcommunications.com](mailto:narda@gongcommunications.com)

Established in 2006, Gong Communications Ltd is a public relations company offering creative services to UK and overseas clients. It wins the Queen's Award for International Trade having grown overseas sales earnings 258% over the last three years and increased its exports as a percentage of turnover from 25% to 45%. Gong has built upon a loyal client base to expand its business and develop niche markets. It has adopted a strategy of opening up as many channels of communication as possible, including Muse and Gong Creative, and networking where its target clients frequent. Key markets include Singapore, US, Kenya, Ghana and Nigeria.



## Graff Diamonds International Limited

28-29 Albemarle Street  
Westminster  
London  
W1S 4JA

**Website:** [www.graffdiamonds.com](http://www.graffdiamonds.com)  
**Employees:** 189  
**Immediate Parent:** Graff Diamonds Holdings Limited  
**Chairman:** Mr Laurence Graff OBE  
**Contact for press enquiries:** Katherine Roach  
**Tel:** 020 7584 8571  
**Email:** [marketing@graffdiamonds.com](mailto:marketing@graffdiamonds.com)

Founded in 1960, Graff Diamonds International Ltd is a designer, manufacturer and retailer of exclusive, high value jewellery and watches and is involved in every stage of the jewellery making process, from the sourcing of the rough stone through to the cutting, polishing and final setting of each jewel. Graff's stores can be found in over 45 locations across the globe. In the last three years, significant expansion has seen openings throughout the US, Asia, Europe, South Africa and the Middle East with more planned for 2014 and beyond. Graff has received the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

## HCA International Limited

242 Marylebone Road  
Camden  
London  
NW1 6JL

**Website:** [www.hcahospitals.co.uk](http://www.hcahospitals.co.uk)  
**Employees:** 2638  
**Immediate Parent:** HCA Holdings, Inc.  
**President and Chief Executive Officer:** Mr Michael Neeb  
**Contact for press enquiries:** Zoe Horwich  
**Tel:** 020 7400 8994  
**Email:** [zhorwich@hanovercomms.com](mailto:zhorwich@hanovercomms.com)

Established in 1995, HCA International Ltd provides UK based high quality, clinically complex healthcare, delivered by internationally renowned clinicians and underpinned by substantial investments in cutting edge technology. It wins the Queen's Award for International Trade for continuous overseas sales growth having increased its overseas turnover and increased exports as a percentage of total turnover from 26% to 35% over the last six years. A significant employer, the company has increased its number of employees by 576 to 2638 in the same period. It has invested £201 million in new equipment and technologies in the last five years and £500 million in new and existing hospital infrastructure in the last ten. The company's international patients are predominantly from Middle Eastern countries with revenues derived from national embassy funding or international private medical policies.

## HH Global Limited t/a HH Global

City House  
Sutton Park Road  
Sutton  
Surrey  
SM1 2AE

**Website:** [www.hhglobal.com](http://www.hhglobal.com)  
**Employees:** 312  
**Immediate Parent:** N/A  
**Chief Executive Officer:** Mr Robert MacMillan  
**Contact for press enquiries:** Tony Massey  
**Tel:** 07795 835067  
**Email:** [tony.massey@hhglobal.com](mailto:tony.massey@hhglobal.com)

HH Global Ltd t/a HH Global was established in 1991 and provides a marketing and media outsourcing service mainly in the print, digital and retail services sector. It wins the Queen's Award for International Trade, continuing its overseas earnings growth from its 2009 Award. The company has a well established and sophisticated strategy underpinned by a well resourced infrastructure. It now has a large international network of 45 offices in 35 countries. Its flexible approach, utilising partnering, franchise or direct investment, has enabled it to avoid any major issues, expenses related to local conditions or barriers to market entry and is a major strength of its overall approach.



## ISG Plc

Aldgate House  
33 Aldgate High Street  
London  
EC3N 1AG

**Website:** [www.isgplc.com](http://www.isgplc.com)  
**Employees:** 1784  
**Immediate Parent:** N/A  
**CEO:** Mr David Lawther  
**Contact for press enquiries:** Nick Hann  
**Tel:** 07970 275251  
**Email:** [nick.hann@isgplc.com](mailto:nick.hann@isgplc.com)

ISG Plc was founded in 1989 and trades within the construction industry. It wins the Queen's Award for International Trade having grown overseas earnings by 240% over the last six years. ISG has addressed targeted long term growth through cooperative associations with leading global organisations across multiple locations and part acquisition of allied business operators, a route which has recently been used to enter the Brazilian market in readiness for the forthcoming Olympic Games. As part of its strategy for growth through export it has also developed a new engineering section specifically for the construction of data control centres and redevelopment of hotel interiors.

## John McAslan + Partners

7-9 William Road  
Camden  
London  
NW1 3ER

**Website:** [www.mcaslan.co.uk](http://www.mcaslan.co.uk)  
**Employees:** 130  
**Immediate Parent:** N/A  
**Chairman:** Mr John McAslan CBE  
**Contact for press enquiries:** Robert Torday  
**Tel:** 020 7756 8515  
**Email:** [r.torday@mcaslan.co.uk](mailto:r.torday@mcaslan.co.uk)

Founded in 1996, John McAslan + Partners provides architectural and design related services to worldwide customers. It wins the Queen's Award for International Trade having grown export sales earnings over the last three years, increasing its percentage of sales exported from 25% to 46% and increasing its number of employees by 43 to 130. Its strategy for export growth incorporates technical expertise combined with innovation and has led to the development of a team of 120 global architects and designers. Its London offices offer communication in 20 different languages. It uses UK Trade & Investment and FCO to provide regional on the ground expertise and advice and is an active participant in inward and outward trade missions.

## JSB Group Limited

Dove House  
Arcadia Avenue  
London  
N3 2JU

**Website:** [www.jsbonline.com](http://www.jsbonline.com)  
**Employees:** 38  
**Immediate Parent:** N/A  
**Chairman:** Mr Paul Secher  
**Contact for press enquiries:** Samantha Barrow  
**Tel:** 020 8371 7016  
**Email:** [sam.barrow@jsbonline.com](mailto:sam.barrow@jsbonline.com)

Founded in 1980, JSB Group Ltd provides learning, development, training and organisational consulting services. It has grown overseas sales earnings over the last three years with a trading presence across the world, although the majority of clients are European representing 76% of overseas sales. New markets entered in the last three years include South Africa, US, Singapore, Australia and Colombia. JSB Group wins the Queen's Award for International Trade having evidenced overseas sales growth through a holistic approach to marketing which utilises an array of different skills and applications dependant upon the particular market area and conditions.



## London Tradition Ltd

96b Wallis Road  
London  
E9 5LN

**Website:** [www.londontradition.com](http://www.londontradition.com)  
**Employees:** 10  
**Immediate Parent:** N/A  
**Director:** Mr Mamun Chowdhury  
**Contact for press enquiries:** Mamun Chowdhury  
**Tel:** 020 8533 9900  
**Email:** [mamun@londontradition.com](mailto:mamun@londontradition.com)

Founded in 2002, London Tradition Ltd designs high quality clothing that is manufactured in the UK. It wins the Queen's Award for International Trade for demonstrating continuous and cumulative growth in export sales of 865% over six years. London Tradition exports to 12 markets and uses a network of approved resellers to maintain required global standards. It undertakes lengthy and sometimes costly research before considering any new market to ensure that its development plan is achievable. Forced to relocate due to being on the site of the London 2012 Olympics, London Tradition has achieved this remarkable growth in export earnings despite the loss of several overseas clients as a result of its factory closure.

## Marketing VF Ltd

Ryland House  
24a Ryland Road  
London  
NW5 3EH

**Website:** [www.mvfglobal.com](http://www.mvfglobal.com)  
**Employees:** 125  
**Immediate Parent:** N/A  
**CEO:** Mr Titus Sharpe  
**Contact for press enquiries:** Ruth Stone  
**Tel:** 07788 417109  
**Email:** [RUTH@ORCHIDPR.CO.UK](mailto:RUTH@ORCHIDPR.CO.UK)

Marketing VF Ltd began trading in 2009 and helps businesses grow their customer base in fast growth sectors all over the world. It wins the Queen's Award for International Trade having over the last three years grown overseas sales earnings by 507% and increased its number of employees from 34 to 125. The company uses web based marketing and market research to target customers of fast growth sectors that demand speed to market. The geographic spread of its markets is wide and well researched as are its core sectors, each of which is managed by a global in-house expert who manages the sector across all territories. International sales teams are managed by language divisions, of which there are six.

## Nasco (UK) Ltd

Unit 8B and 8C Beaver Industrial Park  
Brent Road  
Southall  
London  
UB2 5FB

**Website:** [www.nasco-uk.com](http://www.nasco-uk.com)  
**Employees:** 37  
**Immediate Parent:** N/A  
**Director:** Mr Suresh Vidani  
**Contact for press enquiries:** Nisha Vidani  
**Tel:** 020 8571 2333  
**Email:** [nisha@nasco-uk.com](mailto:nisha@nasco-uk.com)

Established in 2004, Nasco (UK) Ltd is an exporter of fast moving consumer goods. It wins the Queen's Award for International Trade having shown continuing progress from its 2013 Award with 69% overseas sales growth seen in the last 12 months. Nasco aims to be the largest exporter of British branded food products. It has established long term relationships with both suppliers and customers in order to sustain and grow its business, providing a complete export solution from logistics through to labelling. New business has been established in a varied mix of overseas markets, including: France, Lebanon, Canada, Uganda, Germany, Yemen, Pakistan, the Netherlands and Australia.



## Penta Consulting Limited

Crosspoint House  
28 Stafford Road  
Wallington  
Surrey  
SM6 9AA

**Website:** [www.pentaconsulting.com](http://www.pentaconsulting.com)  
**Employees:** 88  
**Immediate Parent:** N/A  
**Chief Executive Officer:** Mr Paul Clark  
**Contact for press enquiries:** Clare Francis  
**Tel:** 020 8647 3999 or 07798 552982  
**Email:** [clarefrancis@pentaconsulting.com](mailto:clarefrancis@pentaconsulting.com)

Founded in 1998, Penta Consulting Ltd provides technical staffing solutions for the global telecommunications sector. Its export marketing strategy has achieved penetration into 120 countries and 90% of the global telecoms market. New markets entered last year include Saudi Arabia, Qatar, Iraq, South Africa and Dubai, combining to deliver over 40% of total export sales. In order to overcome restrictive trade barriers that protect local businesses, the company has opened offices within specific countries and entered strategic partnerships with local companies or personnel. It wins the Queen's Award for International Trade for outstanding growth in overseas sales earnings over the last three years.

## Priestman Goode Ltd

110 Crawford Street  
Westminster  
London  
W1H 2JD

**Website:** [www.priestmangoode.com](http://www.priestmangoode.com)  
**Employees:** 32  
**Immediate Parent:** N/A  
**Director:** Mr Paul Priestman  
**Contact for press enquiries:** Anna Meyer  
**Tel:** 020 7935 6665  
**Email:** [anna@priestmangoode.com](mailto:anna@priestmangoode.com)

Established in 2000, Priestman Goode Ltd is a design consultancy that specialises in transport and aviation interiors design but also extends to sectors such as hospitality, environment, products and branding. It has built up a portfolio of clients in a broad spread of countries but has focused on large projects in the developing BRIC countries. It wins the Queen's Award for International Trade having grown export sales earnings over the last three years, with particular successes in China, US, Brazil and Thailand, achieving recognition in the process as a leader in its sector and word of mouth recommendations. The consultancy opened an office in China in 2010 to service its growing client base in the region.

## Smart Voucher Ltd t/a Ukash

Counting House  
53 Tooley Street  
London  
SE1 2QN

**Website:** [www.ukash.com](http://www.ukash.com)  
**Employees:** 104  
**Immediate Parent:** N/A  
**CEO:** Mr David Hunter  
**Contact for press enquiries:** David Hunter  
**Tel:** 020 7939 0311  
**Email:** [david.hunter@ukash.com](mailto:david.hunter@ukash.com)

Smart Voucher Ltd t/a Ukash began trading in 2001 and provides white label and Ukash branded electronic money services. It wins its fourth consecutive Queen's Award for International Trade continuing further outstanding overseas sales growth. Smart Voucher has continued to actively target new markets and recent market development has been undertaken in Poland, Mexico and Romania. It clearly segments its markets with a sales and contact strategy for each customer segment. It now trades with 57 markets across the world, offers its website in 13 languages and its call centre operates in five languages. It has developed its own risk and compliance team to deal with regulation over the six continents in which the company now operates.



## Spencer Ogden Limited

33 Charlotte Street  
London  
W1T 1RR

**Website:** [www.spencer-ogden.com](http://www.spencer-ogden.com)  
**Employees:** 117  
**Immediate Parent:** N/A  
**CEO:** Mr David Spencer-Percival  
**Contact for press enquiries:** Hannah Codrington  
**Tel:** 020 7580 6502  
**Email:** [hannahc@toplinecomms.com](mailto:hannahc@toplinecomms.com)

Founded in 2010, Spencer Ogden Ltd provides recruitment services for personnel and companies in the energy sector. It wins the Queen's Award for International Trade having grown overseas sales earnings by 1025% over the last three years and growing exports as a percentage of total turnover from 23% to 54%. Its number of employees has risen from 34 to 117. The company currently has six overseas offices with fixed plans to open more to help drive its global expansion. In order to mitigate the threat of fluctuations in foreign currency to its international business, it invoice discounts as well as currency hedges, all from a centralised invoicing centre that has been key in managing its financial systems as it has grown exponentially.

## Tangle Teezer Limited

Office 305  
143 Acre Lane  
London  
SW2 5UA

**Website:** [www.tangleteezer.com](http://www.tangleteezer.com)  
**Employees:** 11  
**Immediate Parent:** N/A  
**Chief Executive Officer:** Mr Shaun Pulfrey  
**Contact for press enquiries:** Jacqui Ripley  
**Tel:** 020 7738 4458  
**Email:** [Jacqui.r@tangleteezer.com](mailto:Jacqui.r@tangleteezer.com)

A 2012 Queen's Award for Innovation winner, Tangle Teezer Ltd was established in 2007. It designs and produces detangling hairbrushes for the professional, home and beauty market, utilising patented bristle technology and leading edge design. It wins the Queen's Award for International Trade for outstanding overseas earnings growth of 756% over the last three years, resulting in exports rising as a percentage of turnover from 28% to 64%. The company has established sales in 50 markets, with seven new markets added in the last three years. It has used a range of sales channels including social media and home shopping channels to raise the profile of its products, allowing it to cross over from the professional to a broader consumer market.

## The Dreyfuss Group Limited

2 Foubert's Place  
Regent Street  
London  
W1F 7PA

**Website:** [www.rotarywatches.com](http://www.rotarywatches.com)  
**Employees:** 96  
**Immediate Parent:** N/A  
**Chief Executive:** Mrs Victoria Campbell  
**Contact for press enquiries:** Zoe Nicholls  
**Tel:** 020 7434 5500  
**Email:** [zoen@rotarywatches.com](mailto:zoen@rotarywatches.com)

The Dreyfuss Group Limited is a fourth-generation, family owned business which designs, manufactures and distributes wrist watches bearing the Rotary, Dreyfuss & Co and J&T Windmills brand names. In 2010, just 11% of group turnover was exported. Since then a specific focus on export markets has seen international sales grow by 165% by 2012 and have continued strong growth in 2013. Dreyfuss now has a presence in over 45 countries and is on 30 airlines. The brands are positioned in the mid market and are well suited to the emerging middle market consumers in countries such as China and Indonesia, where affordable watches are becoming popular. Sales have been achieved by promoting the group's 118 years of watch making heritage through high profile sponsorship, advertising and PR, together with innovative product displays.



## AKQA Limited

1 St John's Lane  
Clerkenwell  
London  
EC1M 4BL

**Website:** [www.akqa.com](http://www.akqa.com)  
**Employees:** 382  
**Immediate Parent:** AKQA Holdings Inc.  
**Founder and CEO:** Mr Ajaz Ahmed  
**Contact for press enquiries:** Sorcha Lewis  
**Tel:** 020 3217 7765  
**Email:** [sorcha.lewis@akqa.com](mailto:sorcha.lewis@akqa.com)

AKQA wins an Innovation Award for creating a range of original ideas and services in digital. The range includes software, with novel algorithms, for capturing, analysing and interpreting telemetric data from motor vehicles, to promote driving patterns that lead to reductions of fuel consumption and carbon emissions. It includes a global programme directed at undiscovered football talent who, by demonstrating football skills via social media, are able to compete for professional contracts. It includes mobile and tablet application services and incorporating full body sensor technology, to provide home-based, personal training programmes. The range also includes products such as mobile banking and intelligent domestic appliances, promoting the concept of the 'connected home'. The company, having prestigious company clients, has won numerous awards for creative and technical excellence.

## BT Technology, Services and Operations

BT Centre  
81 Newgate Street  
London  
EC1A 7AJ

**Website:** [www.btplc.com](http://www.btplc.com)  
**Employees:** 14500  
**Immediate Parent:** BT Group  
**CEO:** Mr Clive Selley  
**Contact for press enquiries:** Richard Knowles  
**Tel:** 020 7356 5369  
**Email:** [newsroom@bt.com](mailto:newsroom@bt.com)

BT Technology, Service and Operations wins an Innovation Award for developing a communications transit hub that interconnects telecoms companies. The new hub aids the replacement of digital communications technology introduced in the 1970s by internet protocol-based networks. It links voice, video and data communications systems at a rate of about ten new networks per month, currently connecting some 150 UK and over 200 other networks globally. It supports high quality, secure connectivity underpinned by service levels, giving good voice quality and minimising connecting networks' equipment costs. It also facilitates a range of commercial models for payments between network operators. The new technology, which is commercially very successful, facilitates the seamless transfer of calls over a host of networks in an 'electronic clearing house', over 6.5 billion call-minutes being supported annually.

## Fluidata Limited

2 More London  
London Bridge  
London  
SE1 2AP

**Website:** [www.fluidata.co.uk](http://www.fluidata.co.uk)  
**Employees:** 49  
**Immediate Parent:** N/A  
**Managing Director:** Mr Piers Daniell  
**Contact for press enquiries:** Elise Krucler  
**Tel:** 020 7099 6880  
**Email:** [brand@fluidata.co.uk](mailto:brand@fluidata.co.uk)

An Innovation Award is made to Fluidata Limited for developing a service exchange platform extending fast broadband provision. The platform has been used to create a network, reaching poorly served areas, for delivering high-speed internet connectivity and choice of broadband provider. Without public funding, the company collaborated with internet companies to build an aggregated network of individual technologies. It developed software to support the integration of various carrier networks and their disparate systems. The platform offers broadband services and competition between service providers, where previously there were none. It interconnects via data centres across the UK. Costs are shared between providers, so broadband is affordable both for providers and end users. The innovation has been commercially successful, being valuable to businesses and the wider UK community.



## Geeks Limited

Apollo House  
66a London Road  
Morden  
Surrey  
SM4 5BE

**Website:** [www.geeks.ltd.uk](http://www.geeks.ltd.uk)  
**Employees:** 40  
**Immediate Parent:** N/A  
**Software Architect and Director:** Mr Mazdak Afshar  
**Contact for press enquiries:** Mazdak Afshar  
**Tel:** 07772 794215  
**Email:** [mazdak@geeks.ltd.uk](mailto:mazdak@geeks.ltd.uk)

Geeks Limited wins an Innovation Award for developing two software products which increase the productivity of software analysts, designers and developers. The first, Visual Spec, enables system designers to visualise requirements and design of new software application or website projects in order to effectively communicate and document requirements with project stakeholders. This innovation solves a key problem of the software industry in relation to requirements ambiguity. The second is a programming language called M-Sharp, which increases the productivity of developers by up to four times. This novel language represents a paradigm shift in building web-based, database-driven software applications by incorporating automatic reuse of code and features. Despite being cutting edge, M-Sharp does not impose adoption risks since the output code is based merely on standard Microsoft technology and so clients can service, maintain and enhance the results even without M-Sharp. It has been commercially successful for hundreds of organisations, including the BBC and the Houses of Parliament.

## Therapy Box Ltd

3 Sun Studios  
30 Warple Way  
London  
W3 0RX

**Website:** [www.therapy-box.co.uk](http://www.therapy-box.co.uk)  
**Employees:** 6  
**Immediate Parent:** N/A  
**Director:** Ms Rebecca Bright  
**Contact for press enquiries:** Rebecca Bright  
**Tel:** 020 8749 3474  
**Email:** [rbright@therapy-box.co.uk](mailto:rbright@therapy-box.co.uk)

An Innovation Award is made to the small company, Therapy Box Ltd, for developing a range of specialist software applications (Apps) to aid people with disabilities. Used in conjunction with iPads and computer tablets, the Apps facilitate computer access by disabled users. Prior to the innovations, similar aids ran on bulky computers, were expensive and required the ability to touch computer screens. One of the Apps in the new range enables an iPad to be controlled by puffs of air, slight head movements or finger tapping. Thus, severely disabled people can send emails, participate in social media activities and have their own speech augmented. Other Apps support communication by people who have cognitive or language impairments, yet others aid control of domestic environments, including changing channels on televisions and operating doors.



## Impax Asset Management Group Plc

Norfolk House  
 31 St James's Square  
 London  
 SW1Y 4JR

**Website:** [www.impaxam.com](http://www.impaxam.com)  
**Employees:** 54  
**Immediate Parent:** N/A  
**Chief Executive:** Mr Ian Simm  
**Contact for press enquiries:** Anne Gilding  
**Tel:** 020 7432 2602  
**Email:** [a.gilding@impaxam.com](mailto:a.gilding@impaxam.com)

Impax Asset Management Group Plc wins a Sustainable Development Award for its unique capital investment management service, which facilitates the flow of funds into environmentally sustainable markets. It offers listed and private equity products in sectors including alternative energy, energy efficiency, water treatment, pollution control, waste technologies and food and agriculture. Managing over £2.2 billion worth of assets in sustainable markets, the company has been at the forefront of developing and promoting such markets, collaborating to establish the FTSE Environmental Market Index, enhancing investment appeal and commercial viability. It continually seeks to source investment in technologies for mitigating climate change. In addition, the company has successfully addressed its own operations, matching staff charitable donations and participating in a foundation supporting practical local energy solutions.

## Veolia Environmental Services UK Plc

210 Pentonville Road  
 London  
 N1 9JY

**Website:** [www.veolia.co.uk](http://www.veolia.co.uk)  
**Employees:** 13576  
**Immediate Parent:** Veolia Environnement  
**Veolia Environnement Executive Vice President - UK & Northern Europe:** Ms Estelle Brachlianoff  
**Contact for press enquiries:** Martin Curtois  
**Tel:** 020 7812 5034  
**Email:** [martin.curtois@veolia.com](mailto:martin.curtois@veolia.com)

Veolia Environmental Services UK Plc wins a Sustainable Development Award for its recycling, water and waste management services. Serving approximately one-third of the UK population, it is the only UK company to offer the complete range of waste services: collection, treatment and disposal of dry, solid, liquid and hazardous waste. Having a turnover of over £1 billion, it sets the sustainability benchmark, being contracted to recycle over one million tonnes of waste annually. It converts non-recyclable waste into energy sufficient to provide electricity to 340,000 homes and heat to 31,000 homes. Beyond satisfying statutory requirements, the company distinguishes itself as a social sustainability leader, devoting annually 20,000 man-hours to charity work, donating £50 million to community projects, systematically engaging with schools and helping unemployed, including ex-offenders, into work.



## Mr Timothy Barnes

Director, Enterprise Operations and UCL Advances  
University College London  
Gower Street  
London  
WC1E 6BT

**Website:** [www.UCL.ac.uk](http://www.UCL.ac.uk)  
**Contact for press enquiries:** Henry Rummins  
**Tel:** 020 7679 9063  
**Email:** [h.rummins@ucl.ac.uk](mailto:h.rummins@ucl.ac.uk)

Mr Timothy Barnes became the Director of Enterprise Operations and UCL Advances at University College London (UCL) in 2007. Mr Barnes has led UCL Advances, the centre for entrepreneurship at UCL, from its inception and has secured over £12 million for its activities in that time. His other activities include conceiving the London Entrepreneurs' Challenge and CitrusSaturday.org. He started the Entrepreneurs' Challenge 12 years ago as a project to support students who wanted to start businesses, regardless of their degree subject or background - it is now the longest running activity of its type in the country. He also founded CitrusSaturday.org in 2011, a charitable project that seeks to inspire 11-13 year-olds to engage in entrepreneurship. It now runs in the UK, Ireland, Europe and Africa. He has been successful in educating over 10,000 students in entrepreneurship to date and has backed this up with help to start and develop their businesses.



## CorDEX Instruments Ltd

1 Owens Road  
Skippers Lane Industrial Estate  
Middlesbrough  
North Yorkshire  
TS6 6HE

**Website:** [www.cordexinstruments.com](http://www.cordexinstruments.com)  
**Employees:** 11  
**Immediate Parent:** N/A  
**Managing Director:** Mr Craig Bell  
**Contact for press enquiries:** Craig Bell  
**Tel:** 01642 454373  
**Email:** [press@cord-ex.com](mailto:press@cord-ex.com)

Established in 2009, CorDEX Instruments Ltd develops and manufactures hand-held, intrinsically safe instruments such as digital cameras and thermal imaging cameras. The company has recently developed the world's first intrinsically safe thermal imaging camera specifically for use in hazardous areas. The specialist technical nature of CorDEX's products involves significant investment in research and development. It wins the Queen's Award for International Trade for outstanding overseas earnings growth in the last three years. The company's largest overseas market is predominantly North America although it exports worldwide. It trades through specialist distributors and has recently appointed distributors in several new markets: India, the UAE and Singapore.

## Ikon Geopressure

Rivergreen Centre  
Aykley Heads  
Durham  
DH1 5TS

**Website:** [www.ikonscience.com](http://www.ikonscience.com)  
**Employees:** 24  
**Immediate Parent:** Ikon Science Ltd  
**Senior Vice President:** Mr Stephen Jenkins  
**Contact for press enquiries:** Phil Neri  
**Tel:** 0191 3837360  
**Email:** [pneri@ikonscience.com](mailto:pneri@ikonscience.com)

Ikon Geopressure was formed in 1997 as a spin out from the Durham University Earth Sciences Department. It operates in a growing area providing software and geologically based knowledge of subsurface pressure in the world's oil and gas fields, to improve E&P drilling effectiveness and safety. It wins the Queen's Award for International Trade for having increased overseas earnings by 771% over the last six years, exporting to 22 countries of which several are new markets in America, Africa and Asia. The company continues to invest in training and technology and is adaptive in its approach using a number of market entry techniques. It has established technical hubs to support clients and identify further sales opportunities around the world.

## Inoveight Limited

12B Beechburn  
Prospect Road  
Crook  
County Durham  
DL15 8RA

**Website:** [www.inov-8.com](http://www.inov-8.com)  
**Employees:** 31  
**Immediate Parent:** Inoveight Holdings Limited  
**CEO:** Mr Robert Perkins  
**Contact for press enquiries:** Eoin Treacy  
**Tel:** 01388 744908  
**Email:** [eointreacy@inov-8.com](mailto:eointreacy@inov-8.com)

Established in 2001, Inoveight Ltd designs and manufactures specialist sports footwear, apparel and accessories for off road running and functional fitness. It wins the Queen's Award for International Trade having grown overseas sales earnings substantially over three years. New markets entered in the three year period are South Africa, Canada, Argentina, Venezuela and Peru, which now contribute over £2 million of overall overseas sales. Inoveight seeks out distribution partners with the right profile and then works closely with them to uplift its agency model and drive sales. Its overseas success has seen its number of employees in the UK rise from 18 to 31 over three years.



## Integrated Display Systems Ltd

Maurice Road  
Wallsend  
Tyne & Wear  
NE28 6BY

**Website:** N/A  
**Employees:** 10  
**Immediate Parent:** N/A  
**Managing Director:** Dr Patricia Smith  
**Contact for press enquiries:** Patricia Smith  
**Tel:** 0191 2627869  
**Email:** DrPMRSmith@aol.com

Founded in 1979, Integrated Display Systems Ltd designs and manufactures handbrake setting and belt tensioning equipment. It wins a further Queen's Award for International Trade, increasing the growth recognised by its previous Award. Integrated Display Systems Ltd has established a network of technical distributors in each of its key markets. Most recently it has expanded this network into Brazil, Argentina and Russia. It focuses on developing unique and patentable products for which it becomes the sole supplier rather than compete head to head with larger multinational competition. Where opportunities exist it also enters trading partnerships with larger operators, enabling it to enter larger markets.

## Thomas Miller Claims Management Limited

3 Grainger  
Prestwick Park  
Prestwick  
Newcastle-upon-Tyne  
NE20 9SJ

**Website:** [www.thomasmillerclaims.com](http://www.thomasmillerclaims.com)  
**Employees:** 8  
**Immediate Parent:** Thomas Miller Holdings  
**Director and Chief Executive:** Mr Peter Jackson  
**Contact for press enquiries:** Stephen Hunt  
**Tel:** 07919 101485  
**Email:** [stephen.hunt@thomasmiller.com](mailto:stephen.hunt@thomasmiller.com)

Thomas Miller Claims Management Ltd began trading in 2007 and provides global problem solving, consultancy and emergency support to ship operators and their insurers. It wins the Queen's Award for International Trade having grown overseas sales earnings 153% over the last three years, with exports having risen from 44% of total turnover to 78%. The company makes at least two visits per annum to every client in market to ensure it keeps abreast with opportunities. It is targeting the new emerging markets in its sector of Japan and China in particular also by investing in market visits. Key markets are the US, Asia Pacific and the EU.



## Catalytic Technologies Ltd

Stockton Business Centre  
70-74 Brunswick Street  
Stockton-on-Tees  
TS18 1DW

**Website:** N/A  
**Employees:** 6  
**Immediate Parent:** N/A  
**Technical Director:** Dr Alan Cooper  
**Contact for press enquiries:** Alan Cooper  
**Tel:** 07760 664549  
**Email:** alan@CTL8.com

The small company, Catalytic Technologies Ltd, wins an Innovation Award for developing new catalysts used in making PET plastic products. The patented catalysts are applied to the production of synthetic fibre materials from which food packaging and drinks containers are made. They are titanium-based and replace highly toxic, heavy metal catalysts, such as antimony. They are being applied on continuous production lines across Europe and Asia. Compared with alternatives, the catalysts support faster throughput, improved process control and more environmentally friendly manufacture. The resultant products are stronger and purer. The company has solved a long-standing problem associated with using PET plastic for food and drink packaging and turned it to commercial success.



## Northumbrian Water Ltd

Boldon House  
Wheatlands Way  
Durham  
DH1 5FA

**Website:** [www.nwl.co.uk/sustainability](http://www.nwl.co.uk/sustainability)  
**Employees:** 2981  
**Immediate Parent:** Northumbrian Water Group Ltd  
**Chief Executive Officer:** Mrs Heidi Mottram OBE  
**Contact for press enquiries:** Alistair Baker  
**Tel:** 0191 3016851  
**Email:** [alistair.baker@nwl.co.uk](mailto:alistair.baker@nwl.co.uk)

Northumbrian Water Ltd wins its second Sustainable Development Award for upholding exemplary standards in supplying drinking water and treating waste water. Having developed a credible strategy to generate 20% of its energy from renewable sources by 2020, it has contributed much towards environmental improvement, developing innovative methods for generating electricity from sludge, utilising reed-beds to treat waste and co-digesting many waste streams in anaerobic digester plants. Whilst increasing the capacity of an existing reservoir to secure water for 1.5 million people, it is boosting the wildfowl and bio-diversity habitat. It has demonstrated sector-leading outreach to communities, including donating 1% of pre-tax profit, establishing staff volunteer programmes, sponsoring improvement in a failing school, offering space to projects and developing a health centre within a deprived community.



## Miss Ann Stonehouse

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Assist Women's Network  
4 Willowbank  
Coulby Newham  
Middlesbrough  
North Yorkshire  
TS8 0SW

**Website:** [www.assistwomensnetwork.co.uk](http://www.assistwomensnetwork.co.uk)  
**Contact for press enquiries:** Ann Stonehouse  
**Tel:** 07970 411514  
**Email:** [ann.stonehouse@ntlworld.com](mailto:ann.stonehouse@ntlworld.com)

Miss Ann Stonehouse is a self-employed accountant for SMEs and is a well-known, well-respected advocate for enterprise and entrepreneurship in Teesside and the North East of England. Miss Stonehouse has been directly involved in promoting enterprise, focusing on women in the Teesside area since 2000 through her paid role and through several voluntary contributions. Ann's voluntary work promotes women's enterprise through networking and mentoring. Her major contribution to women's enterprise has been as a former Director of Women into the Network (WIN) organisation and in her current role as the Chair of the Assist Women's Network. Ann has also been keen to promote young enterprise of all ages, either in schools through the Young Enterprise Programme, as a mentor to the Prince's Trust and through many University Graduate Enterprise Programmes. Ann runs seminars at Teesside University and at local Further Education colleges, teaching accountancy, tax, enterprise and entrepreneurship with some individual mentoring to support start-up business.



## Vita Liberata Limited

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

**Website:** [www.vitaliberata.com](http://www.vitaliberata.com)  
**Employees:** 23  
**Immediate Parent:** N/A  
**CEO and Founder:** Ms Alyson Hogg  
**Contact for press enquiries:** Yolanda Cooper  
**Tel:** 028 9334 4411  
**Email:** [yolanda.cooper@vitaliberata.com](mailto:yolanda.cooper@vitaliberata.com)

A young company Vita Liberata Ltd, based in Northern Ireland, was established in 2003 and manufactures luxury tanning and skincare products for the professional and retail sectors. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years of 411% and increasing its number of employees from six to 23. Internationally it works with retail stores that will uphold the integrity of the Vita Liberata brand. Its Spa and Salon area of business is handled through smaller, specialist distributors who have a track record of dedication to this market niche – this has resulted in the company's products being placed in many of Europe's most exclusive spas. New business has been established in North America during 2013 which has led to the US market dominating with 29% of overseas sales to date.



## Hill Engineering Limited

Unit 6  
Carnbane Business Park  
Newry  
County Down  
Northern Ireland  
BT35 6QH

**Website:** [www.hillattach.com](http://www.hillattach.com)  
**Employees:** 50  
**Immediate Parent:** W I Holdings  
**Managing Director:** Mr Ian Hill  
**Contact for press enquiries:** Chris McCann  
**Tel:** 028 3025 2555  
**Email:** [chris.m@hillattach.com](mailto:chris.m@hillattach.com)

Hill Engineering Limited wins an Innovation Award for designing and manufacturing a double-locking, hydraulic coupler, TEFRA. The novel device responds to a growth in the deployment of construction machinery, especially excavators, for multiple purposes and the consequent requirement for simple and speedy tool changes. Fitting to the ends of excavator operating arms, it is used to attach and detach buckets and other implements. Safety legislation stipulates that couplers must be actively double-locked, on both front and rear attachment points, double-locking should be visible and operators are alerted when it is not effective. The compact coupler not only ensures compliance, but incorporates many bespoke features, some designed using finite element analysis. It can accommodate weights of up to 120 tonnes and has been commercially successful.



## Allstate Northern Ireland Limited

9 Lanyon Place  
Belfast  
County Antrim  
Northern Ireland  
BT1 3LZ

**Website:** [www.allstate.com/northernireland](http://www.allstate.com/northernireland)  
**Employees:** 2208  
**Immediate Parent:** Allstate Non-Insurance Holdings Inc  
**Vice President ATO International:** Mr Thomas Hall  
**Contact for press enquiries:** Sonya Kerr  
**Tel:** 028 9067 8023  
**Email:** [Sonya.Kerr@allstate.com](mailto:Sonya.Kerr@allstate.com)

A Sustainable Development Award is made to Allstate Northern Ireland for promoting prosperity and environmental responsibility within Northern Ireland. The company, which employs over 2200 staff in three offices in the province and undertakes software development and business process outsourcing, assumes a wide remit for delivering tangible socio-economic and environmental benefits to employees and local communities. Committed to continuous learning within its own ranks and to improving educational standards and enriching lives within the wider community, it established an IT teacher training programme and an initiative aimed at individuals with learning disabilities. With the Department of Education and Learning, it recruited hundreds of unemployed graduates onto an innovative Bridge to Employment programme. Through a dedicated Environmental Forum, it has implemented effective measures aimed at reducing environmental footprints.



## Mrs Jayne Taggart

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Chief Executive  
Causeway Enterprise Agency  
Loughanhill Industrial Estate  
Coleraine  
Northern Ireland  
BT52 2NR

**Website:** [www.causeway-enterprise.co.uk](http://www.causeway-enterprise.co.uk)  
**Contact for press enquiries:** Debbie Rymer  
**Tel:** 028 7035 6318 ext 228  
**Email:** [Debbie.Rymer@causeway-enterprise.co.uk](mailto:Debbie.Rymer@causeway-enterprise.co.uk)

Mrs Jayne Taggart is the Chief Executive of Causeway Enterprise Agency (CEA) in Northern Ireland, a not-for-profit social enterprise providing business support in the Coleraine and Moyle areas. Jayne has spent 19 years working within the Business Support Network and has been CEA's Chief Executive since 2007. Jayne was also instrumental in the development and launch of CEA's soft philanthropic venture capital fund, Venture Causeway, raising £100k to provide investment and mentoring to people living in Coleraine to start and grow a business. Her range of activities through both her paid role and her various voluntary activities over the last ten years have had a substantial impact on enterprise promotion and development in Coleraine and Moyle.



## Carradice of Nelson Limited

St Marys Street  
Nelson  
Lancashire  
BB9 7BA

**Website:** [www.carradice.co.uk](http://www.carradice.co.uk)  
**Employees:** 22  
**Immediate Parent:** N/A  
**Managing Director:** Mr David Chadwick  
**Contact for press enquiries:** Di Brooksbank  
**Tel:** 07786 512450  
**Email:** [di@dibmarketing.co.uk](mailto:di@dibmarketing.co.uk)

A manufacturer of hand crafted quality cycle luggage, Carradice of Nelson Ltd has been trading since 1929. It wins the Queen's Award for International Trade having grown its overseas earnings by 62% over the last three years, entered ten new markets and diversified into new market segments, producing ranges for other lifestyle brands. Carradice of Nelson generates contacts through wide participation at overseas trade shows, marketing itself as a premium price, high quality, hand-crafted British-made brand. The company has broadened its market base, targeting and generating sales into growth markets including the Philippines and China.

## Clarke Energy Ltd

Senator Point  
South Boundary Road  
Knowsley Industrial Park  
Liverpool  
L33 7RR

**Website:** [www.clarke-energy.com](http://www.clarke-energy.com)  
**Employees:** 234  
**Immediate Parent:** Clarke Energy Holdings Ltd  
**CEO:** Mr Jamie Clarke  
**Contact for press enquiries:** Alex Marshall  
**Tel:** 07917 066242  
**Email:** [alex.marshall@clarke-energy.com](mailto:alex.marshall@clarke-energy.com)

Established in 1989, Clarke Energy Ltd supplies, engineers and maintains gas engine power plants. Its services range from the supply of a gas engine, through to the complete turnkey installation of a gas-fuelled combined heat and power (CHP) plant. It wins the Queen's Award for International Trade having achieved overseas earnings growth of 129% over the last six years. In recent years it has penetrated seven new markets including Nigeria, Bangladesh and Tanzania and it is in the process of investing in South Africa to strengthen its position in Africa. A well-established exporter, Clarke Energy Ltd utilises a diverse strategy of acquisition, wholly owned subsidiaries and the establishment of territorial management hubs to service less developed markets to facilitate its international expansion.

## Contra Vision Ltd

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

**Website:** [www.contravision.com](http://www.contravision.com)  
**Employees:** 10  
**Immediate Parent:** N/A  
**Chairman and Managing Director:** Mr Roland Hill  
**Contact for press enquiries:** Jo Bentley  
**Tel:** 0161 4399307  
**Email:** [jo@contravision.com](mailto:jo@contravision.com)

Contra Vision Ltd started trading in 1985 and invented, sells and licenses see-through graphic products. It wins the Queen's Award for International Trade having grown overseas sales earnings 1084% over the last six years and increased exports as a percentage of total turnover from 35% to 80%. The company has 18 distributors located across the world from Europe to Australia. The company has 27 inventions patented or patent-pending and brought products to market worldwide, despite significant infringement of its patents. It undertakes significant market research to exploit new opportunities and has developed new products to ensure that international sales continue to grow.



## Cygnnet Group Ltd

Swan House  
Wincham Lane  
New Cheshire Business Park  
Wincham  
Northwich  
CW9 6GG

**Website:** [www.cygnnet-group.org](http://www.cygnnet-group.org)  
**Employees:** 97  
**Immediate Parent:** N/A  
**Managing Director:** Mr Matthew Kimpton-Smith  
**Contact for press enquiries:** Susan Lefebvre  
**Tel:** 07968 868401  
**Email:** [susan@susanlefebvre.com](mailto:susan@susanlefebvre.com)

Established in 1974, Cygnnet Group Ltd manufactures specialist engineering machinery to process technical fibres and fabrics for the automotive, aerospace and wind energy sectors. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years, during which it has seen overseas earnings growth of 255% and has almost doubled its number of employees to 97. Cygnnet manufactures all of its machinery from a UK base and has a clear strategy for its export business which comprises 85% of total turnover. The company has opened new offices in China and the US, as well as entering a number of other new markets – Africa, Scandinavia and Northern Canada – over the last three years.

## Extronics Ltd

1 Dalton Way  
Middlewich  
Cheshire  
CW10 0HU

**Website:** [www.extronics.com](http://www.extronics.com)  
**Employees:** 35  
**Immediate Parent:** N/A  
**Managing Director:** Mr John Hartley  
**Contact for press enquiries:** Ross Tye  
**Tel:** 0845 2775000 ext 216  
**Email:** [ross.tye@extronics.com](mailto:ross.tye@extronics.com)

Established in 1992, Extronics Ltd manufactures intrinsically safe and explosion proof electrical and electronic equipment covering four business areas – engineered products and solutions, vision technologies, personnel and asset tracking and wireless networks. It wins the Queen's Award for International Trade having grown export sales over the last three years and increased exports as a percentage of turnover from 29% to 52%. It identified an opportunity to supply explosion proof digital cameras to the marine industry following the implementation of legislation that made it mandatory for cameras to be installed on any vessel carrying potential flammable cargo. Extronics also consciously targeted the oil and gas sector which accounts for more than 65% of total spend on hazardous area equipment.

## High Voltage Partial Discharge Ltd

128 Broadway  
Salford  
Manchester  
M50 2UW

**Website:** [www.hvpd.co.uk](http://www.hvpd.co.uk)  
**Employees:** 44  
**Immediate Parent:** N/A  
**Managing Director:** Dr Lee Renforth  
**Contact for press enquiries:** Marcelina Gadecka  
**Tel:** 0161 8776142  
**Email:** [marketing@hvpd.co.uk](mailto:marketing@hvpd.co.uk)

Founded in 2006, High Voltage Partial Discharge Ltd provides test services and partial discharge (PD) test and monitoring technology to a global client base. They have won the Queen's Award for International Trade as a result of a growth in overseas sales of 287% over the last three years. Exports have risen from 80% of total turnover to 90%, with 45% of these sales being from emerging markets. They supply over 300 customers in over 90 countries worldwide and have developed a distribution network through North America, the Middle East, Asia and Australasia. The company opened a second office in China last year and now plans to extend its presence in the Gulf region and North America through local offices. High Voltage Partial Discharge proactively develops new products and services to meet worldwide customers' needs, with particular focus on the oil and gas and offshore renewables industries. The company also wins the Queen's Award for Innovation.



## Innovative Technology Limited

Innovative Business Park  
Derker Street  
Oldham  
Lancashire  
OL1 4EQ

**Website:** [www.innovative-technology.co.uk](http://www.innovative-technology.co.uk)  
**Employees:** 78  
**Immediate Parent:** Bellis Holdings Limited  
**Chairman:** Mr Robert David Bellis MBE  
**Contact for press enquiries:** Ms Patterson  
**Tel:** 0161 6269999  
**Email:** [dpatterson@innovative-technology.co.uk](mailto:dpatterson@innovative-technology.co.uk)

Innovative Technology Ltd was founded in 1992 and supplies note validators and coin hoppers which are sourced primarily from overseas subsidiaries and sold globally. It wins the Queen's Award for International Trade for outstanding overseas earnings growth over the last three years. Its products can be used with 114 different currencies and it exports 90% of its total sales. From its group headquarters in Manchester, the company operates via six strategic global offices spanning four continents and an extensive distributor/partner network. The company works closely with clients to both improve existing and to develop new products, employing its own research and development engineers.

## ParkCloud Ltd

Wood Street  
Stockport  
Manchester  
SK3 0DF

**Website:** [www.parkcloud.com/en-GB](http://www.parkcloud.com/en-GB)  
**Employees:** 36  
**Immediate Parent:** N/A  
**Managing Director:** Mr Mark Pegler  
**Contact for press enquiries:** Chloe Halling  
**Tel:** 07904 287029  
**Email:** [chloe.halling@parkcloud.com](mailto:chloe.halling@parkcloud.com)

ParkCloud Ltd began trading in 2008 and develops parking business via sales and marketing strategies, pre-booking systems and the generation of parking reservations. It wins the Queen's Award for International Trade having seen overseas earnings growth of 432% over the last three years. A web-based business with more than 100 sites in its network, it trades with 35 countries in 25 languages. Detailed market research is undertaken along with hired local specialists from each country to assess new markets. ParkCloud has grown from having just five employees to 36 as a result of its international expansion over the last three years.

## Smylie Limited

Unit 15  
Valley Road Business Park  
Valley Road  
Birkenhead  
Merseyside  
CH41 7EL

**Website:** [www.smylies.com](http://www.smylies.com)  
**Employees:** 34  
**Immediate Parent:** N/A  
**Managing Director:** Mr Nigel Smylie  
**Contact for press enquiries:** Alex Smylie  
**Tel:** 0151 6533335  
**Email:** [alex@smylies.com](mailto:alex@smylies.com)

Founded in 2003, Smylie Ltd exports British food and drink products. A 100% exporter, Smylie wins the Queen's Award for International Trade having seen growth in sales of 75% over the last three years. Its leading export markets are UAE, Qatar, Hong Kong and Bahrain. It has recently entered North America and New Zealand and is in the process of developing the Chinese market with support from UK Trade & Investment (UKTI). Relocation to new, much larger premises has enabled the company to take on new business as it progresses a clear implementation strategy of ongoing market research, raising of its company profile and developing a close working relationship with UKTI and British High Commissions to further its international expansion.



## T.I.S.S. Limited

330 Lytham Road  
Blackpool  
Lancashire  
FY4 1DW

**Website:** [www.tissltd.com](http://www.tissltd.com)  
**Employees:** 9  
**Immediate Parent:** N/A  
**Managing Director:** Mr Ryan Wholey  
**Contact for press enquiries:** Matthew Rose  
**Tel:** 01253 400401 or 07792 796978  
**Email:** [matthew.rose@tissltd.com](mailto:matthew.rose@tissltd.com)

Established in 2001, T.I.S.S. Ltd manufactures devices to prevent fuel theft and spillage from all types of commercial vehicles. Its Tanksafe products are patented and targeted at four categories of customer: privately owned fleets, general hauliers, Original Equipment Manufacturers (OEMs) truck manufacturers and truck parts distributors. It wins the Queen's Award for International Trade for outstanding growth in overseas earnings of 438% over the last three years and increasing exports as a percentage of total sales from 13% to 41%. It has established new markets in Turkey, UAE, Australia and Mexico. It manufactures in the UK and sells directly to OEMs and via a network of distributors. The company seeks a specific distributor profile to ensure a strong focus on its products insisting that some staff are dedicated entirely to the sales of T.I.S.S. products.

## Travel Counsellors Ltd

Travel House  
43 Churchgate  
Bolton  
Lancashire  
BL1 1TH

**Website:** [www.travelcounsellors.co.uk](http://www.travelcounsellors.co.uk)  
**Employees:** 178  
**Immediate Parent:** N/A  
**Managing Director:** Mr Steve Byrne  
**Contact for press enquiries:** Victoria Fox  
**Tel:** 01204 536030  
**Email:** [victoria.fox@travelcounsellors.com](mailto:victoria.fox@travelcounsellors.com)

Travel Counsellors Ltd began trading in 1994 and provides a highly bespoke and personal travel service to customers and corporate clients. It wins the Queen's Award for International Trade for continuous overseas sales growth. Over the last six years exports as a percentage of turnover have grown from 7% to 29% for this company and it has achieved overseas sales earnings growth of 643%. The company carefully researches its overseas markets prior to investment and now operates its franchising activity in six countries: Ireland, the Netherlands, South Africa, Australia, Canada and UAE. Eight years into its international expansion, one-third of Travel Counsellors' agents are now outside of the UK. South Africa is its biggest export sales market with 31% of export sales.

## What More UK Limited

Pendle Court  
4 Mead Way  
Padiham  
Burnley  
Lancashire  
BB12 7NG

**Website:** [www.whatmoreuk.com](http://www.whatmoreuk.com)  
**Employees:** 153  
**Immediate Parent:** N/A  
**Director:** Mr John Anthony Macauley Grimshaw  
**Contact for press enquiries:** Tony Grimshaw  
**Tel:** 07967 025064  
**Email:** [t.grimshaw@whatmoreuk.com](mailto:t.grimshaw@whatmoreuk.com)

Founded in 1999, What More UK Ltd is a manufacturer of plastic injection moulded products for the home, such as housewares, laundry, garden and food storage. The company took the decision to develop international business in 2008 after investment in further manufacturing capacity. It now exports to 40 countries and wins the Queen's Award for International Trade for outstanding overseas earnings growth of 123% over the last three years. What More undertook redesign of major selling items to improve cost efficiency of transport as part of its export strategy as well as staff training to develop required skills. It is now investing £3 million in a new distribution centre.



## Edina UK Limited

Unit 13  
Rugby Park  
Bletchley Road  
Stockport  
Cheshire  
SK4 3EJ

**Website:** [www.edinauk.com](http://www.edinauk.com)  
**Employees:** 50  
**Immediate Parent:** Edina Power Systems Ltd  
**Joint Managing Director:** Mr Anthony Fenton  
**Contact for press enquiries:** Tony Fenton  
**Tel:** 07920 563700  
**Email:** [Tony-Fenton@edinauk.com](mailto:Tony-Fenton@edinauk.com)

Edina UK Limited wins an Innovation Award for the design and operation of anaerobic digesters of organic waste. Excellently engineered and of novel design, the new products are highly efficient and reliable. They provide customers with financial and environmental benefits. The cost savings through generated energy and the returns on investment in installation are better than from other renewable energy sources. They give security of supply and protection against rising energy prices. Power generation efficiency is higher than most UK power stations. Being on-site, the plants provide significant levels of useable heat. Compared with coal-fired power stations, they emit significantly fewer greenhouse gases. They have been commercially successful in the UK.

## Heat Trace Ltd

Meres Edge  
Chester Road  
Helsby  
Frodsham  
Cheshire  
WA6 0DJ

**Website:** [www.heat-trace.com](http://www.heat-trace.com)  
**Employees:** 57  
**Immediate Parent:** Heat Trace Holdings Ltd  
**Chairman:** Mr Neil Malone  
**Contact for press enquiries:** Neil Malone  
**Tel:** 01928 726451 or 07836 576026  
**Email:** [neil.malone@heat-trace.com](mailto:neil.malone@heat-trace.com)

Heat Trace Ltd wins an Innovation Award for the continuous development of self-regulating, electric heating cables. The cables are used for a range of applications including the heating of pipelines in refineries, process manufacturing plants and oil wells, enabling easy transportation of liquids through pipework. Heat Trace has developed, and patented, a novel range of high temperature, high power, self-regulating heating cables which reduce their power output as the temperature increases and, as they cannot burn out, are safer than conventional heating cables. These products can be used for other applications such as underfloor heating, subsea pipelines and the de-icing and snow melting for railway lines, paths and gutters. Unlike competitive products, these cables do not require additional temperature controls. They benefit customers by improving safety, increasing reliability and, through the possibility of extended cable lengths which require fewer supply points, reduce the capital and operating costs. The products have been commercially successful.

## High Voltage Partial Discharge Ltd

128 Broadway  
Salford  
Manchester  
M50 2UW

**Website:** [www.hvpd.co.uk](http://www.hvpd.co.uk)  
**Employees:** 44  
**Immediate Parent:** N/A  
**Managing Director:** Dr Lee Renforth  
**Contact for press enquiries:** Marcelina Gadecka  
**Tel:** 0161 8776142  
**Email:** [marketing@hvpd.co.uk](mailto:marketing@hvpd.co.uk)

High Voltage Partial Discharge Ltd has won the Queen's Award for Innovation for the development of a Complete High Voltage (HV) Network Condition Monitoring System for oil and gas facilities. The system provides early warning detection of insulation degradation and incipient insulation faults in generators, motors, static plant and cables. This patent-pending technology is able to remotely monitor partial discharge (PD) activity in hazardous (Ex/ATEX) gas zones by placing the sensors and monitor up to 2 kilometres from the plant under test, within the safe environment of the central switchboard. In addition to ensuring that the Ex/ATEX motor HV insulation complies with stringent safety regulations, the benefits to customers of the innovative monitoring solution include greater reliability and lower operating costs (through the avoidance of unplanned outages). The company also wins the Queen's Award for International Trade.



## Metalube Ltd

4 Huntsman Drive  
Irlam  
Manchester  
M44 5EG

**Website:** [www.metalube.co.uk](http://www.metalube.co.uk)  
**Employees:** 21  
**Immediate Parent:** N/A  
**Chairman:** Mr Robert Brown  
**Contact for press enquiries:** Victoria Hunt  
**Tel:** 07551 235389  
**Email:** [victoriahuntpr@gmail.com](mailto:victoriahuntpr@gmail.com)

An Innovation Award is made to Metalube Ltd for inventing a novel synthetic grease to protect over-head electrical conductors. The latest generation of conductors, utilised worldwide in the power distribution industry, are made of advanced alloys, which operate at very high temperatures. The corrosion-preventing grease can operate at over 200 degrees centigrade with an operational life exceeding 20 years. Its unique combination of additives and base fluids delivers extreme thermal stability with exceptionally low oil-bleed characteristics and, importantly, an unrivalled drop point ensuring that migration from conductors is prevented. The anti-corrosion performance ensures protection in all environments, including coastal regions with high salt and extreme weather conditions. The commercially successful product extends the lives of conductors and, ultimately, saves capital investments by delaying future renewal of pylon infrastructure.

## NGF Europe Limited

Lea Green Road  
St Helens  
Merseyside  
WA9 4PR

**Website:** [www.ngfeurope.com](http://www.ngfeurope.com)  
**Employees:** 206  
**Immediate Parent:** NSG Company Limited (Nippon Sheet Glass)  
**Managing Director:** Mr Alistair Poole  
**Contact for press enquiries:** Colin Hamand  
**Tel:** 01744 853012  
**Email:** [colin.hamand@nsg.com](mailto:colin.hamand@nsg.com)

NGF Europe Limited wins an Innovation Award for designing and manufacturing glass cords used to reinforce timing belts that can run in oil for the automotive industry. The world-leading and commercially successful products comprise hundreds of filaments of glass fibre, each coated with rubber latex. Using a novel dipping process involving specific chemicals, the filaments are chemically linked to provide high crack resistance and tensile strength. Importantly, the patented process produces cords using small filament diameters, enabling high numbers to be incorporated within each cord, thus optimising performance characteristics regarding strength, thermal resistance and stability. The cords are uniquely oil-resistant, making them suitable for application to all engines and especially those for increasingly popular, down-sized, environmentally friendly cars. They facilitate the operation of timing belts in oil, thus contributing significantly to reducing noise and carbon dioxide emissions and increasing fuel economy of car engines.



## Recycling Lives Limited

Recycling Lives Centre  
Essex Street  
Preston  
Lancashire  
PR1 1QE

**Website:** [www.recyclinglives.com](http://www.recyclinglives.com)  
**Employees:** 204  
**Immediate Parent:** Recycling Lives Holdings Limited  
**CEO:** Mr Steven Jackson OBE  
**Contact for press enquiries:** Steven Jackson OBE  
**Tel:** 07770 456789  
**Email:** [steven.jackson@recyclinglives.com](mailto:steven.jackson@recyclinglives.com)

Recycling Lives Limited wins a second Sustainable Development Award for its exemplary recycling and waste management services and its commitment to assisting disadvantaged people. Widely accredited for its environmental management, the company targets niche recycling markets, processing previously unrecyclable items, such as flat screen displays, and making working components available for resale where possible. The company's nationwide Community Dotcom schemes, including SkipHireNetwork.org, OfficeClearanceNetwork.org and ScrapCarNetwork.org, enable charities and ethical businesses to deliver reuse and recycling services to householders across the country. Thus, Recycling Lives diverts products from landfill and contributes significantly to environmental improvement. Through its work, the organisation offers ex-offenders, homeless people and long-term unemployed individuals routes to employment via rehabilitation, training and accommodation, enabling them to develop vital social and employability skills. By supporting charities, social enterprises, community ventures and ethical businesses, Recycling Lives sets a benchmark not only for the sector, but for industry in general.



## Axis Productions Ltd

The Pentagon Centre  
36 Washington Street  
Glasgow  
Scotland  
G3 8AZ

**Website:** [www.axisanimation.com](http://www.axisanimation.com)  
**Employees:** 36  
**Immediate Parent:** N/A  
**Managing Director:** Mr Richard Scott  
**Contact for press enquiries:** Richard Scott  
**Tel:** 0141 5722802  
**Email:** [richardscott@axisanimation.com](mailto:richardscott@axisanimation.com)

Founded in 2006, Axis Productions Ltd creates 3D computer generated animation and sequences primarily for the video games industry. A niche provider with a well defined customer group, its strategy is to be highly creative and visual to its customer base. It wins the Queen's Award for International Trade for outstanding growth in overseas earnings over the last three years. Axis Productions' largest market is the US with 90% of overseas sales, with the rest of overseas sales in mainland Europe. It is also developing the Japanese market which is starting to realise some initial successes. The company's growth includes an increase in staff numbers from 23 to 36, over the same three year period.

## Bute Fabrics Limited

4 Barone Road  
Rothesay  
Isle of Bute  
Argyll and Bute  
Scotland  
PA20 ODP

**Website:** [www.butefabrics.com](http://www.butefabrics.com)  
**Employees:** 39  
**Immediate Parent:** N/A  
**Managing Director:** Mr James Sprint  
**Contact for press enquiries:** Fiona Hardie  
**Tel:** 01700 503734  
**Email:** [fiona.hardie@butefabrics.com](mailto:fiona.hardie@butefabrics.com)

Established in 1947, Bute Fabrics Ltd designs and manufactures woollen furnishing textiles. Successful marketing activities targeted at the architect, specifier and design community have created new contemporary perceptions of the company's products and re-launched it to the global market place. It wins the Queen's Award for International Trade for outstanding overseas earnings growth over the last three years. Its established markets are the US, Benelux and Scandinavia with new sales agents in other territories including Russia, Italy, Singapore, Hong Kong and Korea. With further new target markets currently being investigated, the company is set to continue its overseas sales growth. A small company, based on the Isle of Bute, it supports the local economy and maintains the use of traditional skills and eco-friendly materials.

## Johnson & Johnson Professional Export

Kirkton Campus  
Livingston  
West Lothian  
Scotland  
EH54 7AT

**Website:** N/A  
**Employees:** 27  
**Immediate Parent:** Johnson & Johnson Medical Ltd  
**Managing Director:** Mr Ian Walker  
**Contact for press enquiries:** Ian Walker  
**Tel:** 0150 6594719  
**Email:** [iwalker@its.jnj.com](mailto:iwalker@its.jnj.com)

Established in 1997, Johnson & Johnson Professional Export sells a comprehensive range of medical devices and diagnostic products with appropriate training programmes for hospital use. It wins the Queen's Award for International Trade for outstanding growth in overseas sales over the last three years. It operates through 45 distributors in 43 countries and has increased its sales, marketing and business development employees in sub-Saharan Africa over the last three years. The company's main market is Iran and sub-Saharan Africa and despite the potential and historic volatility of the area, overseas sales have increased each year. It has invested heavily in training, establishing two regional training centres in Africa in partnership with local medical providers.



## Loch Fyne Oysters Ltd

Clachan  
Cairndow  
Argyll and Bute  
Scotland  
PA26 8BL

**Website:** [www.lochfyne.com](http://www.lochfyne.com)  
**Employees:** 122  
**Immediate Parent:** Scottish Seafood Investment Ltd / LFO International Ltd  
**CEO:** Mr Bruce Davidson  
**Contact for press enquiries:** Richard Hunt-Smith  
**Tel:** 01499 600458  
**Email:** [richard.hunt-smith@lochfyne.com](mailto:richard.hunt-smith@lochfyne.com)

Loch Fyne Oysters Ltd began trading in 1979 and processes fresh and smoked salmon, oysters, mussels and other indigenous seafood. It trades with Europe, the Middle East, Asia, Africa and the Americas and has entered a number of new markets including America, Barbados and Dubai. The company has a high regard for the ecosystem on which its raw products depend. It works with exclusive partners in its target markets with brand strength a key marketing tool. Loch Fyne Oysters Ltd wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

## Merlin ERD Ltd

Merlin House  
Necessity Brae  
Perth  
Scotland  
PH2 0PF

**Website:** [www.merlinerd.com](http://www.merlinerd.com)  
**Employees:** 26  
**Immediate Parent:** N/A  
**Engineering Director:** Mr Iain Hutchison  
**Contact for press enquiries:** Debbie Hutchison  
**Tel:** 07792 600054  
**Email:** [debbie.hutchison@merlinerd.com](mailto:debbie.hutchison@merlinerd.com)

Founded in 2007, Merlin ERD Ltd provides independent, expert Extended Reach Drilling consultancy, providing engineering and training to the oil and gas industry. It wins the Queen's Award for International Trade having grown overseas sales earnings by 377% over the last three years. This growth has seen it increase its number of employees from eight to 26. Two new markets have been added in the period – Italy and Azerbaijan. The company has increased sales to its current markets and won difficult tenders in the process. It has added resources and skills in respect of overcoming cultural and other barriers to consolidate its offer.

## Online Electronics Limited

266 Auchmill Road  
Bucksburn  
Aberdeenshire  
Scotland  
AB21 9NB

**Website:** [www.online-electronics.com](http://www.online-electronics.com)  
**Employees:** 40  
**Immediate Parent:** N/A  
**Managing Director:** Mr Brian Gribble  
**Contact for press enquiries:** Claire Gribble  
**Tel:** 01224 714714  
**Email:** [cg@online-electronics.com](mailto:cg@online-electronics.com)

Founded in 1996, Online Electronics Ltd, designs and manufactures pipeline pig monitoring, pipeline data communication and logging systems. It wins the Queen's Award for International Trade having grown its overseas export earnings and entered 30 new markets in the last three years. Online Electronics has built its business on a thorough technical knowledge of market requirements and a dedication to keeping abreast of technological advances. Product modification and diversification has allowed the business to develop from its original core business of oil and gas to acquiring a global physical presence through its network of regional offices.



## Paragon Inks (Holdings) Ltd

Starlaw Business Park  
Livingston  
West Lothian  
Scotland  
EH54 8SF

**Website:** [www.paragoninks.co.uk](http://www.paragoninks.co.uk)  
**Employees:** 40  
**Immediate Parent:** N/A  
**Director:** Mr Shaun Bennett  
**Contact for press enquiries:** Shaun Bennett  
**Tel:** 01506 401260  
**Email:** [Shaun.bennett@paragoninks.co.uk](mailto:Shaun.bennett@paragoninks.co.uk)

Established in 1985, Paragon Inks (Holdings) Ltd manufactures ultra violet printing inks for the label market sector. It has adopted a direct selling strategy, offering a complete added value service and supply chain package to both its domestic and international customers. It now sells to customers in 26 markets, many of these being developing markets, with new business being developed in a number of African countries. In the last year it has established new business in Saudi Arabia, the Czech Republic, Vietnam, Israel and Austria. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years and increasing its contribution of export sales to total turnover from 29% to 35%.

## Peak Scientific Instruments Ltd

Fountain Crescent  
Inchinnan  
Renfrewshire  
Scotland  
PA4 9RE

**Website:** [www.peakscientific.com](http://www.peakscientific.com)  
**Employees:** 165  
**Immediate Parent:** Peak Scientific Holdings Ltd  
**Managing Director:** Mr Robin MacGeachy  
**Contact for press enquiries:** Robin MacGeachy  
**Tel:** 0141 8128100  
**Email:** [rmacgeachy@peakscientific.com](mailto:rmacgeachy@peakscientific.com)

Peak Scientific Instruments Ltd was established in 1997 and manufactures gas generating equipment for laboratories and hospitals. The company wins the Queen's Award for International Trade having grown overseas earnings since its previous application in 2011, achieving growth of over 30% each year. The company is able to demonstrate a strong and robust performance in overseas trade founded on a well researched strategy. Peak Scientific presents a solid business strategy that reflects its international reach and ambitions. The international customer base is served by local offices that provide technical support, sales and administration services in local languages. This configuration is further strengthened through effective internal communications. The company has demonstrated a strong commitment to corporate responsibility with contributions to the local communities in many of its trading locations.

## Tissue Solutions Ltd

West of Scotland Science Park  
Kelvin Campus  
Block 6, Unit 3  
Glasgow  
Scotland  
G20 0SP

**Website:** [www.tissue-solutions.com](http://www.tissue-solutions.com)  
**Employees:** 9  
**Immediate Parent:** N/A  
**CSO:** Dr Morag McFarlane  
**Contact for press enquiries:** Morag McFarlane  
**Tel:** 0141 2990055  
**Email:** [Morag@Tissue-Solutions.com](mailto:Morag@Tissue-Solutions.com)

Founded in 2007, Tissue Solutions Ltd provides human biomaterials (fresh, frozen and paraffin embedded) for preclinical research and development. It wins the Queen's Award for International Trade having seen overseas sales earnings growth over the last three years of 179%. The company supplies and services some 200 global clients, with Europe providing 35% and the US 27% of all export sales. Its strategy for growth involves considerable research and partnerships into potential new areas which could benefit present and future clients. Through forging closer relationships with existing clients it has an 80% success rate for repeat orders.



## Edinburgh Arts & Entertainment Ltd

Edgefield Road Industrial Estate  
Loanhead  
Midlothian  
Scotland  
EH20 9TB

**Website:** [www.eae.co.uk](http://www.eae.co.uk)  
**Employees:** 30  
**Immediate Parent:** N/A  
**Managing Director:** Mr Glen Bennett  
**Contact for press enquiries:** Douglas Ritchie  
**Tel:** 01333 439683 or 07827 963092  
**Email:** [douglas@tals.co.uk](mailto:douglas@tals.co.uk)

Edinburgh Arts & Entertainment Ltd t/a EAE Ltd wins a Sustainable Development Award for continuously championing the sustainable business agenda within its own print marketing services and amongst the wider public and business communities. Having incorporated carbon management programmes involving an in-house wind turbine, utilising bio-diesel in its vehicle fleet and introducing eco-driving training, the company is well on the road to achieving carbon neutrality by 2015. In addition to promoting sustainability to schoolchildren, business personnel and tourist groups with whom it deliberately and regularly engages, it encourages customer improvements. For example, discounts are given for selecting recycled paper, free literature distribution is offered to environmental agencies and plastic recycling services are provided to long-standing clients. The company's achievements featured in a promotional film for the Scottish Environmental Technology Network.



## CSB Holdings Plc

Coins Building  
11 St Laurence Way  
Slough  
Berkshire  
SL1 2EA

**Website:** N/A  
**Employees:** 112  
**Immediate Parent:** N/A  
**Chairman:** Mr Larry Sullivan  
**Contact for press enquiries:** John Conmy  
**Tel:** 01753 501000  
**Email:** john.conmy@coins-global.com

Established in 1989, CSB Holdings Plc are a systems and consultancy holdings company for the construction, contracting and allied industries. Since 2008 the company has deployed systems in 40 countries on four continents – 60% of sales are in the US and 26% in the Middle East, a market which has been developed in the last three years. Its strategy has been to support its UK clients with their overseas contracts by opening overseas offices to provide on the spot support and use these as a springboard to sell to other contractors in the region. It employs over 20 different nationalities which gives it considerable insight into the culture of its different overseas markets and it incorporates what it learns from markets into developing and updating its product. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

## Design Blue Limited t/a D30

69 North Street  
Portslade  
East Sussex  
BN41 1DH

**Website:** www.d3o.com  
**Employees:** 33  
**Immediate Parent:** N/A  
**CEO:** Mr Stuart Sawyer  
**Contact for press enquiries:** Louise Wilson  
**Tel:** 01273 425459 or 07793 768136  
**Email:** louise.wilson@d3olab.com

Founded in 1999, Design Blue Ltd t/a D30 sells impact protection solutions and licenses its unique and patented smart (shock absorbing) materials. Its branded ingredient technology 'D30' is found in a wide range of products and applications across six core markets including sports, industrial workwear, law enforcement and military, footwear, electronics and motorcycle protection in apparel. D30 wins the Queen's Award for International Trade based on six years of unprecedented growth and strong export sales, with earnings growing by 1166% and increased exports, as a percentage of turnover, from 62% to 88%. The company has a clear vision and commercial strategy for its international expansion including the use of licensing and technology sharing to approved partners. Ongoing market research and benchmarking is also pivotal to the company's expansion strategy. This strategy has seen overseas markets grow substantially across North America and Europe with new recent markets also having been established in the Nordic and Asia regions.

## Electronic Temperature Instruments Ltd

Riverside House Easting Close  
Worthing  
West Sussex  
BN14 8HQ

**Website:** www.thermometer.co.uk  
**Employees:** 139  
**Immediate Parent:** N/A  
**Managing Director and Owner:** Mr Peter Webb  
**Contact for press enquiries:** David Carter  
**Tel:** 01903 202151  
**Email:** david.carter@etiltd.co.uk

Founded in 1983, Electronic Temperature Instruments Ltd manufactures, calibrates, services and repairs digital thermometers and other measurement instruments. It now has representation in over 80 countries and sales accounts in a further 20 countries. A 2012 International Trade Queen's Award holder, it wins a further Award for continuing its outstanding overseas earnings growth and increasing its exports to 45% of total turnover. Electronic Temperature Instruments works closely with UK Trade & Investment to find routes into key emerging export markets, marketing its products as innovative, British made premium quality and further enhanced by local repair and calibration services delivered by global representatives.



## Elekta Ltd

Linac House  
Fleming Way  
Crawley  
West Sussex  
RH10 9RR

**Website:** [www.electa.com](http://www.electa.com)  
**Employees:** 595  
**Immediate Parent:** Elekta AB  
**EVP Business Area Oncology Systems:** Mr Bill Yaeger  
**Contact for press enquiries:** Brett North  
**Tel:** 01293 654378  
**Email:** [brett.north@electa.com](mailto:brett.north@electa.com)

Founded in 1996, Elekta Ltd designs and manufactures solutions for radiotherapy treatment of cancer including hardware, software and services. It wins the Queen's Award for International Trade for a third consecutive year with outstanding overseas sales growth year on year. In the last year it has increased its number of employees as a result from 537 to 595. It has continued to expand its global presence across all continents and now has coverage in 99% of all countries worldwide with sales to South America, particularly Brazil, showing significant increases. It supports continual new product development and improvements to existing portfolio ranges with several products acknowledged as world leading.

## Engineering Technology Applications Ltd

108 The Hundred  
Romsey  
Hampshire  
SO51 8BY

**Website:** [www.eta-ltd.com](http://www.eta-ltd.com)  
**Employees:** 12  
**Immediate Parent:** ETA (Holdings) Ltd  
**Director:** Mr Jeremy Hartley  
**Contact for press enquiries:** Mr Jeremy Hartley  
**Tel:** 01794 521215  
**Email:** [Jeremy.hartley@eta-ltd.com](mailto:Jeremy.hartley@eta-ltd.com)

Established in 1996, Engineering Technology Applications Ltd provides engineering and consulting services to the submarine cable industry. The business is project driven with assignments for the marine renewables, power interconnector, telecoms, oil and gas sectors. It wins the Queen's Award for International Trade having grown overseas sales earnings by 179% over the last three years whilst growing exports as a percentage of total turnover from 48% to 68%. The company is currently focused on delivery of projects in Sweden and Canada, the former a result of a long term relationship with that country's major HVDC cable manufacturer, but is also targeting additional growth from the tidal energy markets in Canada and France.

## Global Infusion Group

Global Infusion Court  
Preston Hill  
Chesham  
Buckinghamshire  
HP5 3FE

**Website:** [www.globalinfusiongroup.com](http://www.globalinfusiongroup.com)  
**Employees:** 58  
**Immediate Parent:** N/A  
**Managing Director:** Mr Anthony Laurenson  
**Contact for press enquiries:** Matt Laurenson  
**Tel:** 01494 790700  
**Email:** [matt.laurenson@globalinfusiongroup.com](mailto:matt.laurenson@globalinfusiongroup.com)

Global Infusion Group (GIG) began trading in 1984 and provides event catering services, including bespoke food and beverage, consultancy, supply, logistics and brand support services. It wins the Queen's Award for International Trade having grown overseas earnings over the last three years consecutively. GIG has established niche catering subsidiaries which cross-pollinate trade as well as making strategic acquisitions to support sales and supply chains. Its largest market is Europe but with new markets China and Qatar the second and third largest. International expansion has seen the company grow in the last three years from employing 41 to now employing 58 staff in the UK and it has operations on four continents.



## Inflight Peripherals Limited

Elm Lane  
Calbourne  
Newport  
Isle of Wight  
PO30 4JY

**Website:** [www.ifpl.com](http://www.ifpl.com)  
**Employees:** 32  
**Immediate Parent:** N/A  
**Managing Director:** Mr Geoffrey Underwood  
**Contact for press enquiries:** Jason Davies  
**Tel:** 01983 555901  
**Email:** [jason.davies@ifpl.com](mailto:jason.davies@ifpl.com)

Inflight Peripherals Ltd, founded in 1997, designs, develops and manufactures electronic equipment for Inflight Entertainment Systems on passenger aircraft. The company has succeeded in diversifying into supplying this equipment for trains. It wins the Queen's Award for International Trade for continuous and cumulative overseas earnings growth over six years. Success has been built upon a strong track record in delivering to specification. Inflight Peripherals is building on this reputation with the development of innovative new products and acquiring IPR (Intellectual Property Rights) for equipment that will anticipate and meet the future demands of the new build market.

## Jon Tibbs Associates Ltd

A7-A8, Speldhurst Business Park  
Langton Road  
Speldhurst  
Tunbridge Wells  
Kent  
TN3 0AQ

**Website:** [www.jtassocs.com](http://www.jtassocs.com)  
**Employees:** 16  
**Immediate Parent:** N/A  
**Chairman:** Mr Jon Tibbs  
**Contact for press enquiries:** Stacey Dyzart  
**Tel:** 020 3667 2820  
**Email:** [stacey@jtassocs.com](mailto:stacey@jtassocs.com)

Founded in 2001, Jon Tibbs Associates Ltd (JTA) provides strategic brand building and communications consultancy in the international sports movement. It wins the Queen's Award for International Trade having increased exports as a percentage of turnover from 47% to 68% over the last three years and achieving overseas earnings growth, particularly in the Olympic movement. The company's strategy for growth is based on developing a creative and innovative approach to help clients meet their objectives and to promote positive change through sport. This has been achieved through a low key and personal approach to existing and new clients, based on word of mouth recommendations from existing key players within the industry.

## Kiln Flame Systems Limited

Copyground Lane  
High Wycombe  
Buckinghamshire  
HP12 3HE

**Website:** [www.kilnflame.com](http://www.kilnflame.com)  
**Employees:** 10  
**Immediate Parent:** Kiln Flame Systems Enterprises Limited  
**Director:** Mr Richard Manning  
**Contact for press enquiries:** Paul Ryan  
**Tel:** 07970 996774  
**Email:** [paulr@kilnflame.com](mailto:paulr@kilnflame.com)

Established in 1999, Kiln Flame Systems Ltd designs and builds combustion systems for rotary kilns. An exporter since its inception, it has in more recent years made the strategic decision to extend into design and build of products specifically for overseas markets which has enabled faster growth. Kiln Flame Systems Ltd now exports the majority of its products and services. Its long established market in North America has been extended to include Europe to which sales have increased threefold over the last three years. These two markets each share 45% of total exports with exports to South America making up the majority of the balance of sales. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.



## Leverton Clarke Ltd

Unit 14-16 Sherrington Way  
Lister Road Industrial Estate  
Basingstoke  
Hampshire  
RG22 4DQ

**Website:** [www.levertonclarke.com](http://www.levertonclarke.com)  
**Employees:** 13  
**Immediate Parent:** N/A  
**Managing Director:** Mr David Hicks  
**Contact for press enquiries:** David Hicks  
**Tel:** 01256 810393  
**Email:** [david.hicks@levertonlithium.com](mailto:david.hicks@levertonlithium.com)

Trading since 1976, Leverton Clarke Ltd manufactures and sells speciality chemicals primarily focused on lithium derivative salts. It now exports to 28 countries, having recognised the potential of exporting in 2007, and its biggest market is currently Germany with 27% of total sales. It wins the Queen's Award for International Trade having grown overseas export earnings over three years. A small company trading in a niche market, Leverton Clarke's route to market is via e-sales (marketing, sales and enquiries) with high level service and back-up for its speciality product.

## Marco Ltd

Enterprise Way  
Edenbridge  
Kent  
TN8 6HF

**Website:** [www.marco.co.uk](http://www.marco.co.uk)  
**Employees:** 31  
**Immediate Parent:** N/A  
**Founder:** Mr Murray Hilborne  
**Contact for press enquiries:** Mandy Hart  
**Tel:** 01732 782380  
**Email:** [mandy.hart@marco.co.uk](mailto:mandy.hart@marco.co.uk)

Established in 1985, Marco Ltd manufactures intelligent fresh produce packaging equipment for pre-packed soft fruit, grapes, tomatoes, salads and vegetables. It wins the Queen's Award for International Trade having grown its overseas sales over the last three years and increased its exports as a percentage of total turnover from 23.5% to 31%. It has established new business in North America, Peru, Portugal, Egypt, Zimbabwe and Denmark. Marco Ltd commits to market entry in two new countries each year. It has used the services of UK Trade & Investment to enter specific markets, which led directly to it picking up significant orders following its second visit to Chile.

## Maviga International (Holdings) Limited

1 Downs Court  
Yalding Hill  
Yalding  
Maidstone  
Kent  
ME18 6AL

**Website:** [www.maviga.com](http://www.maviga.com)  
**Employees:** 13  
**Immediate Parent:** N/A  
**Chairman and Chief Executive Officer:** Mr Marcus Coles  
**Contact for press enquiries:** Gug Kyriacou  
**Tel:** 020 7623 2368  
**Email:** [Gug.kyriacou@fwdpr.co.uk](mailto:Gug.kyriacou@fwdpr.co.uk)

Established in 1994, Maviga International (Holdings) Ltd supplies dried edible pulses (peas, beans, lentils and chick peas) and other special crops including sesame seeds. It wins the Queen's Award for International Trade having grown overseas sales in a challenging market sector over the last three years. Maviga values long term relationships with both customers and suppliers and continues to invest in land, warehouses and processing equipment to uphold product quality control in both North America and Africa. It has established new business in Africa, the Far and Middle East over the last three years to add to its top markets of China, India, Turkey, Spain and Egypt.



## Optasense Limited

Old Ively Road  
Farnborough  
Hampshire  
GU14 0LX

**Website:** [www.optasense.com](http://www.optasense.com)  
**Employees:** 122  
**Immediate Parent:** Optasense Holdings Limited  
**Managing Director:** Mr Magnus McEwen-King  
**Contact for press enquiries:** Malcolm Norman  
**Tel:** 01252 393351  
**Email:** [Malcolm.Norman@Optasense.com](mailto:Malcolm.Norman@Optasense.com)

Optasense Ltd began trading in 2007 and provides oil and gas pipeline monitoring services and equipment, hydraulic fracture monitoring, seismic services, oil well optimisation services and transport monitoring. It wins the Queen's Award for International Trade having grown overseas sales earnings over the last three years. It has opened up a number of new markets in the last 12 months including China and Colombia. It has invested in research to guide its operations and has opened overseas offices in Dubai, US and Australia. It has also invested in a development site to provide demonstrations of its ground-breaking technology. Optasense Ltd provides services in around 40 countries across the globe. The company also wins the Queen's Award for Innovation.

## Oxford Immunotec Ltd

94c Innovation Drive  
Milton  
Abingdon  
Oxfordshire  
OX14 4RZ

**Website:** [www.oxfordimmunotec.com](http://www.oxfordimmunotec.com)  
**Employees:** 131  
**Immediate Parent:** N/A  
**Chief Executive Officer:** Dr Peter Wrighton-Smith  
**Contact for press enquiries:** Caroline Crawley  
**Tel:** 01235 442796  
**Email:** [ccrawley@oxfordimmunotec.com](mailto:ccrawley@oxfordimmunotec.com)

Oxford Immunotec began trading in 2004 and produces the T-SPOT.TB test for identification of tuberculosis. Its test is a major improvement over the antiquated skin test currently used, and helps to diagnose tuberculosis before it has progressed to full-blown disease, allowing earlier treatment and prevention of future TB cases. It wins the Queen's Award for International Trade for continuous and cumulative overseas export earnings growth of 1300% over six years. Product sales are undertaken by the company's own sales teams due to the specialised nature of the product. Where this is impractical, the company operates via carefully chosen distribution partners. The test is now sold to over 50 countries on all five continents, with new business established in the US, Japan and China in the last six years. The company's growth is also reflected in increasing staffing levels, from 35 to 131 employees over this period.

## Oxford Technologies Ltd

7 Nuffield Way  
Abingdon  
Oxfordshire  
OX14 1RL

**Website:** [www.oxfordtechnologies.co.uk](http://www.oxfordtechnologies.co.uk)  
**Employees:** 26  
**Immediate Parent:** N/A  
**Managing Director:** Dr Alan Rolfe  
**Contact for press enquiries:** Stephen Sanders  
**Tel:** 01235 522119  
**Email:** [stephen.sanders@oxfordtechnologies.co.uk](mailto:stephen.sanders@oxfordtechnologies.co.uk)

Oxford Technologies Ltd started trading in 2000, offering engineering consultancy services for nuclear fusion technology applications. It wins the Queen's Award for International Trade for continuous growth in overseas earnings of 501% over the last six years. The commercial spin off of an internationally well respected research body, it markets itself through conferences, technical papers, networking, its website and other appropriate methods of raising its profile given its highly technical and specialised service offered to a niche market. Its initial focus has been on the European and wider western nuclear industries but it has a longer term strategy to expand into Japan, China and other emerging nuclear markets. Oxford Technologies Ltd is 100% staff owned.



## PrimeVigilance Limited

The Surrey Research Park  
26-28 Frederick Sanger Road  
Guildford  
GU2 7YD

**Website:** [www.primevigilance.com](http://www.primevigilance.com)  
**Employees:** 12  
**Immediate Parent:** N/A  
**Chief Executive Officer:** Mr Neil Clark  
**Contact for press enquiries:** Neil Clark  
**Tel:** 01225 731349 or 07798 665895  
**Email:** [neil.clark@primevigilance.com](mailto:neil.clark@primevigilance.com)

Established in 2009, PrimeVigilance Ltd provides pharmacovigilance and medical information services for national and multinational pharmaceutical companies worldwide. This ensures that the safety of the medicines they market is properly monitored in accordance with national and international regulations and that appropriate information about the medicines is available in response to enquiries from patients and healthcare professionals. The company has a diverse marketing strategy, making effective use of government resources, existing long established relationships, an effective website, joint venture and cooperation agreements, trade shows and good customer relations management resulting in repeat business. It wins the Queen's Award for International Trade for outstanding growth in overseas earnings of 173% over the last three years. It has entered a number of new markets in this period including Australia, Germany, Spain, Switzerland and the Scandinavian countries.

## Quorum Technologies Ltd

Judges House Lewes Road  
Laughton  
Lewes  
East Sussex  
BN8 6BN

**Website:** [www.quorumtech.com](http://www.quorumtech.com)  
**Employees:** 31  
**Immediate Parent:** Judges Scientific Plc  
**Managing Director:** Mr David Barnbrook  
**Contact for press enquiries:** Mike Wombwell  
**Tel:** 01323 810981  
**Email:** [mike.wombwell@quorumtech.com](mailto:mike.wombwell@quorumtech.com)

Quorum Technologies Ltd commenced trading in 2001 and designs, manufactures and sells sample preparation equipment for electron microscopy. It operates in a niche high value product area, exporting 92% of its sales. Quorum operates via a network of distributors that provide both pre and post sales support. It works with specialist institutions and provides week-long product demonstrations to promote and support its products with constant innovation keeping the company in a market leading position. The Czech Republic is its biggest market followed by the US, but significant growth is also coming from emerging markets such as China and India. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

## SecurEnvoy Plc

Merlin House  
Brunel Road  
Theale  
Berkshire  
RG7 4AB

**Website:** [www.securenvoy.com](http://www.securenvoy.com)  
**Employees:** 10  
**Immediate Parent:** N/A  
**Sales Director:** Mr Stephen Watts  
**Contact for press enquiries:** Stephen Watts  
**Tel:** 07899 925282  
**Email:** [swatts@SecurEnvoy.com](mailto:swatts@SecurEnvoy.com)

SecurEnvoy Plc was founded in 2003 and trades using its invention of a business grade, commercial 'chip & pin' authentication solution for the internet. It wins the Queen's Award for International Trade for outstanding growth in overseas sales earnings over the last three years and has international coverage in 52 countries across five continents. Most recently it has entered the US and Chinese markets. Trading through resellers, distributors and partners specific to the identified trading area, it utilises modern marketing methods such as video and social media to promote its product brand. In addition it actively uses message push to news wires, news hijacking and news creation with journalist interviews to reach editors and publications and is actively represented on lateral media platforms such as Google and Yahoo.



## Sysco Guest Supply Europe Ltd

4 Venus House  
Calleva Park  
Aldermaston  
Reading  
Berkshire  
RG7 8DA

**Website:** [www.guestsupply.co.uk](http://www.guestsupply.co.uk)  
**Employees:** 30  
**Immediate Parent:** Sysco Guest Supply LLC  
**Managing Director:** Mr Andrew Keating  
**Contact for press enquiries:** Ken Wharton  
**Tel:** 0118 9409894  
**Email:** [kwharton@guestsupply.co.uk](mailto:kwharton@guestsupply.co.uk)

Formed in 1984, Sysco Guest Supply Europe Ltd exports hotel operating supplies such as bathroom toiletries, and bed and bath linen. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years during which it has entered nine new markets underpinned by a fluid approach to supply and marketing, local currency invoicing and success negotiating the technical aspects of exporting. It has a well resourced infrastructure including warehousing, sales and distribution staff to service its key markets. Sysco Guest Supply Europe Ltd operates a flexible strategy to growing its international business which is refreshed regularly; it has reacted effectively to increased competition and retained key contracts to maintain its position in the market.



## 7thSense Design Ltd

2 The Courtyard  
Shoreham Road  
Upper Beeding  
Steyping  
West Sussex  
BN44 3TN

**Website:** [www.7thsensedesign.com](http://www.7thsensedesign.com)  
**Employees:** 9  
**Immediate Parent:** N/A  
**Managing Director:** Mr Ian Macpherson  
**Contact for press enquiries:** Ian Macpherson  
**Tel:** 01903 812299  
**Email:** [ian@7thsense.co.uk](mailto:ian@7thsense.co.uk)

An Innovation Award is made to the small company, 7thSense Design Ltd, for inventing the Delta Media Server, which is a source of high-quality media content for display screens. The new product provides near-perfect picture and sound quality from many sources, including movies, photographs, special effects and three-dimensional objects. It facilitates quick and easy creation of complex audio-visual presentations on a variety of display devices, including multiple flat-panel arrays, curved projection screens and large, full-dome screens. Using software developed in-house, the new system is capable of handling uncompressed 4k and above media, data rates significantly higher than those for high definition cinema films. Based on standard personal computer components, the innovation has cut the costs and greatly improved the quality and attractiveness of customised presentations in museums, theme parks, planetariums, complex theatre productions and live events.

## Aspen Pumps Limited

Aspen Pumps Building  
Apex Way  
Hailsham  
East Sussex  
BN27 3WA

**Website:** [www.aspenpumps.com](http://www.aspenpumps.com)  
**Employees:** 88  
**Immediate Parent:** Acquaspen Limited  
**Chief Executive Officer:** Mr Adrian Thompson  
**Contact for press enquiries:** Fay Wilson  
**Tel:** 01323 400705  
**Email:** [fay@aspenpumps.com](mailto:fay@aspenpumps.com)

Aspen Pumps receives an Innovation Award for developing a new range of pumps for air conditioning installation. Aspen's company-wide emphasis on designing and producing products that focus on reliability, performance and ease of installation has seen Aspen Pumps grow to supply over 100 countries worldwide. The application of in-house engineering knowledge and experience has helped the business to develop a versatile range of Mini Pumps that have been highly beneficial in air conditioning installation. As well as offering space-effective, noise-sensitive and critical-performance solutions, all Aspen products are designed to be simple to install and maintain in order to ensure that no time is wasted. Aspen Pumps' most recent innovations in anti-siphoning, sound-dampening and universal voltage technology have ensured their Mini Pumps are versatile and flexible. Aspen Pumps has a long term commitment to meet the needs of specific markets, seeking to develop products based on customer feedback and providing localised training to distributors and installers.

## Daniamant Ltd

Unit 3, Airport Service Road  
Portsmouth  
Hampshire  
PO3 5RQ

**Website:** [www.daniamant.com](http://www.daniamant.com)  
**Employees:** 39  
**Immediate Parent:** Daniamant ApS  
**General Manager:** Mr Kevin Rough  
**Contact for press enquiries:** Kevin Rough  
**Tel:** 02392 675110 or 07710 553794  
**Email:** [kevin.rough@daniamant.com](mailto:kevin.rough@daniamant.com)

An Innovation Award is made to Daniamant Ltd for designing and manufacturing a range of survivor location lights (lifebuoy lights) for the commercial marine sector, in particular increasing export growth in the US and the offshore market, whilst improving quality. The product range meets stringent legislative requirements both in Europe and the US, in accordance with the International Maritime Organisation (IMO) and the US Coast Guard (USCG). The innovative design incorporates a light emitting diode (LED), which are more efficient than incandescent lamps, an electronic micro controller, intelligent software for circuitry control and incorporates long lasting lithium batteries in an aesthetic, lightweight and robust design requiring no maintenance for five years.



## Emulate3D Ltd

Reading Enterprise Centre  
University of Reading  
Whiteknights Road  
Reading  
Berkshire  
RG6 6BU

**Website:** [www.demo3d.com](http://www.demo3d.com)  
**Employees:** 7  
**Immediate Parent:** N/A  
**Director, Sales and Marketing:** Mr Ian McGregor  
**Contact for press enquiries:** Ian McGregor  
**Tel:** 0118 9357388  
**Email:** [ian.mcgregor@demo3d.com](mailto:ian.mcgregor@demo3d.com)

An Innovation Award is made to Emulate3D Ltd, for developing novel software used by controls engineers. The software supports the testing of controls used, for example, in distribution centres, airport baggage handling, postal sorting and in fast-moving consumer goods production lines. A virtual model of the automated equipment is constructed to provide identical responses to the control system, creating a reliable test bed. Control systems are developed, commissioned and fully tested against the model before capital investment is committed. Costly on-site testing is greatly reduced and the software enables the parallel testing of different parts of the equipment. This results in robust and reliable control systems, developed in less time than was previously achievable. Operators are trained safely on virtual systems without interrupting ongoing production or damaging existing equipment. The new software, which features a physics-based modelling environment, is quick and easy to programme. It has been commercially successful both in the UK and internationally.

## Gold-i Ltd

Surrey Technology Centre  
40 Occam Road  
Guildford  
Surrey  
GU2 7YG

**Website:** [www.gold-i.com](http://www.gold-i.com)  
**Employees:** 20  
**Immediate Parent:** N/A  
**CEO:** Mr Tom Higgins  
**Contact for press enquiries:** Vanessa Green  
**Tel:** 07713 332303 or 01483 563562  
**Email:** [vanessa@wigwampr.com](mailto:vanessa@wigwampr.com)

An Innovation Award is made to Gold-i Ltd for the continuous development of Gold-i Gate Bridge software. The new product gives retail brokers the same trading tools as institutional brokers, at a fraction of the cost. It integrates with financial trading platforms, such as Meta Trader 4, enabling clients to closely manage trading risks and, thus, expand business and become more profitable. As clients trade with brokers, the product, following pre-defined rules, may reduce risks by executing second, and opposite, trades between brokers and external liquidity providers. The product is particularly attractive to those operating in the derivative and currency markets. It supports trading across all asset classes. The novel software is fast, has good functionality and low latency. Having near-zero error rates, it has been commercially successful.

## Optasense Limited

Old Ively Road  
Farnborough  
Hampshire  
GU14 0LX

**Website:** [www.optasense.com](http://www.optasense.com)  
**Employees:** 122  
**Immediate Parent:** Optasense Holdings Limited  
**Managing Director:** Mr Magnus McEwen-King  
**Contact for press enquiries:** Malcolm Norman  
**Tel:** 01252 393351  
**Email:** [Malcolm.Norman@Optasense.com](mailto:Malcolm.Norman@Optasense.com)

Optasense Limited wins an Innovation Award for developing acoustic sensors. They are used in multiple markets, particularly for asset monitoring in the oil and gas sectors. Acoustic or seismic signals that strike fibre optic cables cause, in constituent fibres, minute strains detected by interrogation units. By firing laser beams into cables and measuring back-scatter, the interrogators sense acoustic or seismic signals, having taken account of back-scatter from inherent cable imperfections. The novel sensors monitor, for example, hydraulic fractures in pipelines, giving precise location data and enabling corrective action to be taken. Thus, the commercially successful devices improve monitoring effectiveness and, ultimately, increase yields from oil wells. Additionally, through deployment in border control operations, they contribute to national security. They could assist the safe exploitation of shale gas reserves. The company also wins the Queen's Award for International Trade.



## Scientifica Ltd

Kingfisher Court  
Bellbrook Industrial Estate  
Uckfield  
East Sussex  
TN22 1QQ

**Website:** [www.scientifica.uk.com](http://www.scientifica.uk.com)  
**Employees:** 55  
**Immediate Parent:** Judges Scientific Plc  
**Managing Director:** Mr Mark Johnson  
**Contact for press enquiries:** Adrian Corbin  
**Tel:** 01825 749933  
**Email:** [adrian.corbin@scientifica.uk.com](mailto:adrian.corbin@scientifica.uk.com)

Scientifica Ltd wins an Innovation Award for designing and developing multi-photon imaging systems for neuroscience research. The commercially successful devices incorporate unique technologies for producing high-resolution images of cellular structures within thick tissue samples, even within complete organs. Using pulsed, infra-red lasers to penetrate tissues, with minimal damage, and precise optics, they capture images deeper within samples than previously possible. They incorporate super-sensitive photo-multipliers and specialist, open-source software to create images on monitors. For the first time, micro-electrodes can be positioned deep within tissues. Compared with using alternatives, researchers benefit from lower experimental costs and reduced space requirements. They also benefit from increased modularity and flexibility; they can deploy a single device for both *in vivo* and *in vitro* applications and adapt software to meet research needs.

## Softbox Systems Ltd

Unit 1-2, Ridgeway Drakes Drive  
Long Crendon  
Aylesbury  
Buckinghamshire  
HP18 9BF

**Website:** [www.softboxsystems.com](http://www.softboxsystems.com)  
**Employees:** 55  
**Immediate Parent:** N/A  
**Managing Director:** Mr Richard Jones  
**Contact for press enquiries:** Mark Hammond  
**Tel:** 07834 711534  
**Email:** [mark.hammond@softboxsystems.com](mailto:mark.hammond@softboxsystems.com)

Softbox Systems Ltd wins an Innovation Award for the continuous development of the Silverpod range of temperature controlled packaging. The packaging is used within the healthcare sector for the global distribution of pharmaceutical products, including medicines, biological materials and vaccines. To remain effective, the products must be maintained within specified temperature ranges. The passive packaging, which is patented, was the first of its kind and, unlike active systems, does not require power sources for heating or refrigeration. The development involved examining storage facilities of airlines and forwarding agents, researching insulation and cooling materials and testing prototypes. The commercially successful packaging, which utilises recyclable materials, is smaller, more flexible and cheaper than alternatives. Flat-pack designs enable easy locking when in use and low transportation costs when being returned.

## Sonardyne International Ltd

Ocean House  
Blackbushe Business Park  
Yateley  
Hampshire  
GU46 6GD

**Website:** [www.sonardyne.com](http://www.sonardyne.com)  
**Employees:** 236  
**Immediate Parent:** Sonardyne Group Ltd  
**Managing Director:** Mr John Ramsden  
**Contact for press enquiries:** Kelly Friend  
**Tel:** 01252 872288  
**Email:** [pr@sonardyne.com](mailto:pr@sonardyne.com)

Sonardyne International Ltd wins an Innovation Award for developing subsea acoustic positioning and wireless communications equipment. The equipment is for the offshore survey, construction and drilling industries, assisting exploitation of diminishing hydrocarbon reserves at extreme depths. Incorporating a new ultra-wide bandwidth, digital signal set, novel acoustic navigation and telemetry architecture and patented signalling technology, it provides robust data transmission, precise ranging and immunity from signal interference when operating near other vessels. Its flexibility and enhanced battery life enables seabed instruments to be semi-permanently deployed, thus reducing deployment costs and facilitating simultaneous operations by multiple users. Its benefits include high operational speed, great accuracy, easy use and provision of autonomous operation. Also it supports large operational ranges and high speed sea to surface communications. It has achieved significant commercial success.



## Stanhope-Seta Limited

London Street  
Chertsey  
Surrey  
KT16 8AP

**Website:** [www.stanhope-seta.co.uk](http://www.stanhope-seta.co.uk)  
**Employees:** 75  
**Immediate Parent:** N/A  
**Director:** Mr Giles Verity  
**Contact for press enquiries:** Giles Verity  
**Tel:** 07715 923299  
**Email:** [gv@stanhope-seta.co.uk](mailto:gv@stanhope-seta.co.uk)

Stanhope-Seta Limited wins an Innovation Award for developing and producing an instrument for measuring the hydrogen sulphide content of liquid fuels. The devices are used on-board ships in marine bunkering operations to ensure compliance with international safety and environmental standards. Incorporating new technologies, including separation techniques and novel software to eliminate cross-sensitivity with other substances, they involve no hazardous chemicals and require no specialist knowledge for operation. They have become an essential part of a mandatory test regarding fuel standards. They are highly accurate, capable of measuring to under one part per million, have a wide range, up to 250 parts per million, and are adaptable to other fields, including tar sands and shale environments. A novel vapour phase processor was developed to broaden applicability.

## Vetted Ltd t/a Checktrade.com

5-6 Sherrington Mews  
Ellis Square  
Selsey  
West Sussex  
PO20 0FJ

**Website:** [www.checktrade.com](http://www.checktrade.com)  
**Employees:** 105  
**Immediate Parent:** Checkagroup Holdings Limited  
**Founder and MD:** Mr Kevin Byrne  
**Contact for press enquiries:** Jim Round  
**Tel:** 01273 666200 or 07809 646746  
**Email:** [jim@midnight.co.uk](mailto:jim@midnight.co.uk)

Vetted Ltd, trading as Checktrade.com, wins an Innovation Award for developing an online service identifying vetted tradespeople. Replacing directories, such as Yellow Pages, the service enables customers to access reliable household repairers and other traders. By interviewing and continuously monitoring listed organisations, the service ensures that recommended tradespeople have relevant insurance and qualifications. Importantly, the service publishes content, from Reputation Report Cards supplied to customers by traders when quoting for services, which is fed back to the company and published on the website. In addition to increasing customer confidence in services to be commissioned, this outperforms television advertising regarding promoting the company itself. The commercially successful service has turned the company into a national brand and saved customers considerable costs associated with commissioning rogue traders.



## ClimateCare Oxford Limited

112 Magdalen Road  
Oxford  
OX4 1RQ

**Website:** [www.climatecare.org](http://www.climatecare.org)  
**Employees:** 13  
**Immediate Parent:** ClimateCare Ltd  
**CEO:** Mr Edward Hanrahan  
**Contact for press enquiries:** Rhiannon Szmgielski  
**Tel:** 01865 591008 or 07900 911531  
**Email:** [rhiannon.szmgielski@climatecare.org](mailto:rhiannon.szmgielski@climatecare.org)

ClimateCare Oxford Limited wins a Sustainable Development Award for outstanding contributions to poverty alleviation and tackling climate change. Through developing and structuring finance, the company initiates and, with influential partners, undertakes projects delivering environmental, health, economic and social benefits in more than 25 countries, including the poorest. The projects have led to reductions of over 16.5 million tonnes of carbon dioxide emissions. The company has distributed over a million efficient cookstoves, improving health and reducing deforestation, provided 4.5 million people with safe water and supplied treadle pumps for crop irrigation to increase yields and disposable incomes. In addition to optimising its own sustainability, it has actively promoted improvements in the approaches taken by customers, suppliers and partners and pioneered the introduction of codes of practice and measurement frameworks aimed at driving improvements and sustainable practice.

## Nikwax Ltd

Unit F, Durgates Industrial Estate  
Durgates  
Wadhurst  
East Sussex  
TN5 6DF

**Website:** [www.nikwax.co.uk](http://www.nikwax.co.uk)  
**Employees:** 108  
**Immediate Parent:** N/A  
**Managing Director:** Mr Nick Brown  
**Contact for press enquiries:** Luis Brown  
**Tel:** 01892 786400  
**Email:** [luis.brown@nikwax.co.uk](mailto:luis.brown@nikwax.co.uk)

A Sustainable Development Award is made to Nikwax Ltd, a leading manufacturer and exporter of waterproofing products used in the after-care of outdoor clothing. The company is exemplary in operating sustainably and offering to consumers informed and environmentally beneficial choices. To deliver sustainable products, it has systematically rejected harmful raw materials commonly used in the industry such as PFCs and flammable solvents. To deliver sustainable processes, Nikwax recycles waste, harvests rainwater, purchases renewable energy and has invested in solar power. It also favours suppliers with sound environmental credentials identified through a questionnaire. It campaigns for environmental responsibility and best practice within the EU and American outdoor industry associations, by supporting conservation funds, raising awareness of climate change and challenging the continued use of hazardous chemicals. It engages strongly with communities, giving lessons in schools on science and sustainable business and offering grants to environmental projects in the UK and abroad.

## The Berkeley Group Holdings Plc

Berkeley House  
19 Portsmouth Road  
Cobham  
Surrey  
KT11 1JG

**Website:** [www.berkeleygroup.co.uk](http://www.berkeleygroup.co.uk)  
**Employees:** 1432  
**Immediate Parent:** N/A  
**Group Managing Director:** Mr Rob Perrins  
**Contact for press enquiries:** Matthew Bell  
**Tel:** 07825 196143  
**Email:** [matt.bell@berkeleygroup.co.uk](mailto:matt.bell@berkeleygroup.co.uk)

The Berkeley Group Holdings Plc wins its third Sustainable Development Award for demonstrating that embedding sustainability can be a cornerstone of long-term success, even within challenging economic climates. The major residential developer reduced the environmental impact of its own activities and continues to enhance the sustainability of finished projects. Through its 'Vision 2020' framework, it has lowered carbon emissions year-on-year, reduced water usage and increased construction waste recycling. Strongly committed to the voluntary Code for Sustainable Homes, it has made positive environmental impacts, not least through appointing ecologists to advise on bio-diversity enhancement on all schemes. Furthermore, the company has demonstrated exemplary community engagement; the Berkeley Foundation has helped disengaged people into training and employment, millions of pounds have been committed to charities and a job creation programme established.



## Aero Stanrew Limited

Gratton Way  
Roundswell Business Park  
Barnstaple  
Devon  
EX31 3AR

**Website:** [www.aerostanrew.co.uk](http://www.aerostanrew.co.uk)  
**Employees:** 174  
**Immediate Parent:** Aero Stanrew Holdings Limited  
**Chief Executive Officer:** Mr Clive Scott  
**Contact for press enquiries:** Ruth Shearn  
**Tel:** 0161 9273131 or 07881 772960  
**Email:** [ruth@rmspr.co.uk](mailto:ruth@rmspr.co.uk)

Established in 1949, Aero Stanrew Ltd manufactures high integrity electromagnetic and electronic components and systems for the aerospace and high reliability markets. In recent years, the company has taken the strategic decision to build upon its long standing success in the domestic market to develop international markets. It wins the Queen's Award for International Trade for outstanding growth in its export earnings of 194% in the last three years. New markets have been developed including India, from zero to 48%, and China, from zero to 10%, of total exports. Aero Stanrew has increased its workforce from 133 to 174 employees over the same three year period.

## Airbus Operations Limited

New Filton House  
Filton  
Bristol  
BS99 7AR

**Website:** [www.airbus.com](http://www.airbus.com)  
**Employees:** 8514  
**Immediate Parent:** Airbus SAS  
**Executive Vice President Programmes:** Mr Tom Williams CBE  
**Contact for press enquiries:** Robert Gage  
**Tel:** 01244 524349  
**Email:** [robert.gage@airbus.com](mailto:robert.gage@airbus.com)

Airbus Operations Ltd's main activity is the manufacture of wings for the Airbus aircraft. The company operates in a competitive market which requires commitment to very high research and development spending and to long term strategies that require several years to achieve profitability. The company has shown commitment to adapt and develop in line with market needs in order to achieve its planned growth. It has taken care to understand and anticipate the future needs of its customers and has given particular attention to environmental issues by striving for improved fuel consumption. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

## CreditCall Limited

Merchants House North  
Wapping Road  
Bristol  
BS1 4RW

**Website:** [www.creditcall.com](http://www.creditcall.com)  
**Employees:** 42  
**Immediate Parent:** N/A  
**Chief Executive Officer:** Mr Peter Turner  
**Contact for press enquiries:** Ingrid Anusic  
**Tel:** 0117 93044 55 or 07968 600419  
**Email:** [ingrid.anusic@creditcall.com](mailto:ingrid.anusic@creditcall.com)

CreditCall Ltd began trading in 1997 and provides payment gateway technology and software that reads chips on credit and debit cards. A relatively new exporter, it wins the Queen's Award for International Trade for growing overseas earnings over the last three years. It now exports almost half of its total sales and employee numbers have risen from 27 to 42. CreditCall promotes itself through exhibiting and speaking at trade shows as well as undertaking active PR and web marketing. Its overseas markets are spread across the globe, from the US to Russia and Malaysia. Innovation in the company's payment gateway technology development is key to its success.



## Cut4Cloth Ltd t/a Frugi

Unit B  
Hornsby House  
Wheal Vrose Business Park  
Helston  
Cornwall  
TR13 OFG

**Website:** [www.cut4cloth.co.uk](http://www.cut4cloth.co.uk)  
**Employees:** 33  
**Immediate Parent:** N/A  
**Managing Director:** Mrs Lucy Jewson  
**Contact for press enquiries:** Robin Harrison  
**Tel:** 01326 572828  
**Email:** [press@welovefrugi.com](mailto:press@welovefrugi.com)

Established in 2004, Cut4Cloth Ltd t/a Frugi is an independent designer and manufacturer of organic children's clothing. This ethical company wins the Queen's Award for International Trade for continuous and cumulative export sales growth of 600% over six years. The company serves clients in more than 50 countries adapting to markets through embracing sales in local currencies, employing sales staff with language skills and varying its routes to market from direct sales through to the use of distributors. Its success has resulted in the company increasing its workforce from eight to 33 over the six years.

## Elemental Microanalysis Ltd

Unit 1-2 Hameldown Road  
Exeter Road Industrial Estate  
Okehampton  
Devon  
EX20 1UB

**Website:** [www.elementallab.co.uk](http://www.elementallab.co.uk)  
**Employees:** 31  
**Immediate Parent:** Micro Analysis Technology Ltd  
**Managing Director:** Mr Ian Smith  
**Contact for press enquiries:** Ian Smith  
**Tel:** 01837 54446  
**Email:** [ian.smith@microanalysis.co.uk](mailto:ian.smith@microanalysis.co.uk)

Elemental Microanalysis Ltd was established in 1976. It manufactures specialised consumable products (chemicals, glassware and reference materials) for analytical instruments used in Elemental Analysis. It wins the Queen's Award for International Trade for continuous growth in overseas earnings over the last six years. New business has been established in Russia, South Korea, Brazil, UAE and Oman, which represents a departure from its traditional markets in Europe and North America. The company's growth is set to be sustained with its products in strong demand as worldwide populations demand improvements in the quality of life, healthcare, food safety and the environment in which they live.

## Fluid Transfer International Limited

Nailsworth Mills Estate  
Avening Road  
Nailsworth  
Gloucestershire  
GL6 OBS

**Website:** [www.fluid-transfer.co.uk](http://www.fluid-transfer.co.uk)  
**Employees:** 67  
**Immediate Parent:** Sturrock and Robson (UK) Limited  
**Managing Director:** Mr John Little  
**Contact for press enquiries:** John Little  
**Tel:** 01453 837104  
**Email:** [j.little@fluid-transfer.co.uk](mailto:j.little@fluid-transfer.co.uk)

Founded in 1967, Fluid Transfer International Ltd manufactures refuelling equipment for aviation, marine and ground vehicles. It also provides product support and training related to the equipment. Faced with a potentially disastrous fall in domestic business due to factors outside of its control, it embarked on a well planned business strategy with overseas sales crucial to its success. In implementing the strategy, it has been successful in winning international business, achieving rapid growth and entering a number of new markets whilst maintaining profitability. It wins the Queen's Award for International Trade for outstanding growth in overseas earnings of 142% over the last three years, whilst domestic sales fell by 50%. The strategy adopted is a multifaceted approach involving direct sales, use of local agents and joint agreements with local partners depending on the nature of the business and local legislation.



## Prima Dental Manufacturing Ltd

Unit E, Stephenson Drive  
Quedgeley  
Gloucestershire  
GL2 2HA

**Website:** [www.primadental.com](http://www.primadental.com)  
**Employees:** 110  
**Immediate Parent:** A D Burs Ltd  
**Managing Director:** Mr Richard Muller  
**Contact for press enquiries:** Emma Cutler  
**Tel:** 07903 384828  
**Email:** [ecutler@linearpr.co.uk](mailto:ecutler@linearpr.co.uk)

A designer and manufacturer of dental instruments and products, Prima Dental Manufacturing Ltd began trading in 1998. The company currently trades in 85 overseas countries, and is developing into new growth markets such as Brazil, Russia, China and India, which now contribute 11% of overseas sales. Its growth strategy is focused on identification of unique high value market opportunities and developing premium priced products dedicated for specific markets. Product design, packaging and promotional material is also tailored to individual markets, and is influenced by cultural and language considerations. As a result, Prima Dental Manufacturing Ltd wins the Queen's Award for International Trade having seen continuous growth in overseas earnings of 129% over the last six years.

## Severn Glocon Group Plc

The Olympus Centre  
Olympus Park  
Quedgeley  
Gloucester  
GL2 4NF

**Website:** [www.severnglocon.com](http://www.severnglocon.com)  
**Employees:** 429  
**Immediate Parent:** N/A  
**CEO:** Mr Maurice Critchley  
**Contact for press enquiries:** Natalie Clarke  
**Tel:** 08456 070710  
**Email:** [natalie.clarke@severnunival.co.uk](mailto:natalie.clarke@severnunival.co.uk)

Founded in 1961, Severn Glocon Group Plc designs, manufactures and supplies bespoke engineered valves. It wins the Queen's Award for International Trade continuing the growth demonstrated for its 2011 Award. The company's vast knowledge of product applications and ongoing collaboration with end users has led to high levels of mutual trust and expansion into worldwide countries. From a standing start as a North Sea operator it is now represented across the Middle and Far East, Australia, US and South America with exports now representing 68% of total turnover. Support from government backed lending schemes to raise working capital and support from UK Trade & Investment to find routes to markets has aided its international expansion strategy.

## Vero Software Limited

Hadley House  
Bayshill Road  
Cheltenham  
Gloucestershire  
GL50 3AW

**Website:** [www.verosoftware.com](http://www.verosoftware.com)  
**Employees:** 175  
**Immediate Parent:** N/A  
**CEO:** Mr Richard Smith  
**Contact for press enquiries:** Marc Freebrey  
**Tel:** 01242 542040  
**Email:** [marc.freebrey@verosoftware.com](mailto:marc.freebrey@verosoftware.com)

Founded in 1988, Vero Software Ltd develops and distributes CAD/CAM computer software. It wins the Queen's Award for International Trade having grown its export turnover 218% over the last three years which continues its performance from its 2010 Award. The company's number of employees has risen substantially over this period from 30 to 175. Its product is distributed to 40 countries with 75% of revenue achieved through export. Expansion has been achieved through proactive marketing and overseas corporate acquisitions backed up with ongoing research and development to provide innovative and sophisticated products. In the last year it has developed new sales in Brazil and the emerging Eastern European countries.



## Centek Limited

Station View  
Forde Road  
Newton Abbot  
Devon  
TQ12 4AE

**Website:** [www.centekgroup.com](http://www.centekgroup.com)  
**Employees:** 131  
**Immediate Parent:** N/A  
**Group CEO:** Mr Anthony Cutmore  
**Contact for press enquiries:** Vicki Cousins  
**Tel:** 01626 337636  
**Email:** [vicki.cousins@centekgroup.com](mailto:vicki.cousins@centekgroup.com)

Centek Limited wins an Innovation Award for the design and production of new centralizers used in drilling oil and gas wells. An important part of establishing new wells is ensuring that pipes are centrally inserted into drilled holes. The innovative products support the task more effectively, at lower risk and at lower cost than alternatives. They facilitate drilling of under-reamed wells and thus enable the safe exploitation of natural resources in locations that, previously, were too challenging. To manufacture to the novel design specification required precision engineering with specially designed tooling. The new products, which have achieved commercial success, considerably reduce the enormous costs of repair down-times of oil and gas rigs.

## Naim Audio Ltd

Southampton Road  
Salisbury  
Wiltshire  
SP1 2LN

**Website:** [www.naimaudio.com](http://www.naimaudio.com)  
**Employees:** 150  
**Immediate Parent:** Focal & Naim  
**Managing Director:** Mr Paul Stephenson  
**Contact for press enquiries:** Patrick O'Shea  
**Tel:** 01722 426647  
**Email:** [patrick.oshea@naimaudio.com](mailto:patrick.oshea@naimaudio.com)

Naim Audio Ltd wins an Innovation Award for producing and bringing to market a new range of high-fidelity music streaming products. The products include network players, all-in-one players, hard disk players and digital-to-analogue converters. They incorporate novel and sophisticated technologies, so that interference is reduced, no data is lost, and jitter is kept to a minimum to achieve optimal sound quality. New hard disk player/servers create bit-perfect copies of compact discs and, through an extensive database, offer unprecedented access to music collections over home networks. A new network player gives excellent sound quality from digital music streams. As a result of the developments, the company has improved its brand image, extended its customer base and increased its commercial success.

## Permavent Ltd

11 Cumberland Drive  
Granby Industrial Estate  
Weymouth  
Dorset  
DT4 9TB

**Website:** [www.permavent.co.uk](http://www.permavent.co.uk)  
**Employees:** 5  
**Immediate Parent:** N/A  
**Director:** Mr Stephen Makin  
**Contact for press enquiries:** Chris Wilkinson  
**Tel:** 01305 766703  
**Email:** [studio@permavent.co.uk](mailto:studio@permavent.co.uk)

An Innovation Award is made to the small company Permavent Ltd for introducing and selling slate and tile roof designs. Through them, weather resistance and longevity of slate and tile roofs are significantly improved. The first design, Easy Slate, involved high impact plastic and rubber seals fitted under slates sealing them from wind-induced water ingress and separating tile surfaces to prevent capillary action. Subsequent enhancements included side verges replacing concrete grouting, which does not bond effectively with slate, seals for roof edges and valleys between pitched roofs. The commercially successful designs, which have been tested at the Building Research Establishment, do not compromise traditional roof appearances. They are suitable for building refurbishment and conservation and enable construction of new buildings with lower roof pitches than previously possible.



## Renishaw Plc

New Mills  
Wotton-under-Edge  
Gloucestershire  
GL12 8JR

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

**Employees:** 2155

**Immediate Parent:** N/A

**Director, Spectroscopy Products Division:** Mr Simon Holden

**Contact for press enquiries:** Chris Pockett

**Tel:** 01453 524133

**Email:** [chris.pockett@renishaw.com](mailto:chris.pockett@renishaw.com)

Renishaw Plc wins an Innovation Award for the continuous development of Raman microscopes including the company's latest generation inVia Raman system. Used to investigate physical and chemical structures, they display spectra from laser light passing through materials. Previously, when used to map sample areas by taking many adjacent point readings, samples were damaged by repeated exposure to laser light bursts. Responding, the company redesigned the laser shape, enabling up to 50 spectral analyses to be made simultaneously from a single laser burst, and developed a data acquisition method, and software, to improve speed and accuracy. The innovations have reduced the cost of analysis and increased the versatility and throughput of the instruments. They are deployed, for example, to analyse graphene films and carbon nano-tubes, to detect pre-cancerous cells and to control quality of photovoltaic cell production.



## South West Lakes Trust

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Lidn Park  
Quarry Crescent  
Pennygillam Industrial Estate  
Launceston  
Cornwall  
PL15 7PF

**Website:** [www.swlakestrust.org.uk](http://www.swlakestrust.org.uk)  
**Employees:** 39  
**Immediate Parent:** N/A  
**Chief Executive:** Miss Evelyn Stacey  
**Contact for press enquiries:** Rosie Vine  
**Tel:** 01566 771930  
**Email:** [RVine@swlakestrust.org.uk](mailto:RVine@swlakestrust.org.uk)

South West Lakes Trust wins a second Sustainable Development Award for commitment to heritage protection, environmental conservation and recreation. Operating in the South West of England and managing 50 inland water-sites, the company has undertaken initiatives directed at sustainability. Through implementing a development and procurement plan, it has reduced fossil-fuel usage, reduced leaflet printing, installed technology for efficiently drying wet-suits and invested in solar power for heating water and fuelling a ferry. It has increased populations of endangered species and improved habitats at its sites. It has established educational and outreach activities to empower schoolchildren and people with reduced ability to explore natural and historic locations and, through work experience, to advance employment prospects of disadvantaged groups. Recognised for 'Sustainable Woodlands', the company has commissioned a plan for conserving ancient monuments.



## Dawnus International Limited

Unit 1-7, Dyffryn Court  
 Riverside Business Park  
 Swansea Vale  
 Swansea  
 West Glamorgan  
 Wales  
 SA7 0AP

**Website:** [www.dawnus.co.uk](http://www.dawnus.co.uk)  
**Employees:** 700  
**Immediate Parent:** Dawnus Group Limited  
**Managing Director:** Mr Andrew Peters  
**Contact for press enquiries:** Gareth Jones  
**Tel:** 01792 781870  
**Email:** [garethjones@dawnus.co.uk](mailto:garethjones@dawnus.co.uk)

Until 2013, Dawnus International Limited was a subsidiary of Dawnus Construction Limited. As a result of the success of its international projects, in October 2013 the company became a subsidiary of Dawnus Group Limited, and is now responsible for all of the Group's work outside the UK. Established in 2001, the Dawnus Group provides management, design and construction services to civil engineering and building works, specialising in the construction of roads and motorways. It also has a portfolio of building construction projects. Dawnus International wins the Queen's Award for International Trade for outstanding growth in overseas sales of 373% over the last three years, raising export sales as a percentage of total turnover from 23% to 47% and boosting employee numbers from 495 to 700. The company has targeted and developed considerable business in sub-Saharan Africa where it has pursued projects using funding backed by Export Credit Agencies.

## Lumishore Ltd

Unit 2, Technium 1  
 Kings Road  
 Swansea  
 Wales  
 SA1 8PH

**Website:** [www.lumishore.com](http://www.lumishore.com)  
**Employees:** 10  
**Immediate Parent:** N/A  
**CEO:** Mr Eiffrion Evans  
**Contact for press enquiries:** Eiffrion Evans  
**Tel:** 07768 798446  
**Email:** [ceo@lumishore.com](mailto:ceo@lumishore.com)

Lumishore Ltd was founded in 2008 and manufactures high output, underwater LED lighting systems for the leisure marine industry. Lumishore has embraced modern technology to develop a range of products that are compatible with i-products and targeted the super yacht market. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years having grown overseas sales by 332%, predominantly to the US, EC and the UAE. Lumishore is rigorous in its application of market research to investigate and develop new products that suit present and future client needs, as well as having utilised different strategies to locate and penetrate routes to market. It further protects its strategy position by forming partnerships with global end users and licensing its products to ensure continuous income.

## Orangebox Ltd

3 East Road  
 Penallta  
 Hengoed  
 Caerphilly  
 Wales  
 CF82 7SU

**Website:** [www.orangebox.com](http://www.orangebox.com)  
**Employees:** 220  
**Immediate Parent:** NA  
**Managing Director:** Mr Giacomino Vernaschi  
**Contact for press enquiries:** Phil Robbins  
**Tel:** 07985 875017  
**Email:** [phil.robbins@orangebox.com](mailto:phil.robbins@orangebox.com)

Established in 2008, Orangebox Ltd designs and manufactures innovative seating tables and pods for corporate offices. It has committed to building its international presence by licensing the manufacture of its products across Australia, China, North and South America to service those markets locally. Europe and the Middle East are serviced from its UK manufacturing plant. It wins the Queen's Award for International Trade for outstanding overseas earnings growth over the last three years. The company has a range of clear and comprehensive international trading strategies, identifying new business in Denmark, Qatar and Saudi Arabia, with a resultant increase in its number of UK employees from 188 to 220.



## Plas Farm Ltd

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Celtic House  
Gaerwen Industrial Estate  
Gaerwen  
Anglesey  
Wales  
LL60 6HR

**Website:** [www.plas-farm.co.uk](http://www.plas-farm.co.uk)  
**Employees:** 20  
**Immediate Parent:** N/A  
**Director:** Mr David Williams  
**Contact for press enquiries:** Rhian Williams  
**Tel:** 01248 422011  
**Email:** [rhian@plas-farm.co.uk](mailto:rhian@plas-farm.co.uk)

Founded in 1989, Plas Farm Ltd produces natural, zero fat and low fat frozen yoghurt in a range of flavours. It wins the Queen's Award for International Trade having grown its overseas sales 495% over the last three years. Plas Farm exports to ten countries across Europe, the Middle East and Asia. It has developed a powdered product to overcome the high transportation costs of food products to develop its Middle Eastern and Asian markets, which has quickly achieved significant success with newly entered Pakistan now its fourth largest market. Plas Farm has worked hard to develop a strong understanding of its key markets and to deliver its product in line with local needs and tastes.



## Concrete Canvas Ltd

Unit 3, Block A22  
Severn Road  
Pontypridd  
Wales  
CF37 5SP

**Website:** [www.concretcanvas.com](http://www.concretcanvas.com)  
**Employees:** 25  
**Immediate Parent:** N/A  
**Founder/Director:** Mr William Crawford  
**Contact for press enquiries:** Tomos Wilding  
**Tel:** 0845 6801908  
**Email:** [tom.wilding@concretcanvas.co.uk](mailto:tom.wilding@concretcanvas.co.uk)

An Innovation Award is made to Concrete Canvas Ltd for the development of a concrete impregnated fabric commercially available worldwide. When sprayed with, or immersed in, water, the new fabric sets rapidly to give durable concrete surfaces. It has supported major construction projects in extreme environments, including diverting glacier melt water at high altitude in a desert and protecting pipelines at the bottom of the sea. The new technology involves concrete formation and fibre construction with high abrasion resistance, rapid set and long term durability features. The material, which is supplied in 200 metre rolls, can be rapidly unrolled from a spreader beam and cut by hand tools. It has enabled the completion of constructions that would previously have been impossible and has led to commercial success.



## Mrs Christine Atkinson

Deputy Director of Entrepreneurship  
Faculty of Business and Society  
University of South Wales  
Treforest  
Pontypridd  
Mid Glamorgan  
Wales  
CF37 1DL

**Website:** [www.southwales.ac.uk](http://www.southwales.ac.uk)  
**Contact for press enquiries:** Tom Griffin  
**Tel:** 01443 654419  
**Email:** [Tom.griffin@southwales.ac.uk](mailto:Tom.griffin@southwales.ac.uk)

Mrs Christine Atkinson has had an involvement with and been committed to women's entrepreneurship in Wales for over 18 years. Her efforts have focused on providing assistance to potential female entrepreneurs, mainly from disadvantaged areas, by creating opportunities for self-employment. She previously ran her own consultancy business, Praxis, and has been the Deputy Director of the Centre for Enterprise (Head of Women's Entrepreneurship Hub) at the University of South Wales since 2008. Through her various activities, Mrs Atkinson has found funding to launch the Vale Women's Business Network (VWBN) which is now 11 years old and has supported over 300 local women to set up in business. She has also run a series of training courses for women returning to work, for lone parents via the Sure Start programme and for women in management entitled 'Breaking the Glass Ceiling'.



## Cooking Marvellous Ltd

8 Knights Park  
Hussey Road  
Battlefield Enterprise Park  
Shrewsbury  
Shropshire  
SY1 3TE

**Website:** [www.cookingmarvellous.com](http://www.cookingmarvellous.com)  
**Employees:** 12  
**Immediate Parent:** N/A  
**Managing Director:** Mrs Joan Woulfe  
**Contact for press enquiries:** Joan Woulfe  
**Tel:** 07855 369287  
**Email:** [joan@themarvellousgroup.com](mailto:joan@themarvellousgroup.com)

Established in 2005, Cooking Marvellous Ltd sells cookware and food to the consumer and professional sectors. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years. The company has grown from a single retail outlet to exporting to customers in 90 countries. It has invested in web-based technology to meet the differing demands of a diverse customer base and developed its product base by diversifying from food related equipment, to food and drink majoring on iconic British brands. A multilingual website supplemented by multilingual staff and packaging, as well as taking payment in local currencies, backed up with a sophisticated control policy and short delivery deadlines, leaves the customer with a strong impression it is dealing with a local company.

## Industrial Washing Machines Ltd

Facet Road  
Birmingham  
West Midlands  
B38 9PT

**Website:** [www.indwash.co.uk](http://www.indwash.co.uk)  
**Employees:** 32  
**Immediate Parent:** N/A  
**Managing Director:** Mr Carl Hollier  
**Contact for press enquiries:** Carl Hollier  
**Tel:** 07836 595264  
**Email:** [carl@indwash.co.uk](mailto:carl@indwash.co.uk)

A young company formed in 2003, Industrial Washing Machines Ltd develops, designs and manufactures industrial washing equipment primarily for the food industry. It wins the Queen's Award for International Trade for outstanding overseas earnings growth of 179% over the last three years and increasing exports as a percentage of total turnover from 17% to 35%. North America is currently its biggest export market and forms the model on which to build its export sales. The company is actively growing its international selling partner network by carefully selecting partners with the right technical and customer service profile. New business has been established in Australia, Norway and Brazil with the company starting to sell into Egypt, South Africa, Mexico and the Republic of Ireland.

## Ishida Europe Ltd

11 Kettles Wood Drive  
Birmingham  
West Midlands  
B32 3DB

**Website:** [www.ishidaeurope.com](http://www.ishidaeurope.com)  
**Employees:** 335  
**Immediate Parent:** Ishida Co. Ltd  
**Managing Director:** Mr Graham Clements  
**Contact for press enquiries:** Steve Jones  
**Tel:** 0121 6077835  
**Email:** [steve.jones@ishidaeurope.com](mailto:steve.jones@ishidaeurope.com)

Ishida Europe Ltd was founded in 1984 and designs and manufactures automatic weighing and packaging systems for food manufacturing applications. It wins the Queen's Award for International Trade having demonstrated an extremely successful approach and implementation to strategy with Ishida Europe becoming recognised as the 'centre of excellence' for its industry. It has increased its global coverage, with Russia now accounting for 20% of its total exports, and entered several new markets including US, Canada, Chile and Australia. Its success is further measured by it increasing exports as a percentage of total turnover from 65% to 76% and growing its number of employees from 267 to 335.



## Jaguar Land Rover Limited

Abbey Road  
Coventry  
West Midlands  
CV3 4LF

**Website:** [www.jaguarlandrover.com](http://www.jaguarlandrover.com)  
**Employees:** 24913  
**Immediate Parent:** Jaguar Land Rover Automotive Plc  
**Chief Executive Officer:** Professor Ralf Speth  
**Contact for press enquiries:** Adrian Cadman  
**Tel:** 01926 694193  
**Email:** [acadman@jaguarlandrover.com](mailto:acadman@jaguarlandrover.com)

Established in 1946, Jaguar Land Rover Ltd is a subsidiary of Tata Motors Ltd and manufactures high performance, premium all terrain vehicles, spare parts, accessories and lifestyle products. The success of the Range Rover Evoque as an urban off road vehicle has been key to its international market penetration with the US and China together accounting for 35% of all export sales. The company's sales network covers 27 countries through 17 National Companies and a network of distributors; it aims to increase revenues in emerging countries where there is strong sales potential by increasing its marketing and dealer network in those markets together with diversifying its product range within both the premium performance and all terrain vehicle categories. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years.

## Mechatherm International Ltd

Hampshire House  
High Street  
Kingswinford  
West Midlands  
DY6 8AW

**Website:** [www.mechatherm.com](http://www.mechatherm.com)  
**Employees:** 64  
**Immediate Parent:** N/A  
**Managing Director:** Mr Chris Emes  
**Contact for press enquiries:** Laura Hibbert  
**Tel:** 01384 279132 or 07837 548953  
**Email:** [laura.hibbert@mechatherm.co.uk](mailto:laura.hibbert@mechatherm.co.uk)

Established in 1973 and a long standing exporter, Mechatherm International produces melting and heat treatment furnaces, casting machines and mechanical handling gear for the aluminium industry. It wins the Queen's Award for International Trade for outstanding growth in overseas earnings over the last three years. Almost all of its products are exported with Taiwan, a recent new market, making up the largest market with 46.5% of all export sales in 2013. Mechatherm invested significant time and resource into developing this market which has clearly paid dividends. It has built a strong export capability that is producing solid business results. The number of employees and the profitability of the company have both increased in line with export growth.

## Rhead Group Limited

Ashford House  
Eden Road  
Walsgrave Triangle  
Coventry  
West Midlands  
CV2 2TB

**Website:** [www.rheadgroup.com](http://www.rheadgroup.com)  
**Employees:** 311  
**Immediate Parent:** Rhead Holdings Limited  
**CEO:** Mr Nigel Curry  
**Contact for press enquiries:** Barbara Moore  
**Tel:** 02476 612777  
**Email:** [barbaramoore@rheadgroup.com](mailto:barbaramoore@rheadgroup.com)

Rhead Group Ltd began trading in 1985 and provides project management consultancy, and professional services for energy, defence and infrastructure programmes. It wins the Queen's Award for International Trade having grown overseas sales earnings 285% over the last three years. Export sales as a percentage of total turnover have risen from 4% to 10% yielding 20% of company profits. The company has invested in research, defined markets, and strategy and investment budgets to deliver its international expansion goals. Its largest overseas market is Australia at 69% of sales having built upon a 2011 acquisition. It has increased its number of employees from 227 to 311 over the period.



## Darcast Crankshafts Ltd

Cornwall Road  
Smethwick  
West Midlands  
B66 2JR

**Website:** [www.darcast.com](http://www.darcast.com)  
**Employees:** 108  
**Immediate Parent:** Cornwall Holdings Limited  
**Chairman and Managing Director:** Mr Leonard Bransby  
**Contact for press enquiries:** Leonard J Bransby  
**Tel:** 07802 449161  
**Email:** [Leonard.Bransby@darcast.co.uk](mailto:Leonard.Bransby@darcast.co.uk)

An Innovation Award is made to Darcast Crankshafts Ltd for developing and manufacturing a new high strength spheroidal graphite iron material used to produce crankshafts for automotive engines. Following research involving a combination of chemical manipulation and manufacturing process modification, the company devised a methodology for producing cast crankshafts with the strength of forged items but at the low costs associated with casting. Adopting this new high strength cast crankshaft rather than the more expensive forged crankshafts has enabled vehicle manufacturers to satisfy the increasing demands of their high torque engines whilst at the same time reducing the overall cost of their engines. The commercial success of the product has both reversed the trend of expanding imports of crankshafts and further aided the Company to export its product around the globe.

## Hadley Industries Plc

Downing Street  
Smethwick  
West Midlands  
B66 2PA

**Website:** [www.hadleygroup.com](http://www.hadleygroup.com)  
**Employees:** 474  
**Immediate Parent:** N/A  
**Chairman and CEO:** Mr Stewart Towe CBE  
**Contact for press enquiries:** Bob Dunthorne  
**Tel:** 0121 5551300  
**Email:** [bob.dunthorne@hadleygroup.com](mailto:bob.dunthorne@hadleygroup.com)

Hadley Industries Plc wins an Innovation Award for developing a process for roll-forming steel. The process, UltraSTEEL, which significantly enhances metal strength, is a cold rolled 'pre-forming' process involving strips of metal being passed between two mating, patterned rolls resulting in the generation of dimpling patterns across the metal surfaces. It is applied prior to conventional roll-forming. Extending it to thick gauges of sheet steel, up to 8 millimetres, involved knowledge-based engineering for tooling design and complex analysis using computer-based simulation. The dimpling patterns were optimised to increase effectiveness and extend tool life. The technical performance of steel formed using the process is superior to conventionally manufactured steel; tensile and sheet bending strengths being higher by up to 30%. The patented process has been commercially successful.

## Viezu Technologies Ltd

Unit 33, Sugarbrook Road  
Bromsgrove  
Worcestershire  
B60 3DN

**Website:** [www.viezu.com](http://www.viezu.com)  
**Employees:** 14  
**Immediate Parent:** N/A  
**CEO:** Mr Paul Busby  
**Contact for press enquiries:** Danny Rughoobeer  
**Tel:** 01926 832395  
**Email:** [danny@redmarlin.co.uk](mailto:danny@redmarlin.co.uk)

An Innovation Award is made to the small company, Viezu Technologies, for developing software that reduces vehicle fuel consumption and carbon emissions. The software, aimed at the after-market automotive sector, optimises engine control unit settings. The company researched fuel-saving tuning rather than other enhancements, such as controlling speed or acceleration. It developed a fuel-metering system to enhance performance. The product limits maximum speeds, engine revolution rates, throttle capability and peak torques available to drivers. Fuel consumptions are reduced to minima consistent with proper vehicle functioning; significant savings have been independently verified. The commercially successful product is suitable for a wide vehicle range, is highly fuel-efficient, cheap and easy to install. Not impacting on vehicle warranties, it has been applied, for example, to cars, trucks, speed-boats, mining equipment and earth-movers.



## Professor Mark Hart

Chair Small Business & Entrepreneurship  
Aston University  
The Aston Triangle  
Birmingham  
West Midlands  
B4 7ET

**Website:** [www.aston.ac.uk](http://www.aston.ac.uk)  
**Contact for press enquiries:** Alex Earnshaw  
**Tel:** 0121 2044549  
**Email:** [a.earnshaw@aston.ac.uk](mailto:a.earnshaw@aston.ac.uk)

Professor Mark Hart has been researching and teaching in the area of SMEs and entrepreneurship for over 30 years. He has held the Chair in Small Business and Entrepreneurship at Aston University since 2008. He is also currently the Programme Director and Academic Lead for the Midlands on the Goldman Sachs 10,000 Small Businesses Programme. Mark Hart's exceptional academic and research work in the field of entrepreneurship and SMEs has been utilised to inform high level government business support policies. In addition to his academic work Mark continues to offer advice to new businesses through voluntary activities, examples of which include: PRIME (Prince's Initiative for Mature Enterprise) focusing on over 50s, Tsu-Chu Biz which runs business and leadership skills courses engaging disillusioned young people and the Goldman Sachs 10,000 Small Businesses Programme.

## Mr Guy Mucklow

Chief Executive Officer  
Postcode Anywhere (Europe) Limited  
Waterside  
Basin Road  
Worcester  
WR5 3DA

**Website:** [www.postcodeanywhere.com](http://www.postcodeanywhere.com)  
**Contact for press enquiries:** Guy Mucklow  
**Tel:** 0800 0470495  
**Email:** [guym@postcodeanywhere.com](mailto:guym@postcodeanywhere.com)

Mr Guy Mucklow co-founded the successful Postcode Anywhere business in 2001. He uses his paid employment as a springboard for a range of voluntary enterprise promotion activities in the local community, mainly with young people, including those with disabilities and behavioural problems. Mr Mucklow leads and is involved in, often as role model, a wide range of activities including: supporting Code Club and Young Enterprise with time and bursaries; hosting and funding a series of independent enterprise days where both gifted and EBD (Educationally Behaviourally Disaffected) students can benefit; and he works with a number of schools in his community.



## Abbey Forged Products Ltd

Beeley Wood Lane  
Beeley Wood  
Sheffield  
S6 1ND

**Website:** [www.abbeyforgedproducts.co.uk](http://www.abbeyforgedproducts.co.uk)  
**Employees:** 164  
**Immediate Parent:** N/A  
**Managing Director:** Mrs Jacqueline Neal  
**Contact for press enquiries:** Lee Thomas  
**Tel:** 0114 2312271  
**Email:** [lee.thomas@abbeyfp.co.uk](mailto:lee.thomas@abbeyfp.co.uk)

Established in 1982, Abbey Forged Products Ltd is a manufacturer of bespoke steel products for the oil and gas industry. It wins the Queen's Award for International Trade for outstanding overseas earnings growth of 234.5% over three years. The company sells into 16 countries and has recently entered the US, South Korea and Brazil. It has undertaken research activity into multiple markets and works closely with UK Trade & Investment to execute its three stage strategy to develop its international trade. In addition, it has seen growth through the consolidation of its existing markets and the establishment of long term framework agreements with Original Equipment Manufacturers. International expansion has seen its number of employees rise from 127 to 164.

## A-Safe (UK) Ltd

Ainley Industrial Estate  
Elland  
West Yorkshire  
HX5 9JP

**Website:** [www.asafe.com](http://www.asafe.com)  
**Employees:** 65  
**Immediate Parent:** N/A  
**Director:** Mr James Smith  
**Contact for press enquiries:** Steve Crabtree  
**Tel:** 01422 261605  
**Email:** [steve@asafe.com](mailto:steve@asafe.com)

A-Safe (UK) Ltd was established in 1984 and is a manufacturer of fixed polymer/plastic barrier protection systems. It wins the Queen's Award for International Trade having increased export turnover by 741% over the last three years, increasing exports as a percentage of turnover from 10% to 38%. A-Safe (UK)'s strategy of setting up overseas subsidiaries in key markets has led directly to a number of commercial successes – Germany and France are the company's two largest export markets. The company has sold barriers into 160 countries worldwide and it now has 65 employees compared with 50 at the start of the three year period. New subsidiaries have been established in Scandinavia, Italy, Benelux and the US – this activity is supplemented with a network of approved partners and resellers in other markets in the EU.

## CarnaudMetalbox Engineering Ltd

Dockfield Road  
ShIPLEY  
West Yorkshire  
BD17 7AY

**Website:** [www.cmbecanmaking.com](http://www.cmbecanmaking.com)  
**Employees:** 284  
**Immediate Parent:** Crown Packaging UK Plc  
**General Manager:** Mr Andrew Truelove  
**Contact for press enquiries:** Tatiana Bragança  
**Tel:** 020 7014 3316  
**Email:** [tbraganca@abipr.com](mailto:tbraganca@abipr.com)

Established in 1930, CarnaudMetalbox Engineering Ltd designs and manufactures can making machinery and provides support to can manufacturers with spare parts supplies and servicing. For the second time in four years, since first winning the Queen's Award in 2010, the company is a winner of the Queen's Award for International Trade, having continued to demonstrate outstanding growth. Their overseas business spans over 70 countries, predominantly selling directly to its international customer base with three well established regional sales managers covering the Americas, with a spares and service operation in Connecticut, US, EMEA (Europe, Middle East, Africa) and Asia Pacific. In addition, CarnaudMetalbox Engineering also works with trading partners in Japan, China and Korea and provides support to its overseas markets with full time service engineers based in the UK, Hong Kong and Brazil.



## Dismatec Limited

106 Holme Lane  
Malin Bridge  
Sheffield  
South Yorkshire  
S6 4JW

**Website:** [www.dismatecglassplant.com](http://www.dismatecglassplant.com)  
**Employees:** 6  
**Immediate Parent:** N/A  
**Managing Director:** Mr Michael Horsfield  
**Contact for press enquiries:** Mr Michael Horsfield  
**Tel:** 07966 583451  
**Email:** [michael@dismatecglassplant.com](mailto:michael@dismatecglassplant.com)

Established in 2003, Dismatec Ltd is a provider of engineering and technical services to the world's glass manufacturing industry. It wins the Queen's Award for International Trade having grown overseas earnings by 313% over the last three years, increasing export sales as a percentage of total turnover from 74% to 89%. Dismatec participates in key international trade exhibitions in countries where it already has customers and provides content for technical trade journals to generate enquiries and has used UK Trade & Investment services to penetrate new markets. It currently sells to eight markets – Egypt, US, UAE, Bulgaria, Saudi Arabia, Romania, Germany and Moldova.

## Harvard Engineering Ltd

Tyler Close  
Normanton Industrial Estate  
Normanton  
West Yorkshire  
WF6 1RL

**Website:** [www.harvardeng.com](http://www.harvardeng.com)  
**Employees:** 177  
**Immediate Parent:** N/A  
**MD:** Mr John McDonnell  
**Contact for press enquiries:** Russell Fletcher  
**Tel:** 0113 3831000  
**Email:** [russellfletcher@harvardeng.com](mailto:russellfletcher@harvardeng.com)

Harvard Engineering Ltd was founded in 1993 and provides wireless control systems for street lighting and drivers for LED indoor and outdoor lighting. It wins the Queen's Award for International Trade for outstanding overseas sales growth over the last three years. The company has successfully moved with market trends whilst at the same time developing new parallel markets, resulting in overseas earnings growth of 169% and its workforce growing by 61 to 177. Through constant innovation and heavy investment in research and development it now has business from over 100 global local authorities, staving off competition from Far Eastern lower cost producers, and has entered a number of new markets including the US, mainland Europe and Nordic countries.

## Melett Ltd

Unit N, Zenith Park  
Whaley Road  
Barnsley  
South Yorkshire  
S75 1HT

**Website:** [www.melett.com](http://www.melett.com)  
**Employees:** 69  
**Immediate Parent:** Melett Ltd  
**Managing Director:** Mr Ian Warhurst  
**Contact for press enquiries:** Katherine Houghton  
**Tel:** 01226 320940  
**Email:** [K.Houghton@melett.com](mailto:K.Houghton@melett.com)

Melett Ltd began trading in 2002 and designs, manufactures and sells replacement turbocharger repair parts for automotive and commercial engines. The company wins the Queen's Award for International Trade having grown overseas earnings by 334% over the last six years since it won its previous Award. The company has seen rapid growth with employee numbers also rising from 15 to 69 in the period. Melett has amended its international trading strategy a number of times to respond to changing global competition over the course of the last few years. It has also solved problems with products by producing them itself, which in turn has yielded increased revenues for the company. Market research is used extensively to guide future strategy with the company now exporting to 96 countries worldwide.



## The Alco Valves Group

Mission Works  
Birds Royd Lane  
Brighouse  
West Yorkshire  
HD6 1LQ

**Website:** [www.alco-valves.com](http://www.alco-valves.com)  
**Employees:** 105  
**Immediate Parent:** Xamol Ltd  
**Chairman:** Mr Stuart Lomax  
**Contact for press enquiries:** James Stangroom  
**Tel:** 01484 710511  
**Email:** [James@Xamol.net](mailto:James@Xamol.net)

Established in 1977, the Alco Valves Group manufactures products and accessories for the oil, gas and energy sectors. It wins the Queen's Award for International Trade for outstanding growth in overseas earnings over three years. It has a strong presence in key markets established over the 35 year history of the business, and maintains close relationships with clients in order to understand and anticipate their needs. The company's plans for growth include reaching new markets and through diversification and innovation; for example the development of new product lines to meet the needs of emerging sectors such as the subsea market. New business has recently been established in Trinidad and Tobago, Bahrain and Egypt.

## Turner & Townsend Plc

Low Hall  
Calverley Lane  
Horsforth  
Leeds  
West Yorkshire  
LS18 4GH

**Website:** [www.turnerandtowntsend.com](http://www.turnerandtowntsend.com)  
**Employees:** 1587  
**Immediate Parent:** N/A  
**Chief Executive Officer:** Mr Vince Clancy  
**Contact for press enquiries:** Dee Corrigan  
**Tel:** 020 7544 4113  
**Email:** [Dee.Corrigan@turntown.co.uk](mailto:Dee.Corrigan@turntown.co.uk)

Turner & Townsend Plc was founded in 1946 and provides programme management and construction consultancy, supporting organisations that invest in, own and operate assets. It wins the Queen's Award for International Trade continuing its overseas earnings growth from its 2003 and 2009 Awards. It has increased its number of UK employees over the last three years by 393 to 1587. Twenty three new offices have been established in the last three years and its top markets in overseas sales are the US with 22%, Australia 20% and South Africa 11%. The company has a clear strategy for its global expansion precisely identifying its markets and marketing policies and how each interweaves to produce an all-encompassing outlook.



## Roy Hatfield Ltd

Fullerton Road  
Rotherham  
South Yorkshire  
S60 1DH

**Website:** [www.royhatfield.com](http://www.royhatfield.com)  
**Employees:** 26  
**Immediate Parent:** N/A  
**Director:** Mr Grant Hatfield  
**Contact for press enquiries:** Grant Hatfield  
**Tel:** 01709 820855  
**Email:** [grant@royhatfield.com](mailto:grant@royhatfield.com)

Roy Hatfield Ltd wins an Innovation Award for creating a process for recycling waste gypsum. Anticipating legislation banning gypsum-based waste streams from landfills, the company developed methods for stripping the substance from ceramics and plasterboard. In particular, having researched the market for recycled gypsum, it established a bespoke facility for processing 50,000 tonnes of waste plasterboard per annum. The first of its kind, it involved the deployment of crushers, screens, cyclones, magnets and density separators. The process enables organisations to comply with Environmental Agency regulations without incurring the significant expense of using specialist landfill sites and delivers considerable savings to customers, who can buy recycled gypsum at reduced prices. Importantly, it avoids toxic hydrogen sulphide gas from gypsum contaminating bio-degradable waste in landfill sites.



## Mr Eric Binns

Enterprise Officer  
Calderdale Council  
Northgate House  
Northgate  
Halifax  
HX1 1UN

**Website:** [www.calderdale.gov.uk](http://www.calderdale.gov.uk)  
**Contact for press enquiries:** Lucy Bradwell  
**Tel:** 01422 393100  
**Email:** [Lucy.bradwell@calderdale.gov.uk](mailto:Lucy.bradwell@calderdale.gov.uk)

Eric Binns has been involved in business support for ten years, initially with Business Link and the Mid-Yorkshire Chamber of Commerce. Since 2009, as Business Enterprise Officer within Calderdale Council, he has been solely responsible for running a successful programme offering advice, guidance and support in self-employment. Mr Binns' enterprise promotion activities have had a significant impact in Calderdale by the provision of first-rate enterprise services, which have contributed to supporting over 600 start-ups in the Calderdale area and to the growth of the business community. Eric has also worked as a volunteer business mentor with Business Link and Yorkshire Agricultural Society. Although most of these enterprise promotional activities have taken place in a relatively small area around Calderdale, their depth and breadth are widely renowned and resulted in many individuals receiving sound advice and encouragement, empowering them with the knowledge and confidence to start their own businesses.



## WINNERS A-Z

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### 0-9

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7thSense Design Ltd

### A

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A Fulton Company Limited  
 Abbey Forged Products Ltd  
 Adder Technology Limited  
 Aero Stanrew Limited  
 Airbus Operations Limited  
 AKQA Limited  
 All3Media International Ltd  
 Allstate Northern Ireland Limited  
 Ampetronic Ltd  
 A-Safe (UK) Ltd  
 Aspen Pumps Limited  
 Mrs Christine Atkinson  
 Axis Productions Ltd

### B

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Mr Timothy Barnes  
 Mr Eric Binns  
 BT Technology, Services and Operations  
 Bute Fabrics Limited

### C

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Cambridge Education Group  
 CarnaudMetalbox Engineering Ltd  
 Carradice of Nelson Limited  
 Catalytic Technologies Ltd  
 Caterpillar (UK) Ltd  
 Centek Limited  
 Chinook Sciences Ltd  
 Clarke Energy Ltd  
 ClimateCare Oxford Limited  
 Concrete Canvas Ltd  
 Contra Vision Ltd  
 Cooking Marvellous Ltd  
 CorDEX Instruments Ltd  
 CreditCall Limited  
 CSB Holdings Plc  
 Cut4Cloth Ltd t/a Frugi  
 Cygnet Group Ltd

### D

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Daniamant Ltd  
 Darcast Crankshafts Ltd  
 Dawnus International Limited  
 Design Blue Limited (t/a D30)  
 Dismatec Limited

### E

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Edina UK Limited  
 Edinburgh Arts & Entertainment Ltd  
 Ekioh Ltd  
 Electronic Temperature Instruments Ltd  
 Elekta Ltd  
 Elemental Microanalysis Ltd  
 Emulate3D Ltd  
 EnergyNet Limited  
 Engineering Technology Applications Ltd  
 Euromonitor International Plc  
 EV Offshore Limited  
 Extronics Ltd  
 EziDock Systems Limited

### F

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Fluid Transfer International Limited  
 Fluidata Limited

### G

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Garrets International Limited  
 Geeks Limited  
 Global Infusion Group  
 Gold-i Ltd  
 Gong Communications Ltd  
 Graff Diamonds International Limited  
 Green 4 Solutions Limited  
 G's Fresh Beetroot Limited  
 Guidance Navigation Ltd

### H

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Hadley Industries Plc  
 Professor Mark Hart  
 Harvard Engineering Ltd  
 HCA International Limited  
 Heat Trace Ltd  
 HH Global Limited t/a HH Global  
 High Voltage Partial Discharge Ltd (International Trade)  
 High Voltage Partial Discharge Ltd (Innovation)  
 Hill Engineering Limited



## WINNERS A-Z

### I

Ikon Geopressure  
 Impax Asset Management Group Plc  
 Industrial Washing Machines Ltd  
 Inflight Peripherals Limited  
 Innovative Technology Limited  
 Inoveight Limited  
 Integrated Display Systems Ltd  
 Inzpire Limited  
 Mr Wray Irwin  
 ISG Plc  
 Ishida Europe Ltd

### J

Jaguar Land Rover Limited  
 JDR Cable Systems Ltd  
 John McAslan + Partners  
 Johnson & Johnson Professional Export  
 Johnson Matthey Plc, Emission Control Technologies  
 Jon Tibbs Associates Ltd  
 JSB Group Limited

### K

Kiln Flame Systems Limited

### L

Leverton Clarke Ltd  
 Linguamatics Ltd  
 Loch Fyne Oysters Ltd  
 London Tradition Ltd  
 Lumishore Ltd

### M

Marco Ltd  
 Marketing VF Ltd  
 Maviga International (Holdings) Limited  
 MBDA UK Limited  
 Mechatherm International Ltd  
 Melett Ltd  
 Merlin ERD Ltd  
 Metalube Ltd  
 Mr Guy Mucklow

### N

N G F Europe Limited  
 Naim Audio Ltd  
 Nasco (UK) Ltd  
 Nikwax Ltd  
 No Climb Products Limited t/a Detectortesters

Northumbrian Water Ltd  
 Nottingham Energy Partnership

### O

Online Electronics Limited  
 Optasense Limited (International Trade)  
 Optasense Limited (Innovation)  
 Optical Metrology Services Limited  
 Orangebox Ltd  
 Oxford Immunotec Ltd  
 Oxford Technologies Ltd

### P

Paragon Inks (Holdings) Ltd  
 ParkCloud Ltd  
 PCL Ceramics Limited  
 Peak Scientific Instruments Ltd  
 Penta Consulting Limited  
 Permavent Ltd  
 Pico Technology Limited  
 Plas Farm Ltd  
 Priestman Goode Ltd  
 Prima Dental Manufacturing Ltd  
 PrimeVigilance Limited

### Q

Quorum Technologies Ltd

### R

Recycling Lives Limited  
 Renishaw plc  
 Research division of Vernalis (R&D) Limited  
 Rhead Group Limited  
 Roy Hatfield Ltd

### S

Scientifica Ltd  
 SEACON (europe) Ltd  
 SecurEnvoy Plc  
 Severn Glocon Group Plc  
 Smart Voucher Ltd t/a Ukash  
 Smylie Limited  
 Softbox Systems Ltd  
 Sonardyne International Ltd  
 South West Lakes Trust  
 Spencer Ogden Limited  
 Stanhope-Seta Limited  
 STG Aerospace Ltd  
 Miss Ann Stonehouse  
 Sysco Guest Supply Europe Ltd



## WINNERS A-Z

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### T

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T.I.S.S. Limited  
Mrs Jayne Taggart  
Tangle Teezer Limited  
The Alco Valves Group  
The Berkeley Group Holdings Plc  
The Dreyfuss Group Limited  
The National Examination Board in Occupational Safety and Health  
Therapy Box Ltd  
Thomas Miller Claims Management Limited  
Tissue Solutions Ltd  
Travel Counsellors Ltd  
Turner & Townsend Plc

### V

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Veolia Environmental Services UK Plc  
Vero Software Limited  
Vetted Ltd t/a Checkatrade.com  
Viezu Technologies Ltd  
Vita Liberata Limited

### W

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What More UK Limited  
Willmott Dixon Ltd

