

**In strict confidence**

Until 21 April 2018



# The Queen's Awards for Enterprise: 2018 Winners by Region

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



**NOT FOR PUBLICATION OR BROADCAST BEFORE 00.01 HOURS BST ON FRIDAY 21 APRIL 2018**

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.

# The Queen's Awards for Enterprise 2018



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

This year, 230 UK businesses have been recognised for their contribution to international trade, innovation, sustainable development and promoting opportunity (through social mobility).

152 for International Trade;

72 for Innovation;

8 for Sustainable Development; and

6 for Promoting Opportunity (through social mobility).

Eight of these companies are double Award winners. They are:

Lumishore Ltd, Divelements Ltd trading as 'SkyDemon', Resilience Communications Limited, Solentim Ltd, Image Processing Techniques Ltd trading as 'Omnitek', Telensa Ltd, DNAFit Life Sciences Ltd trading as DNAFit Ltd and Harrison Spinks - all winning Awards for International Trade and Innovation.

## **Innovation**

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

## **International Trade**

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

## **Promoting Opportunity (through social mobility)**

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

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

## **Sustainable Development**

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



### NOTES:

The Queen's Awards Office accepts no responsibility for the accuracy of the details contained herein.

The summaries have been approved by the respective winners and are provided merely as a guide to assist the media.

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



# Awards & Recipients

## Region / Category



Region	Number of Awards	Page
<b>East</b>	<b>24</b>	
Innovation	5	6
International Trade	18	9
Promoting Opportunity	1	18
<b>East Midlands</b>	<b>8</b>	
Innovation	2	19
International Trade	6	20
<b>London</b>	<b>52</b>	
Innovation	14	23
International Trade	36	30
Promoting Opportunity	1	48
Sustainable Development	1	49
<b>North East</b>	<b>3</b>	
Innovation	1	50
International Trade	1	51
Promoting Opportunity	1	52
<b>North West</b>	<b>22</b>	
Innovation	5	53
International Trade	15	56
Sustainable Development	2	64
<b>Northern Ireland</b>	<b>3</b>	
Innovation	1	65
International Trade	2	66
<b>Scotland</b>	<b>10</b>	
Innovation	4	67
International Trade	5	69
Sustainable Development	1	72



# Awards & Recipients continued

## Region / Category

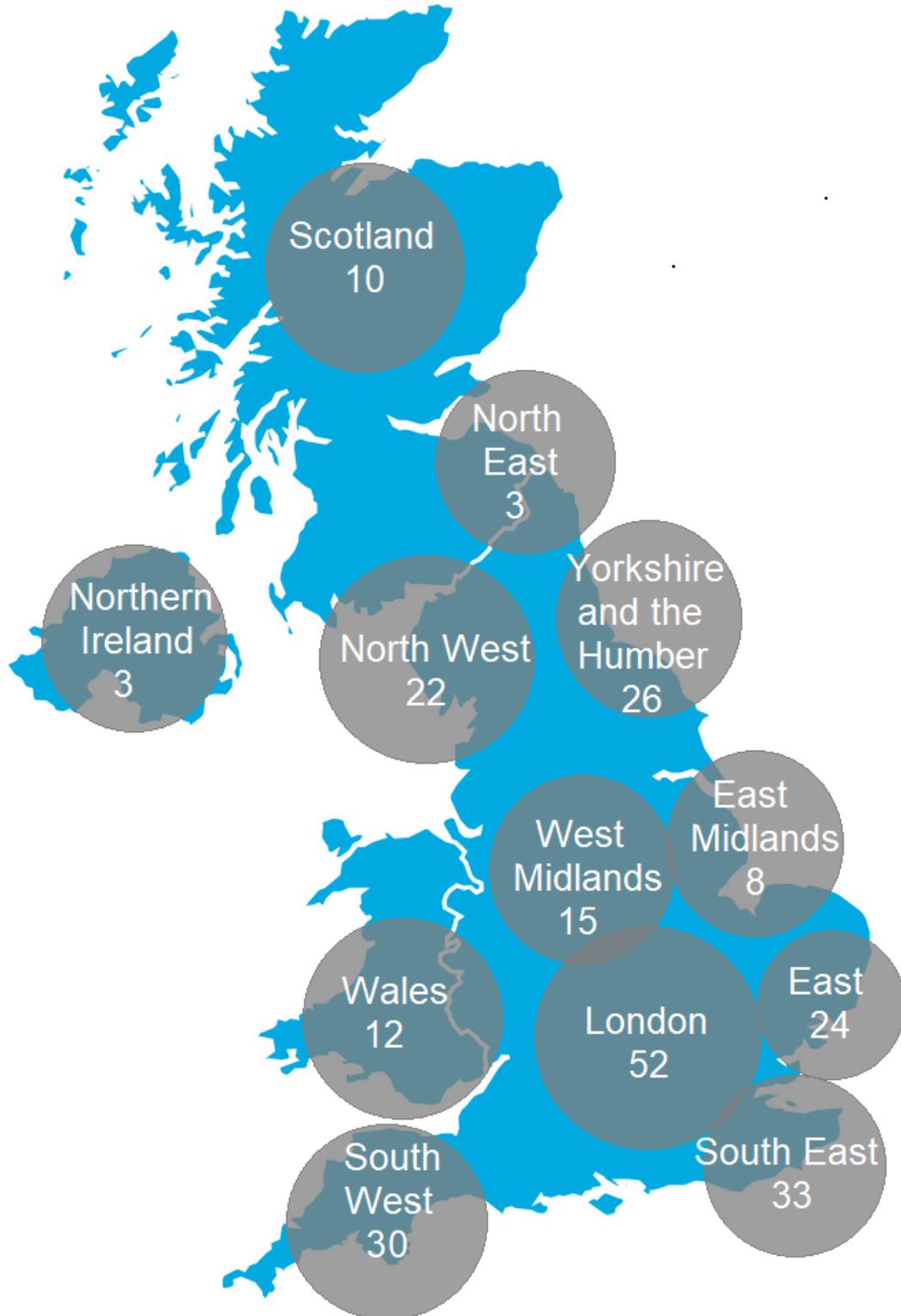


Region	Number of Awards	Page
<b>South East</b>	<b>33</b>	
Innovation	10	73
International Trade	23	78
<b>South West</b>	<b>30</b>	
Innovation	11	90
International Trade	15	96
Promoting Opportunity	1	103
Sustainable Development	4	104
<b>Wales</b>	<b>12</b>	
Innovation	5	106
International Trade	7	109
<b>West Midlands</b>	<b>15</b>	
Innovation	4	113
International Trade	10	115
Promoting Opportunity	1	120
<b>Yorkshire &amp; The Humber</b>	<b>26</b>	
Innovation	10	121
International Trade	15	126
Promoting Opportunity	1	134



# Awards & Recipients

## Region / Category



## Endomagnetics Ltd trading as Endomag

The Jeffreys Building,  
St John's Innovation Park  
Cowley Road  
Cambridge  
CB4 0WS

Website: [www.endomag.com](http://www.endomag.com)  
Employees: 13  
Immediate Parent: N/A  
CEO: Dr Eric Mayes  
Press Contact: Lorna Cuddon  
Tel: 07811 996942  
Email: [lorna.cuddon@zymecommunications.com](mailto:lorna.cuddon@zymecommunications.com)

Endomagnetics Ltd (Endomag) of Cambridge is developing a clinical platform that uses safe magnetic fields to power diagnostic and therapeutic devices, avoiding the safety, workflow and availability concerns of ionising radiation. The innovation for which the company has been given an Award is a minimally invasive surgical guidance system. A lymph node identifying magnetic tracer known as Sienna, and a metallic tumour marker Magseed, can be located accurately by a surgeon in theatre with a handheld detector called Sentimag. This removes the need for radioactive isotopes during procedures, and in the case of breast lumpectomy wire localisation, thereby improving workflow, lowering costs and enhancing patient comfort and quality of care. Designed originally for the management of breast cancer, the platform has since extended to include prostate, melanoma, head and neck, and gynaecological cancers. With 18 granted patents and 35 pending the company is a prolific innovator.

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## Featurespace

3rd Floor  
Broers Building  
Hauser Forum  
21 JJ Thomson Avenue  
Cambridge  
CB3 0FA

Website: [www.featurespace.co.uk](http://www.featurespace.co.uk)  
Employees: 60  
Immediate Parent: N/A  
Chairman: Mrs Martina King  
Press Contact: Elizabeth Ellerbee  
Tel: 01706 505 5255  
Email: [elizabeth.ellerbee@featurespace.com](mailto:elizabeth.ellerbee@featurespace.com)

Adaptive Behavioural Analytics is the specialism of Cambridge based Featurespace. Their Queen's Award for Innovation has been awarded for their application of this specialism in developing an innovative machine learning fraud management software platform called ARIC. It was first identified as a solution as the online gaming industry was constantly under attack by fraudsters. Traditional methods of combatting these attacks were not proving effective. ARIC is the world's first software platform to identify fraud attacks as they occur, whilst at the same time reducing the number of genuine customers who are incorrectly blocked. The system learns individual customer's digital behaviours, accurately predicts their ongoing interactions, and spots anomalous behaviours. As it does not rely upon knowledge of past fraud attacks, and works in real time to prevent fraud, it is highly effective. ARIC has now been adopted in financial services. One High Street bank estimates annual revenue savings of £11.5m since its introduction.

## iCandy World Limited

Montgomery Way  
Biggleswade  
Bedfordshire  
SG18 8UB

Website: [www.icandyworld.com](http://www.icandyworld.com)  
Employees: 58  
Immediate Parent: N/A  
CEO: Mr Bradley Appel  
Press Contact: Naomi Williams  
Tel: 07825 001130  
Email: [naomiw@icandyuk.com](mailto:naomiw@icandyuk.com)

Bedfordshire based iCandy World Limited can now add a 2018 Innovation Award to their Queen's Award for International Trade 2016. Their clever Peach travel system, is a pushchair that offers unique benefits to parents of young children. The main hub design and safety tab are patent protected features which enable easy, one handed, set-up and put down. To ensure continued usefulness and value for money for parents as they add to their family, the system also converts to a double pushchair, with the same physical footprint and still folding down to a small configuration. Delivering the flexibility and convenience that consumers were looking for, as well as achieving the essential international safety standards, required a high level of engineering ingenuity. With the system delivering 83% growth over the reviewed period, and contributing to almost doubling the number of employees, the company has demonstrated an outstanding level of innovation.

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## Lintott Control Systems Limited

Jarrolld Way  
Norwich  
Norfolk  
NR5 9JD

Website: [www.lintottcs.co.uk](http://www.lintottcs.co.uk)  
Employees: 94  
Immediate Parent: Lintott Environmental Technologies Limited  
Managing Director: Mr David Owen  
Press Contact: Jamie Thums  
Tel: 01603 594200  
Email: [jthums@lintottcs.co.uk](mailto:jthums@lintottcs.co.uk)

Lintott Control Systems Limited of Norwich specialises in the design, manufacture and after-care of packaged water and wastewater treatment systems, along with associated electrical control panels and process software. Their Queen's Award for Innovation has been awarded for the introduction of an end-to-end Digital Delivery Suite and Visual Digital Factory. The system is comprised of an online design tool which uses web-based, intelligent navigation to prevent errors and allow infinite variable designs. Electrical schematics, general arrangement drawings, bill of materials and user manuals are all produced automatically. Full visibility of price is enabled, along with an option to purchase online. This system radically reduces the development time of bespoke equipment, from a few days to just hours, and reduces costs, benefitting both the customer and the company. The system has driven sales growth over the period reviewed and thereby contributed to the increase in staff employed.

## Telensa Limited

Iconix 3  
London Road  
Pampisford  
Cambridge  
CB22 3EG

Website: [www.telensa.com](http://www.telensa.com)  
Employees: 75  
Immediate Parent: Telensa Holdings Limited  
CEO: Mr Will Franks  
Press Contact: Keith Day  
Tel: 017995 88618  
Email: [kd@telensa.com](mailto:kd@telensa.com)

Cambridge based electronics manufacturer Telensa Limited has developed a version of its street lighting control node which combines their patented Ultra Narrow Band wireless communication system, with an in-house developed, American National Standard Institute approved electricity meter. The ability for streetlight owners to accurately monitor electricity use in real time has created an incentive to introduce power saving technologies, and for cities and power suppliers to work together to negotiate improved terms. Through introducing LED dimmable lights and having active control over the lights through Telensa's systems, lighting providers have achieved levels of savings of up to 60% in energy costs. The structure of the markets in the USA and Australia, where most street lights are utility-owned, particularly benefit from this technology. To date this version of Telensa's control node has been installed in over 200,000 streetlights in the US. The Innovation Award recognises the success of this disruptive product.

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# East International Trade



## AC PLC

Beancroft Road  
Marston Moretaine  
Bedford  
MK43 0QE

Website: [www.acplc.net](http://www.acplc.net)  
Employees: 95  
Immediate Parent: N/A  
CEO: Mr Andrew Laing  
Press Contact: Activinsights Ltd  
Tel: 01234 268761  
Email: [kelly-ann.elliott@mhllp.co.uk](mailto:kelly-ann.elliott@mhllp.co.uk)

Founded in 1987 by CEO Andrew Laing as a flooring contractor intent on establishing itself as a brand synonymous with quality, safety & delivery. Charting its meteoric rise from a turnover of £1m in 2006, to the present, where collectively the company is on target to turnover £110m in 2018, the completion of AC's first international Data Centre project in 2015 set in motion the expansion of the company from a UK based flooring contractor, to an international specialist façade & interiors contractor, delivering projects exceeding £50m in value across Europe. Overseas earnings have increased year on year over a six year period, rising over the period by over 1000%. Overseas sales, as a percentage of total sales, have also risen from 11% to 53%. They now have major projects in Ireland, Holland, Denmark and Trinidad. AC plc wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales across the last six years.

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## Activinsights Ltd

6 Nene Road  
Bicton Industrial Park  
Kimbolton  
Cambridgeshire  
PE28 0LF

Website: [www.activinsights.com](http://www.activinsights.com)  
Employees: 7  
Immediate Parent: N/A  
Managing Director: Mr Richard Thomas  
Press Contact: Stephanie Sargeant  
Tel: 01480 862082  
Email: [stephanies@activinsights.com](mailto:stephanies@activinsights.com)

Activinsights Ltd wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years. Established 2008 the company delivers patient lifestyle insights to medical practitioners, researchers and healthcare providers using accurate, wearable measuring devices. Through its technology and data analysis it builds up lifestyle reports for both patients and professionals. It is a private company that has a number of collaborative agreements with international researchers and healthcare providers to help commercialise the technology and its operations have been global from inception. Overseas sales have grown steeply over three years rising by a total of 167% and overseas sales as a percentage of total sales have increased over the period from 28% to 82%. The company now sells to over 100 of the top research establishments in their field in 40 countries globally. Their current top five markets are USA, Australia, Denmark, Spain and Germany.



## Airline Component Services

9 Blackwell Drive  
Springwood Industrial Estate  
Braintree  
Essex  
CM7 2QJ

Website: [www.airlinecomponentservices.com/](http://www.airlinecomponentservices.com/)  
Employees: 23  
Immediate Parent: 42 Technology Holdings Ltd  
Technical Director: Mr Graham Higgins  
Press Contact: Mike Field  
Tel: 01895 200166  
Email: [mf@airlinecomponentservices.com](mailto:mf@airlinecomponentservices.com)

Airline Component Services Ltd wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years. The company was founded in 2005 with a subsidiary company operating from the same address. They operate jointly and sell, exchange and loan aircraft parts for rotatable flying controls. It also manages the repair cycle on behalf of clients for rotatable flying controls. The subsidiary company is an approved repair station specialising in the maintenance and repair of Boeing and Airbus structural components. Overseas sales have increased substantially rising from £0.2 million to £1.4 million: a rise in total of over 600%. Overseas sales as a share of total sales have also risen from 15% to 27%. The company has targeted growth in the European market which now accounts for 85% of all overseas sales and its top 5 markets are Germany, Italy, Turkey, Lithuania and USA.

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## Artemida Pharma Ltd

Stevenage Bioscience Catalyst  
Gunnels Wood Road  
Stevenage  
Hertfordshire  
SG1 2FX

Website: [www.artemidapharma.com](http://www.artemidapharma.com)  
Employees: 5  
Immediate Parent:  
Managing Partner: Dr Sarah Arbe-Barnes  
Press Contact: Robert Miller  
Tel: 07826 555254  
Email: [robert.miller@artemidapharma.com](mailto:robert.miller@artemidapharma.com)

Artemida Pharma Ltd was established in April 2014 by a small group of individuals with extensive experience in the pharmaceutical industry generally and specifically in the delivery of expert solutions for an international client base. It has successfully collaborated to take eight drug products from the nonclinical phase of drug development into the clinical phase, representing major progress for its clients. The operational model works by identifying the needs of the client and accessing the necessary skills to meet those needs from its outsourced network. This model has proven to be very successful with international sales more than doubling and profits increasing by two thirds. Almost all of the company's sales are from overseas, especially Switzerland, South Korea and Japan. Artemida wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

## Astro Lighting Holdings Ltd

The Astro Building  
Midas  
River Way  
Harlow  
Essex  
CM20 2GJ

Website: [www.astrolighting.com](http://www.astrolighting.com)  
Employees: 82  
Immediate Parent: Altran (UK) Limited  
Chairman and Co-Founder: Mr John Fearon  
Press Contact: Rachel Bartlett  
Tel: 01279 216294  
Email: [rbartlett@astrolighting.com](mailto:rbartlett@astrolighting.com)

Astro Lighting is an acknowledged British designer and manufacturer of contemporary lighting for high end domestic and hospitality projects. Founders John Fearon and James Bassant came together in 1997 to create Astro with a shared commitment to British lighting design and a passion for quality and precision. Astro lights can be seen within inspirational design schemes worldwide. An extensive range of over 1,200 products complements every aspect of luxury living and hospitality. Design is key to Astro, with 97% of products being designed, engineered and prototyped in house. A twelve strong engineering team ensure that Astro products incorporate the latest engineering techniques and technology. Astro has seen its overseas sales grow substantially by 50% over three years to £10.8 million in the year to March 2017. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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## Bamboo Distribution Limited

Unit 5  
I.O Centre  
Lea Road  
Waltham Abbey  
EN9 1AS

Website: [www.bamboodistribution.com](http://www.bamboodistribution.com)  
Employees: 106  
Immediate Parent: N/A  
Managing Director: Mr Juney Mistiki  
Press Contact: Juney Mistiki  
Tel: 07889 177192  
Email: [juneym@bamboodistribution.com](mailto:juneym@bamboodistribution.com)

Bamboo Distribution Ltd wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years. Established in 2009 the company operates globally specialising in the recovery, refurbishment, distribution, fulfilment and recycling of consumer electronic devices, predominantly mobile phones and other mobile devices, for clients all over the world, most of whom are large, multinational corporations. The company follows these large multinationals into overseas markets, researching environment law, the logistics market and existing recycling/refurbishment/distribution capability in any new market; then provide a bespoke package of support tailored to clients needs. Overseas sales have grown strongly rising from £7.7 million to £33.4 million; a total growth of over 300%. Over the same period overseas sales as a percentage of total sales grew from 27% to 48%. Its top five markets are China, Germany, France, Netherlands and Spain and it has recently entered new markets in Turkey and Taiwan.

## Cambridge Integrated Circuits

21 Sedley Taylor Road  
Cambridge  
Cambridgeshire  
CB2 8PW

Website: [www.cambridgeic.com](http://www.cambridgeic.com)  
Employees: 2.05  
Immediate Parent: N/A  
Managing Director: Mr David Ely  
Press Contact: David Ely  
Tel: 012 2341 3500  
Email: [dely@cambridgeic.com](mailto:dely@cambridgeic.com)

Cambridge Integrated Circuits Limited started trading in 2007 and has a small team with headquarters in Cambridge. They develop and manufacture electronic components for measuring the precise position of moving parts inside machines without contact. They focus on industrial, medical and automotive sectors, selling to Europe, North America and India with opportunities in China. Products are largely sub-contract manufactured, allowing the team to focus on developing new products and servicing customers' needs. They attend trade shows to raise their profile and to target potential customers. Exporting is essential due to the large majority of potential and actual customers being overseas, seeking the best available technology. For a small team, they achieved strong business growth with almost all being export. With broad market coverage and great ambition, Cambridge Integrated Circuits Limited wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over three years. This is their second Queen's Award for outstanding overseas sales having previously won in 2016.

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## Darktrace Limited

Platinum Building  
St John's Innovation Park  
Cambridge  
Cambridgeshire  
CB4 0DS

Website: [www.darktrace.com](http://www.darktrace.com)  
Employees: 222  
Immediate Parent: N/A  
CEO: Ms Nicole Eagan  
Press Contact: Katherine Rabey  
Tel: 07584 229284  
Email: [katherine.rabey@darktrace.com](mailto:katherine.rabey@darktrace.com)

Darktrace was founded in Cambridge in 2013 by mathematicians from the University of Cambridge, alongside senior experts from the UK government's security services. The vision was to change the way cyber security is approached, by applying the biological principles of the human immune system to protecting enterprises from advanced cyber-threats, using artificial intelligence. Using its unique unsupervised machine learning, Darktrace has identified 63,500 serious, in-progress threats across all network types. The company has pursued an aggressive, global growth strategy, driving rapid adoption of their technology in multiple markets and industries across the world. With over 5,000 deployments across 97 countries in every industry, the Enterprise Immune System is rapidly becoming the de facto artificial intelligence-based cyber defence solution. Over the last three years overseas sales have grown by 1,826%. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

## East International Trade



### FAI Automotive Plc

Chiltern Trading Estate  
Grovebury Road  
Leighton Buzzard  
Bedfordshire  
LU7 4TU

Website: [www.faiauto.com](http://www.faiauto.com)  
Employees: 106  
Immediate Parent: N/A  
Managing Director: Mr Sean Walker  
Press Contact: Sean Walker  
Tel: 015 2535 1800  
Email: [sean.walker@faiauto.com](mailto:sean.walker@faiauto.com)

FAI Automotive plc wins the Queen's Award for International Trade for outstanding short term growth in overseas sales across the last three years. Founded in 1969 the company is a leading independent supplier of aftermarket automotive replacement parts for domestic and light commercial vehicles. It is a well known aftermarket brand known for high quality products and service for customers. It sells over 20,000 different parts across 15 product lines through distributors to over 50 countries worldwide and is developing its online presence to sell to a growing digital customer base. Overseas sales have grown sharply year on year over three years from £6.4 million to £9.9 million; a total growth of 53.9%. Overseas sales as percentage of total sales have also grown from 28.7% to 37.7% over the period. The company has initially focussed on Europe and its top five current markets are Poland, Romania, Portugal, Ireland and Italy.

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### GAMA Healthcare Ltd

2 Regal Way  
Watford  
Herts  
WD24 4YJ

Website: [www.gamahealthcare.com](http://www.gamahealthcare.com)  
Employees: 61  
Immediate Parent: GAMA Corporation Ltd  
MDs and Co-Founders: Dr Guy Allen and Braverman/  
Hanouka  
Press Contact: Peter Lineen  
Tel: 07834 451362  
Email: [Peter.Lineen@jeffersoncommunications.co.uk](mailto:Peter.Lineen@jeffersoncommunications.co.uk)

GAMA was founded in 2004 by two medical doctors with the aim of reducing world-wide infections by offering the best innovative infection control products with market leading after sales support. They specialise in manufacturing antimicrobial products with an emphasis on wet wipes, becoming the largest supplier of wet wipes to the NHS in the UK and exporting products to over 60 countries worldwide. The company has an active Research and Development Department who are engaged in discovering and developing new innovative products and improving existing ones. Overseas sales have grown from £2.4m to £4.9m; an overall growth of 98% including Europe, Australia, and the Middle East. The company has demonstrated outstanding growth both in international and overall sales. They have created a simple approach to the market which works and they are replicating it internationally. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



## Global Inkjet Systems Limited

Edinburgh House  
St John's Innovation Park  
Cowley Road  
Cambridge  
Cambridgeshire  
CB4 0DS

Website: [www.gamahealthcare.com](http://www.gamahealthcare.com)  
Employees: 51  
Immediate Parent: N/A  
Managing Director: Mr Nicholas Geddes  
Press Contact: Debbie Thorp  
Tel: 01223 733733  
Email: [debbie.thorp@globalinkjetsystems.com](mailto:debbie.thorp@globalinkjetsystems.com)

Global Inkjet Systems Limited was founded in November 2006 and is an independent, privately owned business with headquarters in Cambridge active in the industrial inkjet industry. Industrial inkjet print-heads are not like those used in home and office inkjet printers; they are used in machines in demanding production/ manufacturing environments for a wide range of applications. The company sells direct to original equipment manufacturers, machine builders, ink/fluid manufacturers, system integrators, and large end-users. Their main technical support team is based in the UK, but the company also has engineers based in China and Japan. In total overseas sales have grown by £3.26 million in three years. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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## Hanningfield Process Systems Limited

17 Millhead Way  
Purdeys Industrial Estate  
Rochford  
Essex  
SS4 1LB

Website: [www.hanningfield.com](http://www.hanningfield.com)  
Employees: 30  
Immediate Parent: N/A  
Managing Director: Mr Colin Ellis  
Press Contact: Josie Haslehurst  
Tel: 01702 549777  
Email: [josie.haslehurst@hanningfield.com](mailto:josie.haslehurst@hanningfield.com)

Hanningfield Process Systems Limited is based in Rochford, Essex and trading since 1987. This family-owned business specialises in the design and manufacture in the UK, of process machinery for the pharmaceutical industry. Specifically, stainless-steel machinery for milling and sizing powders, conveying powders, handling containers and the containment of powders. The UK demand for pharmaceutical machinery stagnated due to the shift from production to Research and Development, however there is still a strong demand for high quality British made brands. They sell to the United States, Canada, Asia Pacific, Europe and India, with key economies such as China being targeted before saturation by domestic suppliers. Export delivers consistent demand across the year and a range of markets diversify risk. With strong growth in overseas sales and percentage sales exported across a wide range of markets, Hanningfield Process Systems Limited wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

# East International Trade



## Kestrel Liner Agencies Ltd

New Kestrel House  
M11 Business Link  
Parsonage Lane  
Essex  
CM24 8GF

Website: [www.kestrel.com](http://www.kestrel.com)  
Employees: 81  
Immediate Parent: Windhover Holdings  
Founder and CEO: Mr Andrew Thorne  
Press Contact: Nick Thorne  
Tel: 07917 094752  
Email: [nthorne@kestrel.com](mailto:nthorne@kestrel.com)

Kestrel Liner Agencies Ltd. started business on 30th April 1994 and provides bespoke and specialist international logistics solutions to markets of the Caribbean, the Americas, the Middle East Gulf and Israel, Asia and sub-Saharan Africa. It acts as an Agent to major shipping lines with responsibility for commercial and operational business for the Shipping Line. Kestrel is the UK's largest liner agent, and one of the largest in Europe, representing more lines than all the other UK agents put together. Its sales, all of which are from overseas, have grown from £33 million to £42 million per annum in the three years to April 2017, an overall growth rate of 24%. They attribute their successful growth to their service quality, which has given rise to strong customer retention. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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## Lintbells Limited

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

Website: [www.lintbells.com](http://www.lintbells.com)  
Employees: 50  
Immediate Parent: N/A  
CEO & Founder: Mr John Davies  
Press Contact: John Davies  
Tel: 01462 790886  
Email: [john.davies@lintbells.com](mailto:john.davies@lintbells.com)

Lintbells started trading in 2006. They research, formulate and sell natural supplements that aim to improve the lives of dogs, cats and horses. Lintbells has a strong focus on scientific validation of its products, working with experts such as the Royal Veterinary College. The company concentrates on understanding specific in-market regulatory requirements and creating a bespoke strategy with the in-market distributor. Lintbells now sells to over 20 countries with a focus on growth in key emerging markets such as South East Asia. Overseas sales have grown by 161% over the last three years. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



## East International Trade



### Peli BioThermal

Celsius House  
The Stanbridge Building  
Leighton Buzzard  
Bedfordshire  
LU7 4QQ

Website: [www.pelibiothermal.com](http://www.pelibiothermal.com)  
Employees: 81  
Immediate Parent: Pelican Products  
Director of Worldwide Finance: Mrs Fiona Adams  
Press Contact: Nigel Roberts  
Tel: 01525 243770  
Email: [nigel.roberts@peli.com](mailto:nigel.roberts@peli.com)

Peli BioThermal was founded in 2000, under its original name, Cool Logistics. The company provides the life sciences industry with thermal protection packaging solutions for the safe transport of pharmaceuticals, clinical trials, diagnostics, tissue, vaccines and blood supplies. The introduction of a reusable and rental product range, offers significant customer return on investment and the ability to obtain and use products at short notice, but without investing large sums of money upfront. Major markets include Benelux, Central America and the Far East. Overseas sales have grown by 122% over the last three years and 61% of sales is exported. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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### Photocentric Ltd

Cambridge House  
Oxney Road  
Peterborough  
Cambridgeshire  
PE1 5YW

Website: [www.photocentricgroup.com](http://www.photocentricgroup.com)  
Employees: 50  
Immediate Parent: Pelican Products  
Managing Director: Mr Paul Holt  
Press Contact: Roxanne Ellison  
Tel: 01733 349937 ext 1003  
Email: [roxanne.ellison@photocentric.co.uk](mailto:roxanne.ellison@photocentric.co.uk)

Photocentric started trading in 2002, with the concept of packaging light sensitive liquids in sachets, to make the process of stamp making easier. The company is now the largest clear stamp manufacturer outside China. The company now manufactures 3D LCD printers and patented photopolymer packs for making stamps. With a combination of LCD screens and a specially formulated daylight polymer, they have created the concept of Daylight Polymer Printing. The company sells into a niche market place and its strategy is based on product development and innovation, combined with competitive pricing and customer service. The company has a US subsidiary manufacturer, with over 50 other markets covered by a distribution network. Overseas sales have grown by 116% over the last three years and 74% of total sales is exported. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



# East International Trade



## Telensa Limited

Iconix 3  
London Rd  
Pampisford  
Cambridge  
CB22 3EG

Website: [www.telensa.com](http://www.telensa.com)  
Employees: 75  
Immediate Parent: Telensa Holdings Limited  
CEO: Mr Will Franks  
Press Contact: Keith Day  
Tel: 01799 588618  
Email: [kd@telensa.com](mailto:kd@telensa.com)

Telensa Ltd. manufactures and distributes wireless streetlight management systems and smart city sensor networks. The company began its technical and commercial development in 2005, backed and incubated by Plextek Ltd, a renowned UK electronics design consultancy based in Great Chesterford near Cambridge. Telensa develops, sells, installs and supports wireless control systems for public outdoor lighting and other “smart city” sensor-based applications. It is currently ramping up its international sales, having already demonstrated significant success in the United States. Municipalities around the world are beginning to expand the number of connected assets and sensors, for analysing traffic, air quality, waste or drainage. Telensa’s low-cost wireless street lighting network with its open interfaces provides the ways to enable cities to achieve this affordably. Overseas sales have grown by £9 million – a growth of over 739%. The company wins the Queen’s Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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## Zettlex (UK) Ltd

Faraday House  
40 Barrington Road  
Foxton  
Cambridge  
Cambridgeshire  
CB22 6SL

Website: [www.zettlex.com](http://www.zettlex.com)  
Employees: 27  
Immediate Parent: Zettlex Holdings Ltd.  
Managing Director: Mr. Mark Howard  
Press Contact: Joseph de Pfeiffer  
Tel: 012 2387 4444  
Email: [josef.depfeiffer@zettlex.com](mailto:josef.depfeiffer@zettlex.com)

Zettlex (UK) Limited is based in Cambridge and has been trading since 2004. They design and manufacture sensors for high-accuracy position and speed measurement in extreme environments. The sensors can measure 1,000 points across the width of a human hair, even if the sensor is dirty, freezing, hot, in the upper atmosphere or the depths of the ocean. Sectors include aerospace, defence, medical, industrial and petrochemical. They have 400 customers in 45 markets including the United States, Norway, Turkey, Germany and South Korea. Growth comes from being export led, spreading risk, technical leadership, organic growth, re-investing profits into research and development and high-end market focus. Attracting and retaining the best talent is key, so a dynamic and international ethos attracts the brightest engineers and scientists. With exceptional growth in overseas sales and percentage sales exported, Zettlex (UK) Limited wins the Queen’s Award for International Trade for outstanding continuous growth in overseas sales over the last six years.



# East

## Promoting Opportunity



## Willmott Dixon

Spiralla 2  
Icknield Way  
Letchworth Garden City  
Herts  
SG6 4GY

Website: [www.willmottdixon.co.uk](http://www.willmottdixon.co.uk)  
Immediate Parent: Hardwicke  
Group Chief Executive: Mr Rick Willmott  
Press Contact: Andrew Geldard  
Tel: 01462 671852  
Email: [andrew.geldard@willmottdixon.co.uk](mailto:andrew.geldard@willmottdixon.co.uk)

Willmott Dixon operates in the construction, residential development and property support sectors. It is based in Herts and employs over 3,000 people. The company provides a careers advice, skills development and mentoring programme to prepare young people for work and has offered accessible structured work experience since 2011. The company aims to enhance the life chances of 10,000 young people by 2020 compared to a 2012 baseline. Statistics have been provided which prove that this goal is on track to being achieved. By means of the Crown Estate's "Total Contribution" methodology, it has been calculated that for every £1 Willmott Dixon invested in the programme, a social return of £5.70 was delivered. Client feedback has highlighted the value clients place on supporting social mobility. Having won a Queen's Award for Sustainable Development in 2014, Willmott Dixon is now awarded a Queen's Award for Promoting Opportunity.



## C. & L.E. Attenborough Ltd

Viscosa House  
George Street  
Nottingham  
Nottinghamshire  
NG1 3BN

Website: [www.attenborough.com](http://www.attenborough.com)  
Immediate Parent: N/A  
Managing Director: Mr Edward Attenborough  
Press Contact: Edward Attenborough  
Tel: 011594 73562  
Email: [info@attenborough.com](mailto:info@attenborough.com)

Nottingham business C. & L.E. Attenborough Ltd, founded in 1913, is one of Europe's largest dental laboratories, developing a novel system which delivers digitally validated, 3D printed, patient specific orthopaedic implants for which the company has won a Queen's Award for Innovation. The disadvantages of generic implants, such as poor fit and reduction of function, have been overcome by producing individually manufactured orthopaedic implants. This has led to improved outcomes experienced by patients, particularly in cranial and maxillofacial surgery. The system includes simulation of hard and soft tissue behaviour during and after surgery, thereby improving preparation for the procedure and predictability of outcome. Each implant can be perfected by the surgeon prior to its use. The patented solution moves beyond the current state-of-the-art to enable custom made orthopaedic implant surgery to become a routine procedure, saving lives, improving outcomes, and at the same time dramatically reducing costs.

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## Hygienex trading as HSG UK

Unit 4  
Victoria Way  
Pride Park  
Derby  
Derbyshire  
DE24 8AN

Website: [www.hsguk.com](http://www.hsguk.com)  
Employees: 23  
Immediate Parent: N/A  
Director: Mr Simon Rice  
Press Contact: Sarah Jenkin-Jones  
Tel: 07951 945665  
Email: [sarah@jjpublicrelations.co.uk](mailto:sarah@jjpublicrelations.co.uk)

Derby based HSG UK manufactures and supplies water saving systems for washrooms. They have won a Queen's Award for Innovation for the novel design of their Ureco urinal sleeve system. The three most common problems with urinals are over flushing, malodours and blockages. Each of these issues causes increased costs for operators. To combat these problems HSG UK provide a system solution. Firstly they provide a water management system which reduces flushes to four times per day rather than the typical ninety-six. To reduce malodour the Ureco urinal sleeve utilises hydraulic physics to create a highly effective odour lock. Finally, to prevent blockages, the sleeve incorporates pre-filters to catch physical debris, and bio-enzymes that prevent chemical calcification within pipework that restricts water flow over time. This patented system has been validated by Nottingham Trent University to be 80% more efficient than comparable systems.

## East Midlands International Trade



### Brian James Trailers Limited

Sopwith Way  
Drayton Fields Business Park  
Daventry  
Northamptonshire  
NN11 8PB

Website: [www.brianjames.co.uk](http://www.brianjames.co.uk)  
Employees: 156  
Immediate Parent: N/A  
Managing Director: Mr Brandon James  
Press Contact: Paul Stockport  
Tel: 07973 777951  
Email: [paulstockport@bjtrailers.co.uk](mailto:paulstockport@bjtrailers.co.uk)

Founded in 1979, Brian James Trailers Ltd manufacture trailers for a wide variety of applications including Forestry, Vehicle movement, Motor Sport, Building and Construction, Landscape and Amenity, and Agriculture. The company has made sustained investment in their manufacturing processes and their overseas sales have shown a strong growth year on year across the six years from £3.3m to £ 9.5m; a 181% overall growth. Brian James Trailers considers itself still as a relatively small company and their mission statement is to remain the major supplier of car transportation within the UK. The company has shown a consistently strong growth in sales across the last six years, entering and competing in tough markets based on the quality and innovative features of their products. The company wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years.

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### Magnetic North Travel Ltd

West Wing  
The Lodge  
Friars Well Business Centre  
Wartnaby  
Leicestershire  
LE14 3HQ

Website: [www.magneticnorthtravel.com](http://www.magneticnorthtravel.com)  
Employees: 4.25  
Immediate Parent: N/A  
Managing Director: Mrs Laura Greenman  
Press Contact: James Ellis  
Tel: 07956 499043  
Email: [james@allaboutthestory.co.uk](mailto:james@allaboutthestory.co.uk)

Magnetic North Travel Ltd was founded in 2010 as an outbound internet based tour operator specialising in outdoor and northern lights holidays to Nordic countries, Scandinavia and Canada. Being web based it was effectively born global, receiving its first overseas enquiry from Australia. In 2016/17 more sales were derived from overseas than from the UK for the first time as export sales grew by over 160% in the period. Principal markets are the USA, Singapore and Australia, each market having been analysed for their different expectations from a travel agent. The company has emphasised the development of a close relationship with its clients, including the creation of a client area on its website. Magnetic North wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



## East Midlands International Trade



### Microlise Ltd

Farrington Way  
Eastwood  
Nottingham  
Nottinghamshire  
NG16 3AG

Website: [www.microlise.com](http://www.microlise.com)  
Employees: 330  
Immediate Parent: Microlise Group Limited  
Chief Executive: Mr Nadeem Raza  
Press Contact: Nadeem Raza  
Tel: 01 7735 37000  
Email: [nadeem.raza@microlise.com](mailto:nadeem.raza@microlise.com)

Established in 1995, Microlise Ltd is based in Nottingham. The company provides telematics for the transport & logistics sector and is now one of the leading companies in Europe in the heavy goods vehicle telematics market with 250,000 live connections. Their management solutions have helped its customers save more than £210m in fuel costs and reduce CO2 emissions by hundreds of thousands of metric tonnes every year. Microlise technology is now deployed in 180 countries and over the last three years overseas sales have grown from £2.2m to £5m an overall growth of 126%. The company has demonstrated a major growth in international sales built on a sound strategy often aligning themselves with major OEM manufacturers to gain international markets. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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### Tom Hartley Jnr Limited

Barratt Mill  
Swadlincote  
Derbyshire  
DE12 6BL

Website: [www.tomhartleyjnr.com](http://www.tomhartleyjnr.com)  
Employees: 8  
Immediate Parent: N/A  
Director/Founder: Mr Tom Hartley  
Press Contact: Holly McNulty  
Tel: 01283 761119  
Email: [holly@tomhartleyjnr.com](mailto:holly@tomhartleyjnr.com)

Tom Hartley Jnr Limited started trading in 2014 with the aim to achieve worldwide recognition for being the only place to buy or sell a significant classic or performance car. Operating at the highest end of the market they now supply clients around the world. From their private showroom in Derbyshire they have a global reach, with overseas markets extending from the USA across to New Zealand. Overseas Sales have grown from £14.5m to £33.3m; an overall growth of 130%. Its initial success has clearly been built around the reputation and contacts of its owner, but it is progressively leveraging this to enter new markets and raise the profile of the business. The company has carved out a unique niche building on its UK success. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



## East Midlands International Trade



### TTS Group Ltd

Park Lane Business Park  
Kirkby-in-Ashfield  
Nottinghamshire  
NG17 9GU

Website: [www.tts-group.co.uk](http://www.tts-group.co.uk)  
Employees: 278  
Immediate Parent: RM Plc  
Managing Director: Mr Andy Wilson  
Press Contact: Andy Wilson  
Tel: 01623 688553  
Email: [andy.wilson@tts-group.co.uk](mailto:andy.wilson@tts-group.co.uk)

TTS Group Ltd. started in 1985 by developing and selling a single educational support product. It now sells over 19,000 products, of which 20% are its own, to schools in over 85 countries either directly or through distributors and consolidators. The company has a very clear understanding of its marketplace and a segmented strategy that takes into account regional differences including languages and cultures, with products being adapted to local needs. Overseas sales have grown consistently, more than doubling in value over six years, and have increased to represent over 20% of sales. Exports are very much seen as its route to continued growth. TTS Group Ltd. wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years.

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### Welland Power Limited

Unit 2  
Welland Business Park  
Clay Lake  
Spalding  
Lincs  
PE12 6BL

Website: [www.wellandpower.net](http://www.wellandpower.net)  
Employees: 24  
Immediate Parent: Welland Engineering Co Ltd  
Managing Director: Mr Charles Farrow  
Press Contact: Charles Farrow  
Tel: 01775 888888  
Email: [charlie@wellandpower.net](mailto:charlie@wellandpower.net)

Welland Power Limited is based in Spalding, Lincolnshire and has been trading since 2011. They design and manufacture diesel generators and associated equipment. They focus on emerging markets and sell into Europe, Middle East, Africa and Asia with Bangladesh, China, Pakistan, Turkey and Egypt significant markets. To raise and maintain quality, they invested in additional testing and equipment. They deal through distributors, agents and dealers based in market and they listen to feedback from the market and alter their strategy accordingly. They nurture smaller markets and help grow market share, by offering support to companies with credit and pricing. They visit key markets to strengthen their relationships with existing customers as well as building new relationships. With strong growth in overseas sales, total sales and a high percentage sales exported, Welland Power Limited wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



## **BGF (a group of companies collectively referred to as BGF Group Ltd)**

13-15 York Building  
London  
WC2N 6JU

Website: [www.bgf.co.uk](http://www.bgf.co.uk)  
Employees: 135  
Immediate Parent: N/A  
CEO: Mr Stephen Welton  
Press Contact: Liz Warburton  
Tel: 07964 904 480  
Email: [liz.warburton@bgf.co.uk](mailto:liz.warburton@bgf.co.uk)

BGF is an equity investor in growing businesses, operating from a network of 13 offices. The business has been recognised with an Innovation Award for its development of a disruptive £2.5 bn investment platform specifically tailored for long term investments in SME companies. This large, permanent capital vehicle was combined with novel practices for managing risk, and evaluating investments, to deliver an effective solution. By utilising technology and automation, the company has built a unique dataset to identify, track and engage growing companies across every sector and region of the UK. The number and total value of investments made is showing strong growth, as is follow on funding, which demonstrates the companies ability to provide long term support to growth initiatives. The business model that has been developed is now being studied as an exemplar by countries around the world. It has also generated interest from policy makers looking to shape and scale the funding ecosystem.

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## **Bryden Wood Technology Limited**

100 Gray's Inn Road  
London  
WC1X 8AL

Website: [www.brydenwood.co.uk](http://www.brydenwood.co.uk)  
Employees: 116  
Immediate Parent: N/A  
Director and Head of Global Systems: Mr Jaimie Johnston  
Press Contact: Jennifer Johnston  
Tel: 07801 654443  
Email: [jennifer.johnston@magical-thinking.co.uk](mailto:jennifer.johnston@magical-thinking.co.uk)

Bryden Wood Technology Limited, based in London, is an integrated design and operations consultancy for the built environment. The company has been selected for an Innovation Award for its innovative approach to delivering "best in class consulting". The business comprises architects, analysts, software coders, engineers and industrial designers who work collaboratively with construction industry clients to design and deliver high performing assets. The company was established to investigate the techniques that have allowed other industries (aerospace, automotive and other manufacturing) to improve in terms of productivity, safety, quality and cost, and see how, and if, they could be applied to such a large and fragmented sector as the construction industry. The company's products include manufacturing-led construction systems that have proven to be a step change in productivity and quality. The company are recognised leaders in their field and unique in the industry.

## DNAFit Life Sciences Ltd trading as DNAFit Ltd

71 Central Street  
London  
EC1V 8AB

Website: [www.dnafit.com](http://www.dnafit.com)  
Employees: 9  
Immediate Parent: DNAFit Life Sciences Ltd  
CEO: Mr Avi Lasarow  
Press Contact: Donald Parish  
Tel: 07816 279101  
Email: [donald.parish@dnafit.com](mailto:donald.parish@dnafit.com)

Are you a Lover, or a Hater? DNAFit Life Sciences Ltd can tell you your genetic predisposition towards Marmite, but it is the development of their Peak Performance Algorithm that has won them a Queen's Award for Innovation. Through an individual's DNA analysis, DNAFit are able to produce a report, based upon their genetic profile, which highlights how they will react to exercise and nutrition. By using recognised measures of athleticism, including likelihood of soft tissue injury, speed of recovery, and power versus endurance, individuals and professional coaches can work to personalised programmes that bring out the best performance. The innovation gives users a greater understanding of how their body works, helping them to meet their fitness and nutritional/weight goals. Beyond high performing athletes, the development is helping the wider community in addressing weight management through community collaboration.

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## Facit UK Ltd trading as Facit Homes

3A Godson Street  
London  
N1 9GZ

Website: [www.facit-homes.com](http://www.facit-homes.com)  
Employees: 8  
Immediate Parent: N/A  
Managing Director: Mr Bruce Bell  
Press Contact: Sarah Lawrence  
Tel: 07984 422461  
Email: [sarah@lawrencepr.co.uk](mailto:sarah@lawrencepr.co.uk)

London based Facit Homes has developed a novel approach to the building of individually designed, digitally manufactured, high performance homes. In an industry that is slow to adopt new technologies and approaches, Facit Homes has implemented a novel construction method worthy of the Queen's Award for Innovation. The principal innovative element is the Facit Chassis, a structural system made from plywood. The chassis is completely designed on a computer to ensure all the other building components fit perfectly within it. Once the design is complete, cutting patterns are digitally sent to an on-site CNC machine, which cuts out the individual components from flat sheets of plywood as they are required for the build. The system provides accurate pre-build costs and build-time schedules. The delivery of materials to site in flat sheet form, with components cut as required, is exceptionally efficient and environmentally respectful.

## IKAWA Ltd

Unit 9  
Bayford Street Business Centre  
London  
E8 3SE

Website: [www.ikawacoffee.com](http://www.ikawacoffee.com)  
Employees: 12  
Immediate Parent: N/A  
Managing Director: Mr Ben Ireland  
Press Contact: Ben Ireland  
Tel: 020 7729 5664  
Email: [ben@ikawacoffee.com](mailto:ben@ikawacoffee.com)

IKAWA designs and manufactures transformational, innovative systems to improve the quality and appreciation of coffee globally. They are inventors of the world's first digital micro coffee roasters, using patented cyclone roasting technology, controlled by smartphone app. IKAWA, meaning 'coffee' in Burundi, is based in London where IKAWA coffee roasters are built in-house and marketed globally. The business has a purpose beyond simply creating fantastic coffee roasters; their aim is to improve the value chain for smallholder producers and benefit the global coffee industry and drinkers. IKAWA's Sample Roaster is used globally by household brands and speciality roasters to help them improve coffee. It enables new levels of control, ability to share roast profiles digitally, made green coffee sample evaluation more accessible.

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## Joseph Joseph Ltd

The Grove  
30 Great Guildford Street  
London  
SE1 0HS

Website: [www.josephjoseph.com](http://www.josephjoseph.com)  
Employees: 78  
Immediate Parent: Joseph Joseph Group Ltd  
Managing Directors and Founders: Mr Richard & Antony Joseph  
Press Contact: Richard Joseph  
Tel: 0207 261 1800  
Email: [richard@josephjoseph.com](mailto:richard@josephjoseph.com)

Joseph Joseph Ltd is a London based product design and manufacturing company that focusses on delivering products that make their customers lives easier and save space. Their novel design for a multi-compartment kitchen bin has already won a number of design and innovation awards, and can now add a Queen's Award for Innovation to that list to sit alongside their International Trade Award from 2017. Recycling of waste is becoming increasingly complex and requires home-owners to separate different materials and content. This is often achieved by having multiple bins, taking up space in the kitchen. The all-in-one unit designed by the company combines vertically positioned compartments, with a removable food waste caddy and carbon odour filters. The design is flexible, practical, and maximises separation possibilities, whilst maintaining a compact footprint. The innovation has achieved impressive sales and is contributing to the strong growth of the company.

## Little Forest Folk

18 Trewince Road  
London  
SW20 8RD

Website: [www.littleforestfolk.com](http://www.littleforestfolk.com)  
Employees: 58  
Immediate Parent: N/A  
Managing Director: Mrs Leanna Barrett  
Press Contact: Katie Marshall  
Tel: 07813 139932  
Email: [katie@luxleycommunications.com](mailto:katie@luxleycommunications.com)

Little Forest Folk is a London based nursery provider. Their development of London's first fully outdoor Forest Nurseries, that immerse children in nature and inspire creative learning has been recognised with a Queen's Award for Innovation. This is a family run social enterprise delivering a full-time outdoor educational experience, which, rather than being a weekly activity class, is a substitute for conventional childcare. The nurseries follow the core Early Years Foundation Stage curriculum, and at the same time connect children to nature, inspiring them to live a naturally healthy lifestyle and building resilience, confidence, independence and self-motivation. The forest nurseries have expanded rapidly from one to five nurseries over a two and a half year period because of demand for places. As a social enterprise they give 12.5% of places away to children from disadvantaged backgrounds.

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## MagmaTech Limited

110 Gloucester Avenue  
London  
NW1 8HX

Website: [www.magmatech.co.uk](http://www.magmatech.co.uk)  
Employees: 2  
Immediate Parent: N/A  
Founder: Mr Ben Williams  
Press Contact: Ben Williams  
Tel: 07916 155822  
Email: [ben.williams@magmatech.co.uk](mailto:ben.williams@magmatech.co.uk)

MagmaTech Limited of Camden, London, have developed a range of patented basalt-fibre, low thermal conductivity wall ties for the construction industry called the TEPLo range. With their exceptionally low thermal conductivity of just 0.7 W/m.k, which is 70 times lower than steel at 50 W/m.k, the wall ties are used in some of the most thermally efficient buildings in the UK, including the first certified masonry "Passiv Haus". This outstanding insulating performance is contributing to the design of buildings that meet the highest energy efficiency standards like the "Zero Carbon" and the increasingly influential "Passiv Haus" standard. With multiple patents in place, the product is unique and building a strong position both in the UK and export markets. The TEPLo range is sold through an exclusive distribution agreement with the UK market leader in traditional wall ties, Ancon Ltd. This successful collaboration has been recognised with a joint award.

## Midstream Lighting Ltd

Wessex House  
1 Chesham Street  
London

Website: SW1X 8ND  
Employees: 4  
Immediate Parent: Midstream Ltd  
Commercial Director: Mr Yuli Grig  
Press Contact: Yuli Grig  
Tel: 020 7584 8310  
Email: [yuli@midstreamlighting.com](mailto:yuli@midstreamlighting.com)

London headquartered Midstream Lighting Ltd is a pioneer in the design, development and manufacture of high-power LED lighting systems, primarily used in the international aviation industry but also suitable for other mission-critical applications like rail, freight and marine terminals. Midstream has designed and developed a proprietary optic lens array which allows light from its LED's to refract with a highly asymmetrical angle, delivering light levels within stringent international requirements but keeping glare and energy consumption low. Novel techniques applied to the product development cycle have resulted in a highly efficient passive heat-dissipation system and a robust design for reliable performance in harsh environments. Midstream has used its design and manufacturing skills to position itself as a leading specialist solutions provider to airports and ports around the world. These two sectors represent 70% of its business. The company is now branching into sports and stadium lighting.

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## Moo Print Limited trading as MOO

2nd Floor  
20 Farringdon Road  
London  
EC1M 3AF

Website: [www.moo.com](http://www.moo.com)  
Employees: 222  
Immediate Parent: N/A  
Founder & CEO: Mr Richard Moross MBE  
Press Contact: Nadia Gabbie  
Tel: 07973 177323  
Email: [nadiag@moo.com](mailto:nadiag@moo.com)

MOO Print Ltd, trading as MOO, is a London-based manufacturer of stationery products. The digital print and design company's patented method for producing multiple images within a single pack of business cards has earned MOO a Queen's Award for Innovation. Business cards, traditionally, are printed to a fixed template design, with every card being identical. MOO has developed a system, known as Printfinity, which changes this. It is now possible, simply and effortlessly, to have a pack of business cards produced with each one carrying a different image. This has been made possible by batching logic, which enables MOO to change the design mid-run. Printfinity has enabled customers to use their business cards as a 'pocket portfolio'. MOO's customers can showcase their brand or business story, their work or their own customers' stories on their business cards. This helps them to stand out and create a more lasting impression. The method has now been extended across MOO's range of printed products.

## Newham Training and Education Centre

East London Childcare Institute  
1 Mark Street  
Stratford  
London  
E15 4GY

Website: [www.newtec.ac.uk](http://www.newtec.ac.uk)  
Employees: 158  
Immediate Parent: Newham College of Further Education  
Chief Executive: Mr Pat Edwards  
Press Contact: Pat Edwards  
Tel: 07917 673815  
Email: [pat.edwards@newtec.ac.uk](mailto:pat.edwards@newtec.ac.uk)

Newham Training and Education Centre is a charity based in Stratford. Their development of the service "Train to Employment Gain", for 16 to 18 year olds looking to enter employment, has earned them the Queen's Award for Innovation. This innovative model addresses the shortage of nursery care workers, by delivering a programme of training and education, combined with a guarantee of work upon completion. The charity seeks to identify those young people that are hardest to reach and not in education, employment, or training. Many of the individuals assisted through the programme go on to gain improved qualifications, including Foundation and BA Degrees. Uniquely, as each cohort graduates from the programme, the charity opens a new nursery to employ them. Self-sustaining after one year, and profitable after two years, the new nurseries then invest profits back into the charity to fund its ongoing work.

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## Reincubate Ltd

11 Old Jewry  
London  
EC2R 8DU

Website: [www.reincubate.com](http://www.reincubate.com)  
Employees: 17  
Immediate Parent: N/A  
CEO: Mr Aidan Fitzpatrick  
Press Contact: Aidan Fitzpatrick  
Tel: 07817 681232  
Email: [aidan@reincubate.com](mailto:aidan@reincubate.com)

Reincubate Ltd. of London is uniquely skilled in accessing and recovering content from Apple's iOS and iCloud systems. Apple's consumer iOS products store information in encrypted formats, and there is no easy way to access that data. This may be a problem if a consumer has lost data, a business needs access to diagnostic information from their own software, wishes to integrate with others, or if law enforcement agencies wish to examine seized equipment. Reincubate can obtain a forensic record from a device, or from traces of information a device has left online, even if the original device is destroyed, lost or inaccessible. The company has built a deep understanding of how Apple's systems and products work, such that no other company offers the same services. The core abilities of the company have been further developed to launch the first and only enterprise level API, allowing ethical and transparent third party access into Apple's iCloud.

## SH:24 CIC

2A Whitehorse Mews  
37 Westminster Bridge Road  
London  
SE1 7QD

Website: [www.sh24.org.uk](http://www.sh24.org.uk), [www.business.sh24.org.uk](http://www.business.sh24.org.uk)  
Employees: 8  
Immediate Parent: N/A  
Managing Director: Dr Gillian Holdsworth  
Press Contact: Nicola Miller  
Tel: 07909 922122  
Email: [nicola@sh24.org.uk](mailto:nicola@sh24.org.uk)

SH:24 is a London-based Community Interest Company, established to develop a remote, online sexual and reproductive health service in partnership with the NHS. The SH:24 model responds to the challenge of sustaining access to services in areas of poor sexual health and insufficient clinic capacity. With support from Guy's and St Thomas' Charity, SH:24 has introduced a disruptive technology that goes beyond remote STI testing and moves entire clinical services online. Success can be seen in the 78-92% return rate for self-test kits, with 90% of those testing positive for chlamydia opting for home treatment. SH:24 provides oral contraception by post with 24/7 clinical advice, enabling people to effectively manage their reproductive health. SH:24 is working in partnership with NHS Trusts nationwide to transform the way sexual health services are delivered. Peer reviewed publications of the service evidence a high level of innovation, for which a Queen's Award is given.

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## Vitabiotics Ltd

1 Apsley Way  
London  
NW2 7HF

Website: [www.vitabiotics.com](http://www.vitabiotics.com)  
Employees: 84  
Immediate Parent: Vitabiotics BVI  
Chairman: Prof Kartar Lalvani OBE  
Press Contact: Anahy Zahedi  
Tel: 020 8955 2686  
Email: [azahedi@vitabiotics.com](mailto:azahedi@vitabiotics.com)

London based winners of a 2013 Queen's Award for Innovation, Vitabiotics Ltd, has received a second Award for Innovation in 2018 for its consistent delivery of innovation within its cosmeceutical range Perfectil. A portfolio of patents underpins the innovative nature of the range, the most recent of which were filed in 2016. The company conducts research, and clinical trials, in collaboration with Universities and leading medical centres in the UK and across Europe. Originally, the range consisted of nutritional supplements, with benefits demonstrated through research. Recently the range has been expanded to include topical skin applications. Perfectil Twin Serum is a unique formulation for use on photo-aged skin. 2014 trials by the University of Manchester, identified benefits delivered through its deposition of fibrillin rich microfibrils in the papillary dermis. The company's commitment to innovation has delivered continued strong commercial growth. Product is exported to 68 overseas markets.

## Alexander Mann Solutions Ltd

7 Bishopsgate  
London  
EC2N 3AQ

Website: [www.alexandermannsolutions.com](http://www.alexandermannsolutions.com)  
Employees: 1,137  
Immediate Parent: Alexander Mann Solutions Ltd.  
Founder & CEO: Ms. Rosaleen Blair CBE  
Press Contact: Ian Cluroe  
Tel: 014 8225 2568  
Email: [ian.cluroe@alexmann.com](mailto:ian.cluroe@alexmann.com)

Alexander Mann Solutions Ltd was established in 1996 as a provider of end-to-end recruitment processes. It now works on behalf of over 100 blue-chip clients in the UK and in over 90 countries, operating in 40 languages. The company sources people across a range of levels from school leavers upwards and employs nearly 3,500 people in their multiple offices around the world, including over 1,100 in the UK. By innovative marketing and building strong relationships with its clients, it has built overseas sales consistently over many years and in particular by over 220% during the period of this award, with profits growing by over 500%. The company wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years.

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## Audio Network Limited

The Johnson Building  
3rd Floor  
77 Hatton Garden  
London

Website: [www.audionetwork.com](http://www.audionetwork.com)  
Employees: 95  
Immediate Parent: N/A  
CEO: Mr James Robert ("Robb") Smith  
Press Contact: Patrick Alo  
Tel: 0207 566 1441  
Email: [p.alo@audionetwork.com](mailto:p.alo@audionetwork.com)

Founded in 2001, Audio Network Ltd was originally funded by Oscar-winning Hollywood sound supervisors and thirteen award winning music composers from the UK. It offers a film quality music service for content producers and audio-visual producers worldwide, which bypasses the traditional costs and complexities associated with licensing music in each territory. Based in London, it is a global music company focusing on the creation of world-class and authentic music for producers of film, television, advertising and digital media content. Since 2001 it has commissioned, recorded and meticulously crafted a comprehensive catalogue of over 138,000 musical tracks from a team of 900+ composers, musicians and artists. Over six years export sales have grown by £13.8 million, and now represent 73% of total sales. The company wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years.

## Baird and Co Limited known as Bairdmint

Baird and Co  
Head Office  
Bullion Sales  
48 Hatton Garden  
London  
EC1N 8EX

Website: [www.bairdmint.com](http://www.bairdmint.com)  
Employees: 63  
Immediate Parent: Baird Investments Limited  
Director: Mr Anthony Dobra  
Press Contact: James Isola  
Tel: 0207 379 5151  
Email: [jisola@maitland.co.uk](mailto:jisola@maitland.co.uk)

Baird & Co. is a family owned and run Bullion Merchant refining, manufacturing and distributing precious metal products to investors around the world. Baird is the biggest gold refinery in the UK and since 1967 has been based in East London, where its highly skilled craftsmen mint coins and bars in a range of precious metals including gold, silver, palladium, platinum and rhodium. Baird & Co. operates as a retailer and wholesaler in the UK. However, for overseas markets it is a wholesale distributor, either in partnership with international banks, or holding stocks in regional hubs to supply local wholesalers and larger retailers. The company has a sales office in Singapore and distribution agents in Australia and North America. Overseas sales have grown by 229% over the last three years and the proportion of sales exported has increased significantly to 40% of total sales. They win the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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## BECK MBI Limited

Victory House  
Cox Lane  
Chessington  
Surrey  
KT9 1SG

Website: [www.beckinteriors.com](http://www.beckinteriors.com)  
Employees: 250  
Immediate Parent: N/A  
Managing Director: Mr Chris Galloway  
Press Contact: Carol See  
Tel: 020 8974 0500  
Email: [csee@beckinteriors.com](mailto:csee@beckinteriors.com)

Beck MBI Ltd wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years. Founded in 2007 the company is a fit out company servicing the Heritage & Cultural, Hotel, Retail and high end residential sectors. It provides a full turnkey service from concept design through delivery and fitting to aftercare and maintenance backed by in house fabrication, joinery and finishing facilities. Overseas sales have grown from £12.5 million to £32.2 million, a total growth of over 150%. Overseas sales as percentage of total sales have also risen from 12% to 32%. The company has successfully adopted a strategy of growing it's business by expanding internationally, tailoring it's approach to market entry to meet the needs of individual clients in selected markets. It sells globally and continues to expand into new markets. It's five top markets currently are Kuwait, Saudi Arabia, Brunei, Mexico and UAE.

# London

## International Trade



## Bellerby & Co Limited

7 Bouverie Mews  
London  
N16 0AE

Website: [www.bellerbyandco.com](http://www.bellerbyandco.com)  
Employees: 10  
Immediate Parent: N/A  
Founder: Mr Peter Bellerby  
Press Contact: Peter Bellerby  
Tel: 020 8800 7235  
Email: [peter@bellerbyandco.com](mailto:peter@bellerbyandco.com)

Bellerby and Co. Limited is based in London and has been trading since 2008. They design and manufacture bespoke, high-value, quality terrestrial and celestial World globes and currently make 700 per annum. They supply a few prestigious UK stores, however they mainly sell direct on-line. They use airline and other high-end magazines, sporting and horticultural events as well as utilising social media to promote their business. Their biggest challenge has been to develop the skills and recreate a product that has not been made properly for generations. They sell to Europe, North America, South America, Central America, India, Australasia and Africa. They wish to maintain sales in current markets however they plan to target China and the Middle East. Bellerby and Co. Limited demonstrated strong overall sales growth, with strong global growth with increasing percentage sales exported and wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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## CFC Underwriting Limited

85 Gracechurch Street  
London  
EC3V 0AA

Website: [www.cfcunderwriting.com](http://www.cfcunderwriting.com)  
Employees: 153  
Immediate Parent: N/A  
CEO: Mr David Walsh  
Press Contact: David Walsh  
Tel: 0207 220 8500  
Email: [dwalsh@cfcunderwriting.com](mailto:dwalsh@cfcunderwriting.com)

CFC Underwriting Ltd. started in the 1990s offering online commercial insurance policies but changed direction to become a Managing General Agent, now the largest in the UK. They underwent a management buyout in 2012 before being bought out in a private equity deal incorporating 60% ownership by management and staff. The company has created a very well defined and advanced range of insurance products aimed at meeting very specific areas of need amongst its clients, whether served directly or through its extensive network of brokers. The company has invested in technology to better service its international marketplace, mostly in North America. Exports have consistently represented over 80% of its business and have grown by 242% in the six-year period. CFC wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years.



# London

## International Trade



### Dart Flyscreens Ltd

Unit 10  
Blackheath Business Centre  
Blackheath Hill  
London  
SE10 8BA

Website: [www.dartflyscreens.com](http://www.dartflyscreens.com)  
Employees: 3  
Immediate Parent: N/A  
Managing Director: Mr Stephen Sleddon  
Press Contact: Stephen Sleddon  
Tel: 020 84691500  
Email: [steve@dartflyscreens.com](mailto:steve@dartflyscreens.com)

Dart Flyscreens Limited from Blackheath Hill in London has been trading since 2005. They are a global micro-business that manufactures parts and accessories for motor vehicles. They serve a niche global sector of motorcyclists by designing, manufacturing and supplying bespoke small injection-moulded polycarbonate screens, brackets and fixings. They sell via their website or through dealers in North America, Europe and Australasia, with Japan and South Korea as new markets. They seek organic growth through word of mouth and by introducing new models. They invested in and launched a new screen mounting system, which enables them to fit more bikes, with the potential to double their business size and increase exports further. For such a small business, the overseas growth is impressive, with the majority of sales exported and wins Dart Flyscreens Limited the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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### DNAFit Life Sciences Limited

71 Central Street  
London  
EC1V 8AB

Website: [www.dnafit.com](http://www.dnafit.com)  
Employees: 9  
Immediate Parent: DNAFit Life Sciences Ltd  
CEO: Mr Avi Lasarow  
Press Contact: Donald Parish  
Tel: 07816 279101  
Email: [donald.parish@dnafit.com](mailto:donald.parish@dnafit.com)

DNAFit Life Sciences Ltd. was established in 2013, entering the fitness and nutrition markets to personalise exercise and eating plans by the use of genetics. Its overseas business model is to appoint partners based on their presentation of a detailed business plan and payment of a monthly retainer fee. Such was the interest in the company's product that it was able to appoint 20 partners in just two years. These partners are actively supported with technical and marketing materials including localised web sites through which the product is sold. Overseas sales grew by almost 600% in the three year period and for this reason the company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



# London

## International Trade



## Durbin

Durbin House  
180 Northolt Road  
South Harrow  
Middlesex  
HA2 0LT

Website: [www.DurbinGlobal.com](http://www.DurbinGlobal.com)  
Employees: 118  
Immediate Parent: Durbin Group  
CEO: Mr Leslie Morgan OBE, DL, Fellow - Royal Pharmaceutical Society  
Press Contact: Leslie Morgan  
Tel: 07970 056111  
Email: [l.morgan@durbinglobal.com](mailto:l.morgan@durbinglobal.com)

Durbin wins the Queen's Award for International Trade for outstanding short term growth in overseas sales across the last three years. The company started trading in 1963 and is a global specialist distributor of pharmaceuticals, medical supplies and relief goods. It has warehousing, procurement, project management, customer service, logistics and sales functions in the UK and USA and a sales operation in Singapore. It focuses on niche areas of the pharmaceutical and medical supply chain where specialist customers have unmet needs. Overseas sales have grown from £30.7 million to £53 million, a total growth of 72% over the period. Overseas sales as a percentage of total sales are now 81%. The company exports to 180 countries spread across four continents with 35% of business in Europe, 20% in the Americas, 25% in Africa and 20% in Asia. It's five biggest individual markets are USA, Germany, Canada, France and Croatia.

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## Eckersley O'Callaghan Ltd

9th Floor  
236 Gray's Inn Road  
London  
WC1X 8HB

Website: [www.eocengineers.com](http://www.eocengineers.com)  
Employees: 67  
Immediate Parent: Eckersley O'Callaghan Group Ltd  
Founding Directors: Mr James O'Callaghan, Mr Brian Eckersley  
Press Contact: Ben Colley  
Tel: 0203 119 1341  
Email: [ben.colley@eocengineers.com](mailto:ben.colley@eocengineers.com)

Eckersley O'Callaghan Ltd, was formed in 2004 as a structural and façade engineering consultancy providing conventional and specialist engineering services to UK and international construction markets. It is a world leader in structural glass engineering, responsible for many high quality structures around the world, including the new Apple headquarters in Cupertino. The company has worked on many international projects for Apple and its success with them has helped to build recognition and presence around the world. It has opened offices in the USA and France, and has a presence in China and Hong Kong. Half of total sales are from overseas markets. It has grown the range of services on offer and achieved significant sales growth and profitability whilst growing the scale of its operation. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



# London

## International Trade



### Eskenzi PR Limited

7 Alston Works  
Barnet  
Hertfordshire  
EN5 4EL

Website: [www.eskenzipr.com](http://www.eskenzipr.com)  
Employees: 14  
Immediate Parent: N/A  
CO-Founder: Mrs Yvonne Eskenzi  
Press Contact:  
Tel: 07961 394461  
Email: [yvonne@eskenzipr.com](mailto:yvonne@eskenzipr.com)

Eskenzi PR Ltd. has identified its own specialist area of expertise and established itself as a leading supplier of public relations services to the increasingly important cyber-security sector. It has adopted the most modern technology to assist in running operations in the UK, France, Germany, Benelux, the Nordics and, most importantly, the USA. The company has also adopted different ways of delivering its services from its own overseas subsidiary through to partnering with best of breed overseas sister PR companies. Growing overseas sales represents an increasing proportion of revenue, currently approaching 80%. Profits have almost doubled in the last three years. Eskenzi PR Ltd. wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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### Firmdale Holdings Ltd trading as Firmdale Hotels

21 Golden Square  
London  
W1F 9JN

Website: [firmdalehotels.com](http://firmdalehotels.com)  
Employees: 1,461  
Immediate Parent: N/A  
Chairman & Founder: Mr Timothy Kemp MBE  
Press Contact: Sally Swadling  
Tel: 020 7225 6324  
Email: [sallyswadling@firmdale.com](mailto:sallyswadling@firmdale.com)

Firmdale Holdings Ltd trading as Firmdale Hotels is a luxury hotel group started in 1985 by Tim and Kit Kemp. It is split into four divisions: building and construction; planning and interior design; hotel operations and investment property. The company is supported overall by centralised Sales, Marketing and Public Relations, Accounts, Design, IT and HR departments. Employment has risen to 1,461 and it has properties in London and New York which include 10 luxury boutique hotels, and 24 deluxe apartments. The company tracks the nationality of the visitors to their London hotels and nearly 74% are from overseas; with much of its business coming from the entertainment and film industry. Total overseas sales have grown by £26 million in three years – a consolidated growth rate of 34%. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



# London

## International Trade



### FXBlue LLP

42 Lyford Road  
London  
SW18 3LS

Website: [www.fxbluelabs.com](http://www.fxbluelabs.com), [www.fxblue.com](http://www.fxblue.com)  
Employees: 4  
Immediate Parent: N/A  
Partner and Co-Founder: Mr John Morris  
Press Contact: John Morris  
Tel: 07854 856 180  
Email: [jm@fxbluelabs.com](mailto:jm@fxbluelabs.com)

FXBlue LLP was started in 2010 by John Morris and Jonathan Collins and is an innovative Fintech software development business providing multi-lingual 'Software as a Service' solutions to banks and foreign exchange brokers in 25 countries. It also provides free online financial analytics services and technical software to individual foreign exchange traders in over 120 countries which provides valuable Big Data insights into the sector. They operate in a rapidly changing market characterised by changes in global growth patterns and increasing regulation and competition and it has had to innovate continuously in order to grow its business. Overseas Sales have grown by 77% across the period with its top export markets being Australia and Central and Eastern Europe. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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### Gresham Technologies plc

Aldermary House  
10-15 Queen Street  
London  
EC4N 1TX

Website: [www.greshamtech.com](http://www.greshamtech.com)  
Employees: 93  
Immediate Parent: N/A  
CEO: Mr Ian Manocha  
Press Contact: Ian Manocha  
Tel: 020 7653 0200  
Email: [imanocha@greshamtech.com](mailto:imanocha@greshamtech.com)

Established in 1969, over the last few years Gresham Technologies plc has transformed itself through investment in innovation and a clear focus on international export markets. In 2011, they commenced a strategic transformation programme investing in new product development to help banks get control of their most complex data. Their new Clareti technology has been adopted by 50 customers around the world and has resulted in Gresham being one of the UK's leading enterprise financial technology companies. Over the last three years their overseas sales have grown from £1.5m to £3.8m; an overall 144% growth; with their overseas markets including Australia, Japan, Singapore, USA, Canada & Continental Europe. This company has developed a strategy focused on those areas of greatest opportunity as well as recognising that long term investment is needed to develop new clients and markets. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



# London

## International Trade



## Greycon UK Limited

7 Calico House  
Plantation Wharf  
Battersea  
London  
SW11 3TN

Website: [www.greycon.com](http://www.greycon.com)  
Employees: 68  
Immediate Parent: N/A  
CEO: Mr Constantine Goulimis  
Press Contact: Carla Matthews  
Tel: 020 7978 0700  
Email: [cmt@greycon.com](mailto:cmt@greycon.com)

Greycon UK Ltd originated in 1985 from the Industrial Systems Group of Imperial College of the University of London. The founders of the company, developed innovative software for the paper and board industry and formed the company to specialise in the application of advanced mathematical techniques for manufacturing. Greycon is now the world's leading provider of production planning, scheduling, forecasting and manufacturing execution systems, designed specifically for roll-based & flat sheet industries. Greycon's strength is the extensive range of specialist software solutions for Plastic Films, Flexible Packaging, Nonwovens, Metals, Converting and Paper & Board industries supported by powerful optimisation algorithms and a highly experienced team of consultants. Overseas sales have grown by £1.9 million over the latest three years reported – a consolidated growth rate of 45%. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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## Highclere International Investors LLP

2 Manchester Square  
London  
W1U 3PA

Website: [www.highclereinvestors.com](http://www.highclereinvestors.com)  
Employees: 19  
Immediate Parent: N/A  
Chief Executive: Mr Edward Makin  
Press Contact: Fergus Gilmour  
Tel: 020 7258 9845  
Email: [fgilmour@highclereinvestors.com](mailto:fgilmour@highclereinvestors.com)

Highclere International Investors LLP was founded in 2006 as an international investment boutique. It invests in International (non-US) small to mid size listed companies on behalf of primarily US Endowments and Foundations. The firm is owned and run by the partners and has offices in London and Westport, Connecticut. The company addresses a very specific marketplace in the USA and has not changed that direction other than by a modest expansion of the product range. Highclere delivers what its core clients want, such that two of its three products has a waiting list. The US based sales force works to retain clients and secure new ones who will wait for space in their preferred fund. Exports, which represent virtually all sales, have grown substantially with a commensurate increase in profits. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



## Honeycomb Project Management Ltd

Legion House  
75 Lower Road  
Kenley  
Surrey  
CR85NH

Website: [www.montybojangles.com](http://www.montybojangles.com)  
Employees: 25  
Immediate Parent: N/A  
Managing Director: Mr Andrew Newlands  
Press Contact: Andrew Newlands  
Tel: 07703 336303  
Email: [anewlands@honeycombpm.com](mailto:anewlands@honeycombpm.com)

Honeycomb Project Management Ltd wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years. Established in 2005 the company provides sales, marketing, product development, logistics services and supply chain expertise to manufacturers and retailers of confectionary and sugar products. Honeycomb is building a portfolio of brands including Monty Bojangles which is enjoying significant growth in the UK and overseas. Its export business is focussed on its own brand products and overseas sales have risen sharply year on year over three years from £382k to £1.9 million; a total growth of 416%. Overseas sales as a percentage of total sales have also risen from 8.7% to 23.1%. The company now exports to 29 countries worldwide with 85% of its export business in its top five markets USA, China, Saudi Arabia, Germany and Hong Kong.

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## HPD Software Limited

Dial House  
2 Burston Road  
Putney  
London  
SW15 6AR

Website: [www.hpdssoftware.com](http://www.hpdssoftware.com)  
Employees: 89  
Immediate Parent: N/A  
CEO: Mr Kevin Day  
Press Contact: Alex Hambrook  
Tel: 020 8780 6800  
Email: [alex.hambrook@hpdssoftware.com](mailto:alex.hambrook@hpdssoftware.com)

Established in 1972, HPD Software Ltd branched into packaged software in the late 1970's, successfully adapting a US accounting product for use in Europe. Today they offer a multitude of solutions and services to the working capital finance market around the world including training, hosting, consultancy, customisation, integration and data migration. Banks and finance providers in more than 50 countries trust and rely on its solutions to manage over 50,000 clients. In the last six years overseas sales have grown from £4.7m to £8.6m, representing 83% growth. They have also moved to a subscription based model to provide more sustainable and higher revenue in the long-term. HPD has an exceptional approach to CSR and is passionate about connecting society through the communities in which it operates. The company has grown its international sales consistently across the last six years and wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years.

# London

## International Trade



### Immerse Education Ltd

16 Copse Wood Way  
Northwood  
Middlesex  
HA6 2UE

Website: [www.cambridgeimmerse.com](http://www.cambridgeimmerse.com)  
Employees: 4  
Immediate Parent: N/A  
Founder: Mr Sean Stevens  
Press Contact: Sean Stevens  
Tel: 020 8123 6988  
Email: [sean.stevens@cambridgeimmerse.com](mailto:sean.stevens@cambridgeimmerse.com)

Immerse Education Ltd has grown rapidly from its beginnings in 2012 and its modest first delivery of a summer school in 2014 to just sixty students. It is now a major provider of such schools to UK and international students. With just three direct employees it works with 70 tutors on contract plus others who assist with marketing and administration. The company deliberately aims to attract an increasing number of students from an ever-wider range of countries to ensure diversity. It has built innovative ways to contact and attract students, who currently come from some 50 countries, generating 80% of revenue. Exports have grown by over 47% in the last three years and profits by over 500%. Immerse Education Ltd wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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### IVORY Worldwide (Holdings) Limited

Unit 14  
Chelsea Wharf  
15 Lots Road  
London  
SW10 0QJ

Website: [www.ivoryworldwide.com](http://www.ivoryworldwide.com)  
Employees: 35  
Immediate Parent: N/A  
Chief Executive: Mr Robbie Crittall  
Press Contact: Robbie Crittall  
Tel: 07818 031512  
Email: [robbie.crittall@ivoryworldwide.com](mailto:robbie.crittall@ivoryworldwide.com)

Ivory Worldwide (Holdings) Ltd. was established in 2008 as a creative experience agency and is now a medium sized company with its HQ in London and an office in New York. The company creates and produces brand experiences for the technology sector in the "connected world" targeting Fortune 500 companies. It undertook a major reorganisation in 2015, bringing all its creative staff back to London, retaining sales and account staff only in New York. This reduced costs and built on the strong reputation of UK design. Profitability has since increased substantially and export sales now generate almost 80% of total revenue, with the US alone accounting for over 40% of total sales. For these reasons the company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



## London International Trade



### Language Connect International Ltd trading as Language Connect

2 Newham's Row  
London  
SE1 3UZ

Website: [www.languageconnect.net](http://www.languageconnect.net)  
Employees: 51  
Immediate Parent: N/A  
Managing Director: Mr Ben Taylor  
Press Contact: Gunilla Huddleston  
Tel: 07713 117110  
Email: [ghuddleston@languageconnect.net](mailto:ghuddleston@languageconnect.net)

Language Connect was established in 2003 and is the 20th largest full service translation company in Europe, 75th in the world. The company is also growing at more than three times the sector average. It focuses on the market research sector and by operating a hub and spoke arrangement of six locally staffed overseas offices strategically placed to offer 24/7 support to global clients it has been able to consistently grow its overseas sales by almost 360% over the last six years. Language Connect wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years.

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### Lucio & Meera Santoro t/a Santoro Licensing

Rotunda Point  
11 Hartfield Crescent  
London  
SW19 3RL

Website: [www.gorjuss.com](http://www.gorjuss.com)  
Employees: 11  
Immediate Parent: N/A  
CEO: Mr Lucio Santoro  
Press Contact: Jo Campbell  
Tel: 020 8781 1104  
Email: [jcampbell@santorographics.com](mailto:jcampbell@santorographics.com)

Lucio & Meera Santoro trading as 'Santoro Licensing' started in 1983 as designers and brand creators of intellectual property for companies in the UK and overseas. It designs and creates artwork and style guides that are then used by its international licensees to apply to their own specialist products in approved territories under design creation and approval of Santoro. With licensees in 30 countries, the brands the company has created sell into 92 countries. Market research is important to the company in order to understand both local preferences and critical timelines as demand for products varies around the world. The company has been faced with particular issues in relation to counterfeits and has taken significant action to defend its Intellectual Property and licensees. Sales and profits have more than doubled and international sales represent almost 90% of total sales. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



# London

## International Trade



### My Nametags Ltd

14 Enterprise Way  
London  
SW18 1FZ

Website: [www.mynametags.com](http://www.mynametags.com)  
Employees: 11  
Immediate Parent: N/A  
Founder & CEO: Mr Lars Andersen  
Press Contact: Lars Andersen  
Tel: 077144 15335  
Email: [lars@mynametags.com](mailto:lars@mynametags.com)

Founded in 2004, London based My Nametags Ltd is the UK's leading manufacturer of easy to apply sticker and iron-on nametags. Their labels have thousands of uses from labelling clothing or shoes to lunchboxes, stationery and other personal items. Their product range includes colour sticker labels, colour iron-ons, black & white stickers and black & white iron-ons, customisable with a range of their own bespoke designs. All production and employment is based in the UK and all orders are posted from their HQ. Their colour iron-on labels have a 10-year washing guarantee which is unmatched in the market and believe their colour sticker labels are the most versatile on offer. In six years to March 2017 they have more than doubled their overseas sales. The company wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years.

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### Netsparker Ltd

Finance House  
522 Uxbridge Road  
Pinner  
Greater London  
HA5 3PU

Website: [www.netsparker.com](http://www.netsparker.com)  
Employees: 2  
Immediate Parent: N/A  
CEO: Mr Ferruh Mavituna  
Press Contact: Robert Abela  
Tel: 020 3588 3841  
Email: [robert@netsparker.com](mailto:robert@netsparker.com)

Netsparker Ltd was founded in 2009 and developed a web application security scanner. Its dead accurate scanning technology led to an early success and is now a recognized leading player in the web application security industry. It can identify vulnerabilities in any type of modern and custom web applications, regardless of the architecture or platform they are built with; and uniquely generates a proof of exploit. It is trusted and used by world renowned organizations from all industry verticals such as Samsung, NASA, Microsoft, ING bank and Ernst & Young. Across the last three years overseas sales have grown from £447k to £2.4m - an overall growth of 425%: with exports accounting for over 90% of all sales. With only two UK based employees, and around 50 other employees globally, they company has grown its market competing with established international and global players. The company wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years.



# London

## International Trade



## Nosy Crow Limited

14 Baden Place  
Crosby Row  
London  
SE1 1YW

Website: [www.nosycrow.com](http://www.nosycrow.com)  
Employees: 31  
Immediate Parent: N/A  
Managing Director: Ms Kate Wilson  
Press Contact: Adrian Soar  
Tel: 07968 169081  
Email: [adrian@nosycrow.com](mailto:adrian@nosycrow.com)

Nosy Crow Ltd produces child-focused, parent-friendly books and apps for children from 0-12. It is a small, multi-award-winning, independent company. The company was founded in 2010 and publishes high-quality, commercial fiction and non-fiction books for children aged from 0 to 12 both by well-known authors and illustrators, and by new talent. Making well-designed physical books is important to the company and they think carefully about covers, paper type and paper weight so that their books are attractive to look at and pleasing to hold. The company has substantial sales in USA, Australia, China and continental Europe and has achieved a remarkable growth in their overseas sales over £3 million in three years – a consolidated growth rate of over 168% The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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## Pentland Group plc

8 Manchester Square  
London  
W1U 3PH

Website: [www.pentland.com](http://www.pentland.com)  
Employees: 12,472  
Immediate Parent: N/A  
Chairman: Mr Stephen Rubin OBE  
Press Contact: Stephen Rubin  
Tel: 020 7535 3800  
Email: [stephen.rubin@pentland.com](mailto:stephen.rubin@pentland.com)

Pentland Group plc is a long established family owned company with a turnover of nearly £3bn and over 12,000 employees. It owns many well known sports fashion brands and operates retail chains with some 1,300 outlets, more than half outside the UK. Overseas sales have grown by 125% over the last six years and the share of total turnover from outside the UK has increased to 36%. The company clearly understands its international marketplace from experience, its presence in the market and considerable emphasis on market research. The company also understands the need to recognize and work with the cultural differences that exist in the more than 180 countries in which it operates. It also has an exceptional recognition of the importance of corporate social responsibility. Pentland wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years.



# London

## International Trade



### Random42 Ltd

51 Great Marlborough St  
Soho  
London  
W1F 7JT

Website: [www.random42.com](http://www.random42.com)  
Employees: 49  
Immediate Parent: N/A  
CEO: Mr Ben Ramsbottom  
Press Contact: Richard Grethe  
Tel: 020 7734 6001  
Email: [richard.g@random42.com](mailto:richard.g@random42.com)

Random42 Ltd provides medical animation and virtual reality experiences to the pharmaceutical and biotech industries. Random42 was a pioneer of medical animation, being one of the first to develop animated sequences used to demonstrate the mechanism of action of a drug or disease area. It has built up a huge level of experience across almost all therapeutic areas through the digital assets they have created for over 550 global pharmaceutical products. It has seen excellent growth in its overseas sales, predominantly to the USA; in total, overseas sales have grown by £5.1 million over the last six-years. The company wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years.

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### Rarewaves.com Ltd

The Light Box  
111 Power Road  
London  
W4 5PY

Website: [www.rarewavesgroup.com](http://www.rarewavesgroup.com)  
Employees: 21  
Immediate Parent: N/A  
Chairman: Mr Brad Aspress  
Press Contact: Rob Evans  
Tel: 020 8963 1225  
Email: [rob@rarewaves.com](mailto:rob@rarewaves.com)

Rarewaves.com Ltd are a virtual online retailer of a wide variety of entertainment based products. Established in 2005 it was formed to enable founder Brad Aspress to sell some of his vast personal record collection. As a virtual retailer they hold no stock, but work with multiple supplier partners to offer over 500,000 different products to consumers globally. Products range from music, DVD and video games to office products, gifts, gadgets, toys and clothing. All products are fulfilled to the consumer via their distribution centre in the UK. In 2016 Rarewaves fulfilled orders to 168 different countries. All customer service is provided in local language from their Head Office in London. Their overseas sales have risen by 128% in three years and now represent 83% of turnover. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



# London

## International Trade



### Rock School Ltd

Harlequin House  
7 High Street  
Teddington  
London  
TW11 8EE

Website: [www.rslawards.com](http://www.rslawards.com)  
Employees: 27  
Immediate Parent: N/A  
CEO: Mr John Simpson  
Press Contact: Chris Moody  
Tel: 03454 604747  
Email: [marketing@rslawards.com](mailto:marketing@rslawards.com)

Rock School Ltd. (RSL) was founded in 1991. RSL created a unique set of products for a brand-new marketplace: recognised, graded qualifications for contemporary musicians. After successfully developing the market domestically in the UK, the company expanded its operations internationally. With an export sales growth of 67% in the last three years, the company's overseas sales strategy has profited from an appreciation of how the products are received and integrated differently, dictated by a variety of influences linked to each region. Selling to some 40 countries; RSL's biggest growth areas have been in Hong Kong, China and India, respectively. It wins the Queen's Award for International Trade for outstanding Short-Term Growth in overseas sales over the last three years.

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### Scoliosis SOS Limited

63 Mansell Street  
London  
E1 8AN

Website: [www.scoliosissos.com](http://www.scoliosissos.com)  
Employees: 15  
Immediate Parent: N/A  
Clinic Principle: Ms Erika Maude  
Press Contact: Erika Maude  
Tel: 0207 488 4428  
Email: [erika@erikamaude.com](mailto:erika@erikamaude.com)

Scoliosis SOS opened in Suffolk in 2006 for the treatment of scoliosis using non-surgical treatments available in Germany but not the UK. The range of treatments has since expanded and the company moved to London. This is the only company offering these treatments in the UK, which comprise two- or four-week programmes, and attracts clients from some 60 countries including Ireland, USA and Norway. The company has an effective marketing strategy and is now starting to offer accommodation in order to attract more clients needing somewhere to stay in London during treatment. Exports have more than doubled and represented up to 30% of total sales over the period. The company wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years.



# London

## International Trade



### SE10 LLP

1 Islington High Street  
London  
N1 9LQ

Website: [www.se10.com](http://www.se10.com)  
Employees: 11  
Immediate Parent: N/A  
Partner: Mr Brian O'Sullivan , Mr Ben Shaw  
Press Contact: Brian O'Sullivan  
Tel: 077 333 50307  
Email: [osullivan@se10.com](mailto:osullivan@se10.com)

SE10 LLP started in 2003 and is now a top 150 public relations company specializing in the global construction equipment and industrial sectors. International from the very start, it had offices in the UK and USA, now expanded to another in Singapore with plans for more in the Middle East and Latin America. The company has a very clear strategy in terms of the types of company they target, how it does so and how it grows business with existing clients. Almost all of its business is export, with revenue more than doubling over the six-year period. The company wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years.

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### Tecna Display Ltd

Unit 18  
Leeside Road  
Mowlem Trading Estate  
London  
N17 0QJ

Website: [www.tecnadisplay.com](http://www.tecnadisplay.com)  
Employees: 16  
Immediate Parent: N/A  
Founder and Chief Executive: Mr Jonathan Evitt  
Press Contact: Berni Raeside  
Tel: 07970 508758  
Email: [berni@brpr.co.uk](mailto:berni@brpr.co.uk)

Tecna Display Ltd wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years. Established in 2003 the company won the Queen's Award for International Trade in 2012. It designs, manufactures and markets advanced modular display systems using its own unique, patented twist and lock technology. The modular system is used to build dynamic structures and display environments for exhibition stands, graphic displays and signage for use at conferences, events, museum walling and displays, retail interiors and other display applications. Overseas sales increased year on year over three years by 129% with overseas sales as a percentage of total sales growing from 42% to 64%. The company now has over 60 international distributors and exports to 38 countries worldwide. Its top 5 markets are currently USA, Spain, Slovakia, Italy and Canada.



# London

## International Trade



## Testhouse Limited

8 Lanark Square  
Glengall Bridge  
Docklands  
London  
E14 9RE

Website: [www.testhouse.net](http://www.testhouse.net)  
Employees: 30  
Immediate Parent: N/A  
CEO: Mr Sug Sahadevan  
Press Contact: Charlotte Bellchambers  
Tel: 0208555577/ 07415215450  
Email: [charlotte.bellchambers@testhouse.net](mailto:charlotte.bellchambers@testhouse.net)

Testhouse Limited is an IT consultancy specialising in software quality and IT risk mitigation. Based in London Docklands, it was established in 2000 with the aim to improve the quality of IT systems. Testhouse has over 18 years of experience in providing managed testing services to large organisations across a range of vertical markets. Testhouse helps their clients to optimise their testing processes and therefore increase both the quality of the software they produce and the efficiency of software development. In addition to operating in the UK, it owns Testhouse Consulting Services based in Dubai, Testhouse Inc. in the USA and Testhouse India Private Ltd in India. Overseas sales have risen by a total of 312%, now representing 80% of all sales. The company wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years.

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## Tiffany Rose Ltd

Typhoon Building  
Oakcroft Road  
Chessington  
Surrey  
KT9 1RH

Website: [www.tiffanyrose.com](http://www.tiffanyrose.com)  
Employees: 18.25  
Immediate Parent: N/A  
Co-Founders: Mrs Tiffany London and Mr Christian Robinson  
Press Contact: Tiffany London  
Tel: 07941 207411  
Email: [tiffany@tiffanyrose.com](mailto:tiffany@tiffanyrose.com)

Tiffany Rose Ltd are designers of premium maternity occasion wear and bridal dresses, which are made in Britain. The company was set up by Tiffany London in 2003. Initially the label focused on Maternity Day Wear and Occasion Wear but soon expanded into Maternity Wedding Dresses, with the first bridal collection launching in 2006. It has its own design studio in Surrey and by 2016 the business had shipped to 120 countries worldwide, with international sales making up 80% of company turnover in the last financial year. Its designs are worn by royalty and international stars. The growth of the business has been entirely self-funded and it has seen an increase in overseas sales of 280% over the last 5 years. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



# London

## International Trade



## Virtual Human Resources Limited

Luna House  
37-39 Bermondsey Wall West  
London  
SE16 4RN

Website: [www.v-hr.com](http://www.v-hr.com)  
Employees: 60  
Immediate Parent: Virtual Human Resources Group Ltd  
CEO: Mr Danny Brooks  
Press Contact: Aimee Treasure  
Tel: 07889 833107  
Email: [aimee.treasure@v-hr.com](mailto:aimee.treasure@v-hr.com)

Virtual Human Resources Ltd. was established in 2003 as an international technical recruitment organisation providing staffing solutions to the aerospace and aviation, Formula1 and automotive, engineering and defence and marine industries around the world. Its very first customers were in Switzerland and Mauritius and ever since overseas sales have generated between a half and two thirds of revenue. It takes great trouble to understand their clients' needs and the culture of the country they are working in. The company offers the very highest standards of service in its industry, in which it is ranked as being 268th in the Top 500 Companies of 2016 by Recruitment International, the world's largest recruitment industry awards programme. Export sales grew by over 300% for which the company wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years.

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## Vosaio Travel Ltd

The Clockwork Building  
45 Beavor Lane  
London  
W6 9AR

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

Vosaio Travel Ltd. is a UK based wholesale tour operator specialising in group and charter business coming from Asia, the Americas and the Middle East into Europe. It assembles fully inclusive tour packages which include transport, accommodation, meals, guides, train/ferry tickets and attractions. It sells its services to travel companies from around the world through its own sales offices in Bangkok, Beijing, Ho Chi Minh City, Hong Kong, Jakarta, Kuala Lumpur, Sao Paulo, Taipei and through its head office in London. The strength of VOSAIO lies in its concentrated buying power and diverse teams of experienced people. They bring ingenuity and unswerving attention to detail, together with an unrivalled combination of local knowledge, backed by an extensive network of travel suppliers across Europe. Sales has expanded into new territories and grown by two thirds in the last three years. Almost all sales are secured from overseas. The company wins the 2018 Queen's Award for International Trade for outstanding Growth in overseas sales.



# London

## Promoting Opportunity



## Grant Thornton UK LLP

Grant Thornton House  
Melton Street  
London  
NW1 2EP

Website: <http://www.grantthornton.co.uk/>  
Immediate Parent: N/A  
CEO: Mrs Sacha Romanovitch  
Press Contact: Jenny Rutter  
Tel: 020 7728 2457  
Email: [jenny.e.rutter@uk.gt.com](mailto:jenny.e.rutter@uk.gt.com)

Grant Thornton UK LLP is a professional services firm focused on delivering advisory, assurance and tax services in the United Kingdom. In order to recruit the best talent from the widest pool possible, and to do so based on potential rather than factors often determined by socio-economic background, in 2013 Grant Thornton removed all academic entry requirements for its entry level talent programmes. This recognised that 'relevant' work experience and extracurricular achievements can be driven by, and accessed as a result of, social background. An online interviewing platform, coupled with coaching provided pre and post interview stage, further minimises barriers which socio-economic status may traditionally uphold. Regardless of their transition into accountancy or another sector, participants leave its talent programmes with diverse and transferable employment skills. For this reason, Grant Thornton is awarded a Queen's Award for Promoting Opportunity.

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# London

## Sustainable Development



### Divine Chocolate Ltd

4 Gainsford Street  
London  
SE1 2NE

Website: [www.divinechocolate.com](http://www.divinechocolate.com)  
Employees: 18  
Immediate Parent: N/A  
CEO: Ms Sophi Tranchell MBE  
Press Contact: Charlotte Borger  
Tel: 07973 394970  
Email: [charlotteb@divinechocolate.com](mailto:charlotteb@divinechocolate.com)

Divine Chocolate Ltd was established in 1998 as a farmer-owned company selling a range of premium Fairtrade chocolate. Its biggest share is owned by a cooperative of 85,000 smallholder cocoa farmers in Ghana, which ensures they benefit from the wealth they are helping to create. In addition to distributed profit, they receive a premium for their cocoa and a collective decision is made on how to invest it in community, family and farm improvements. Divine Chocolate also invests 2% of its annual turnover directly in farmer projects which are aligned with the UN's Sustainable Development Goals, prioritising gender equality, good governance and adaptive farming which conserves the rainforest. As well as working to ensure a sustainable future for farmers, they are also committed to continual improvement in its environmental impact. There is no palm oil or soya ingredients in Divine products, and it continuously looks to minimise product packaging, reduce materials and waste, source recycled materials and ensure FSC accreditation for all paper and cardboard.

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## Honeyman Group Limited

Harmire Enterprise Park  
Barnard Castle  
Co Durham  
DL12 8BN

Website: [www.honeyman.com](http://www.honeyman.com)  
Employees: 36  
Immediate Parent: N/A  
Managing Director: Mr Thomas Honeyman  
Press Contact: John Backes  
Tel: 01833 690101  
Email: [johnb@honeymangroup.com](mailto:johnb@honeymangroup.com)

HydroGienic® is a bulk pure water distribution system that Honeyman Group Ltd, of County Durham, developed to address problems and restrictions associated with existing systems in the pharmaceutical industry. Typical water distribution systems work on a stainless steel ring main style layout. This means that if one part of the factory requires changes made to their water supply, the whole system has to be closed down and revalidated before it can be used again. The HydroGienic® system utilises a central storage tank, with each area of the factory supplied through its own send and return, FDA (Food and Drugs Administration) approved, hoses. These are connected through a specially designed "plug and play" manifold. This patented system ensures each end point can be isolated individually. The adaptability, flexibility, and resultant cost saving is significant, translating directly into increased production efficiency, and performance, over the lifetime of the system.

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# North East International Trade



## Gate 7 Ltd

Unit 12  
Princes Park  
Princesway  
Team Valley Trading Estate  
Gateshead  
Tyne and Wear  
NE11 0NF

Website: [www.Gate7.co.uk](http://www.Gate7.co.uk)  
Employees: 38  
Immediate Parent: N/A  
Chairman: Mr Keith Wickham  
Press Contact: Keith Wickman  
Tel: 0191 487 8548  
Email: [keith@gate7.co.uk](mailto:keith@gate7.co.uk)

Gate 7 is a dynamic and innovative company specialising in the supply of decals and printed components to the Construction equipment, Agricultural and Industrial Machinery Markets. Their product portfolio includes safety, warning and instructional decals, livery, branding, machine IDs, aluminium identification plates and reflective components. All products are manufactured using screen printing, digital printing or flatbed cutting across three modern facilities in Gateshead UK, Pennsylvania USA and South Carolina USA. It has always been focused on global growth with export targets being key to its strategy. Establishing manufacturing facilities in the USA enabled them to expand their global presence and strengthen the service they offer to customers. The company's overseas sales have grown by £1.09 million in three years – a consolidated growth rate of over 67%. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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# North East Promoting Opportunity



## Esh Holdings Ltd

Esh House  
Bowburn North Industrial Estate  
Bowburn  
Durham  
DH65PF

Website: [www.eshgroup.co.uk](http://www.eshgroup.co.uk)  
Immediate Parent: Esh Investments Limited  
Chief Executive: Mr Andrew Radcliffe  
Press Contact: Darush Dodds  
Tel: 07912 498122  
Email: [darush.dodds@esh.uk.com](mailto:darush.dodds@esh.uk.com)

Esh Holdings Ltd (Esh Group) is a construction company based in Durham which operates throughout northern England and southern Scotland. Their 'Building My Skills' programme provides a careers advice and skills development service which is integrated into the curricula of schools, selected by Local Authorities, who have either a greater knowledge of local need or close proximity to an Esh Group construction site. It is delivered in partnership with a wide range of employers, thus providing the students with an appreciation of career opportunities across a number of different industries. The programme has been delivered at no extra cost to stakeholders for the seven consecutive years that it has been running. Thanks to its exceptional social mobility programme, Esh Holdings Ltd is awarded a Queen's Award for Promoting Opportunity.

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## EDINA UK LTD

Unit 12-13  
Rugby Park  
Bletchley Road  
Stockport  
Cheshire  
SK4 3EJ

Website: [www.edina.eu](http://www.edina.eu)  
Employees: 123  
Immediate Parent: Edina Power Services Ltd  
Joint Managing Director: Mr Anthony Fenton  
Press Contact: Andrew Wild  
Tel: 0161 432 8833  
Email: [Andrew-Wild@edina.eu](mailto:Andrew-Wild@edina.eu)

Converting waste food into green energy through anaerobic digestion is a complex task with significant challenges to overcome. Through the combination of several innovations, Edina UK Ltd of Stockport, overcame such issues as the management of highly variable, contaminated, and corrosive gases, to produce waste to energy plants that are highly efficient. These innovative, sustainable, combined heat and power, green energy plants, cut greenhouse gas emissions more than other technologies per £1 investment or per Mega Watt, offering excellent financial returns and ongoing energy security for their clients. Dynamic management of fuel, combustion, and exhaust, delivers resilience against variable feedstock, reduced operating costs, and Nitrous Oxide emissions far below industry standards. In addition, artificial intelligence telematics and innovative oil management systems ensure the plants are able to operate continuously at full output for over 95% utilisation. The delivery of these innovation packed green energy plants secured the award recommendation.

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## Euromixers Ltd

Landmark House  
Station Road  
Cheadle Hulme  
Cheshire  
SK8 7BS

Website: [www.euromixers.co.uk](http://www.euromixers.co.uk)  
Employees: 5  
Immediate Parent: N/A  
Managing Director/Founder: Mr Antony Howard Stafford  
Press Contact: Howard Stafford  
Tel: 07711 070605  
Email: [howard@euromixers.co.uk](mailto:howard@euromixers.co.uk)

Winners of a 2017 International Trade Award, Euromixers Ltd of Cheshire, demonstrated a level of innovation worthy of an Innovation Award in 2018. Their design of a folding impeller mixer for use on Intermediate Bulk Containers (IBCs), solved many problems associated with these efficient containers, and opened up new opportunities for users. Products supplied in IBCs, like any container can settle out over time. This necessitated transferring the contents into a mixing vessel for agitation prior to use. The development of a collapsible impeller, capable of fitting into the standard 150mm screw top opening, which opens up once in place, has enabled mixing of contents to be undertaken in the container. Through delivering efficiencies and cost savings to customers with this innovative product, the company has shown consistent growth over the measured period. Sales of these IBC mixers now accounts for over 60% of total sales.

## Informed Solutions Ltd

The Old Bank  
Old Market Place  
Altrincham  
Cheshire  
WA14 4PA

Website: [www.informed.com](http://www.informed.com)  
Immediate Parent: N/A  
Global Chief Executive Officer: Ms Elizabeth Vega  
Press Contact: Matthew Baker  
Tel: 078665 51633  
Email: [matthew.baker@informed.com](mailto:matthew.baker@informed.com)

Informed Solutions Ltd of Cheshire, have developed a system that allows citizens to securely access complex government services online with a unique methodology that transforms how the services themselves work. They have developed algorithms that seamlessly manage end-to-end complex workflows, increasing productivity and reducing technology costs. The core of the Queen's Award winning innovation is its ability to put complex, paper-intensive government services online. It achieves this through combining its proprietary algorithms and data structures with cloud technology, location technology, identity gateway management, automated workflows and long transaction management. The combined system integrates with multiple back-office systems to deliver simple online access for individuals, changing the way that government interacts with the community. As an example the solution has delivered a significant increase in operational efficiency for the Boundary Commission for England with nearly 90% of public engagement coming through the platform. The system has been widely recognised as highly innovative with several industry awards already bestowed.

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## T.I.S.S. Ltd

2 Avroe Crescent  
Blackpool Business Park  
Blackpool  
Lancashire  
FY42DP

Website: [www.tissltd.com](http://www.tissltd.com)  
Employees: 16  
Immediate Parent: N/A  
CEO: Mr Ryan Wholey  
Press Contact: Matthew Rose  
Tel: 01253 400401  
Email: [matthew.rose@tissltd.com](mailto:matthew.rose@tissltd.com)

TISS Ltd, a Blackpool based company and current holder of the Queen's Award for International trade, has now been awarded the Queen's Award for Innovation for their unique fuel security product for commercial vehicles. The TankSafe 'Impregnable' helps fleet operators around the world prevent all types of fuel loss. Fuel security and safety is one of the biggest operating challenges faced by trucking companies with fuel accounting for 30%-40% of its total operating costs. TISS' founders experienced these problems first hand through running their own truck fleet, but were unable to source an effective solution. Consequently, the founders set about creating a device which would solve 3 separate problems (theft, diesel spills and overfilling). The result was the TankSafe 'Impregnable', a device which is essentially 3 products in 1. This mechanical device, which fits inside the filler neck of the fuel tank, houses a unique non-return valve which allows the fuel to fill at high speeds, but automates the fill level by forcing the filler nozzle to lock off when full. Once closed, all of the fuel in the tank is isolated and cannot be accessed, nor can it escape. Fleets typically report fuel savings of 10%-25%, with one major fleet customer in Mexico achieving an incredible 45% saving on their fuel bill. The 'Impregnable' device is protected by 27 granted patents worldwide and has over 10,000 hours of R&D behind it. Since its introduction continued development has taken place. The TankSafe products are now included by manufacturers in new vehicles with major factory deals in place, thereby increasing global awareness of the brand.

## The Temporary Kitchen Company Ltd

Unit 15  
Drome Road  
Deeside Industrial Estate  
Deeside  
CH5 2NY

Website: [www.thetemporarykitchencompany.com](http://www.thetemporarykitchencompany.com)  
Employees: 20  
Immediate Parent: N/A  
Co-Founder: Mrs Emma Trollope  
Press Contact: Emma Trollope  
Tel: 077897 66633  
Email: [emma@thetkbgroun.com](mailto:emma@thetkbgroun.com)

The Temporary Kitchen Company Ltd is a business created from personal experience that highlighted a market opportunity. The Deeside company provides domestic, portable, temporary kitchens and bathrooms for use following insurance claims and building renovations. During renovation, or following flood or fire damage, many residents wish to remain in their properties, but are unable to due to lack of facilities. This situation was encountered by the founders of the company, and it prompted them to find a solution. The company has developed a Kitchen Pod, Bathroom Pod and Pop-up Capsule Kitchen, which can be delivered and installed at properties needing these facilities. A bathroom ParaPod has also been developed for disabled users. Relocating families is expensive for insurance companies, and highly disruptive to the families themselves. Delivered nationwide, these mobile solutions keep families in their homes, and one insurance company estimates £1m saving in the first year of introduction.

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## Boyd Consultants Ltd (trading as 'Boyd')

Electra House  
Crewe Business Park  
Crewe  
Cheshire  
CW1 6GL

Website: [www.boydconsultants.com](http://www.boydconsultants.com)  
Employees: 9  
Immediate Parent: N/A  
CEO: Prof Alan Boyd  
Press Contact: Sue Carr  
Tel: 07809 727533  
Email: [sue@vformation.biz](mailto:sue@vformation.biz)

Boyd Consultants Ltd trading as Boyds started in 2005 specialising in cell and gene therapy and providing the expertise and skills necessary to the international development of pharmaceutical and biotechnology medicinal products. Its own staff and associates work with client companies to help them address unmet medical needs for the benefit of society worldwide. It has supported many such ventures over the years and has an international reputation such that clients identify and come to it for support. The company works in a highly regulated global industry and in doing so has grown its overseas sales by two thirds in the last three years with profits more than doubling. It wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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## Cocogreen (UK) Ltd

Floor 12,  
Lowry House  
17 Marble Street  
Manchester  
Greater Manchester  
M2 3AW

Website: [www.cocogreen.co.uk](http://www.cocogreen.co.uk)  
Employees: 12  
Immediate Parent: N/A  
Co-Founders: Dr Sudesh Fernando and Mr Thomas Ogden  
Press Contact: Thomas Ogden  
Tel: 07411 917039  
Email: [togden@cocogreen.co.uk](mailto:togden@cocogreen.co.uk)

Cocogreen (UK) Ltd wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years. Founded in 2010 the company is the inventor and sole producer of coir substrates, a sustainable and eco friendly alternative to farming with peat and rockwool. The product enables farmers to produce more using fewer acres and less fertiliser, labour and water whilst improving plant health, yield and profitability. The company controls the total production process from harvesting on its own coconut plantations in India and Sri Lanka through to product supply to end user. Overseas sales have increased by over 100%. Having launched a completely new product in the UK market the company has internationalised its business and now exports to over 40 countries worldwide. Its current top five markets are South Korea, South Africa, Europe, USA and Africa and it continues to expand into new markets overseas.

## North West International Trade



### Counterline Limited

12 Randles Road  
Knowsley Business Park  
Prescot  
Merseyside  
L32 9HZ

Website: [www.ounterline.co.uk](http://www.ounterline.co.uk)  
Employees: 164  
Immediate Parent: Counterline Holdings Ltd  
Managing Director: Mr Tim Flood  
Press Contact: Lewis McVeigh  
Tel: 078872 45122  
Email: [lmcveigh@counterline.co.uk](mailto:lmcveigh@counterline.co.uk)

Counterline Limited from Prescot in Merseyside has been trading since 1983. They design and manufacture standard and bespoke food and drink service counters and displays using advanced CNC machining and traditional handcrafting techniques. They undertake research and development to create new prototypes and have a Quality Control team to maintain standards. Overseas sales have trebled and exports in relation to total turnover have grown to 25%. They sell to Western Europe, Middle East, Africa, Kazakhstan, India, Far East, Jamaica and Australia through hotels, retail food outlets, architects and designers. They focus on future proofing products for energy and environmental regulations and maintain tight financial control when selling overseas. Not until 2006 did export appear in the business plan and now they actively identify new target markets. With steady growth in overseas sales and increasing percentage sales exported, Counterline Limited wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years.

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### Create Technologies Ltd, trading as Createc

Unit 4  
Derwent Mills Commercial Park  
Cockermouth  
Cumbria  
CA13 0HT

Website: [www.createc.co.uk](http://www.createc.co.uk)  
Employees: 14  
Immediate Parent: N/A  
Managing Director: Dr Matt Mellor  
Press Contact: Matt Mellor  
Tel: 01900 828112  
Email: [matt.mellor@createc.co.uk](mailto:matt.mellor@createc.co.uk)

The Createc team was founded in 2005 as an R&D group within an established SME where the founder was developing radiation imaging tools for the nuclear industry. In 2010 the team began work on radiation measurement fields outside that industry, becoming self-sufficient financially, at which point Create Technologies itself was established. The company now operates within the international highly regulated nuclear decommissioning industry using a mix of academics and entrepreneurs to develop and market its products and services. Its work in Japan following the Fukushima incident benefitted Createc's reputation leading it to both enter new markets in Europe and America and the development of new products aimed at these markets and new sectors. Overseas sales have consequently grown by more than 460% and represent half of total sales. It wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



## **Delta Diagnostics trading as Elucigene Diagnostics**

CityLabs  
Nelson Street  
Manchester  
M13 9NQ

Website: [www.elucigene.com](http://www.elucigene.com)  
Employees: 22  
Immediate Parent: N/A  
CEO: Dr Mark Street  
Press Contact: Mark Street-Docherty  
Tel: 075721 59332  
Email: [mark.street-docherty@elucigene.com](mailto:mark.street-docherty@elucigene.com)

The Elucigene brand originated within ICI Diagnostics, and was acquired by Delta Diagnostics in 2013. The company designs, manufactures and sells CE IVD marked molecular genetic assays, used by healthcare providers globally for the diagnosis of a broad range of genetic diseases. Delta Diagnostics is the leading provider of cystic fibrosis diagnostics internationally, with 30% to 100% market share in its key markets. It has distribution partners in over 70 countries in Europe, Middle East, Asia, North America, South America and Australia. The company's strategy is based on continuous market research, identifying key partners in each target market, product development and the employment of a high-level technical team. Overseas sales have grown by 37% over the last three years and 80% of total sales is exported. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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## **Innovative Technology Ltd**

Innovative Business Park  
Derker Street  
Oldham  
Lancashire  
OL1 4EQ

Website: [www.innovative-technology.com](http://www.innovative-technology.com)  
Employees: 195  
Immediate Parent: Bellis Holdings  
Group Managing Director: Mr Peter Dunlop  
Press Contact: Dayna Patterson  
Tel: 016162 69999  
Email: [dpatterson@innovative-technology.com](mailto:dpatterson@innovative-technology.com)

Innovative Technology Limited from Oldham, Lancashire, has been in business since 1992. They design and manufacture cash handling equipment to automate note, coin and ticketing payments for customers worldwide. They sell to 75 different countries across Europe, South America, China, India and the United States and aim to become the number one supplier of cash handling equipment in the world. Significant numbers of jobs have been created, overseas sales has grown strongly year on year and a high percentage of sales are exported, providing experience to diversify into new markets. As a result, Innovative Technology Limited wins the Queen's Award for International Trade for outstanding ShortTerm Growth in overseas sales over the last three years.

# North West International Trade



## Lattimer Ltd

79-83 Shakespeare St  
Southport  
Lancashire  
PR8 5AP

Website: [www.lattimer.com](http://www.lattimer.com)  
Employees: 84  
Immediate Parent: Lattimer Holdings Ltd  
Lattimer Holdings CEO: Mr Stephen Waterhouse  
Press Contact: Stephen Waterhouse  
Tel: 01704 535040  
Email: [stephen.waterhouse@lattimer.com](mailto:stephen.waterhouse@lattimer.com)

Lattimer Limited, based in Southport in Lancashire, has been trading since 1941. They design and manufacture more than 20,000 different parts, predominantly for the glass container manufacturing industry. The majority of the 160 bottled glass manufacturing factories are located overseas, so they export to the United States, Europe and Australia, targeting glass factories and original equipment manufacturers. They invest in research and development leading to potentially 500 new applications over a 15 year period. They meet customer needs through highly skilled engineering, sales and marketing teams and they have strengthened their engineering department to spend more time on innovation, developing new products, setting and raising industry standards. With strong growth in overseas sales, 92% of their business overseas, a strong customer base, a commitment to research and development and total sales growing, Lattimer Limited wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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## Mason Advisory Limited

12th Floor  
Blue Tower  
MediaCityUK  
Salford  
Greater Manchester  
M50 2ST

Website: [www.masonadvisory.com](http://www.masonadvisory.com)  
Employees: 26  
Immediate Parent: N/A  
CEO: Mr Stephen Watmough  
Press Contact: Bridie Douglas  
Tel: 07711 879 808  
Email: [bridie.douglas@masonadvisory.com](mailto:bridie.douglas@masonadvisory.com)

Mason Advisory Ltd started life as Mason Communications in 1993 with the Mason Advisory brand being launched in 2014, to focus on serving clients who are consumers of IT services rather than providers or regulators. Through their IT advisory work, they solve complex business challenges through intelligent use of IT resources including: IT Strategy & Transformation, Sourcing, Architecture, Cybersecurity and IT Delivery. In the last three years overseas sales have grown from £299k to £1.3m; and they have worked all over the world including in Ireland, Jamaica, Qatar, Libya, Mauritius, Norway, Switzerland, and the USA. This has included identifying IT cost savings for an international not-for-profit organisation, advising on government IT, and supporting the delivery of national networks. The company has demonstrated an outstanding growth in international sales built on a sound strategy. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



## North West International Trade



### Proseal UK Ltd

Adlington Industrial Estate  
Adlington  
Cheshire  
SK10 4NL

Website: [www.proseal.com](http://www.proseal.com)  
Employees: 255  
Immediate Parent: N/A  
Managing Director: Mr Stephen Malone  
Press Contact: Bob Bushby  
Tel: 0 1332 29393  
Email: [bob@nmpr.co.uk](mailto:bob@nmpr.co.uk)

Proseal UK Limited is based in Adlington, Cheshire and has been trading since 1998. The business has grown strongly from 128 to 255 employees in the last six years. The company designs and manufactures its equipment in the UK, they produce automatic tray sealing machines, conveyor systems, and sealing tools for food manufacturing and other applications. Proseal sells to the USA, South America, Australia, Europe, Middle East, South Africa and Asia Pacific. With ongoing investment in research and development, Proseal delivers continual innovation. The company wins business from global food manufacturers and retailers often by inviting them to see UK installations. With substantial numbers of jobs created, strong growth in overseas markets, backed by a considered strategy, Proseal UK Limited wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years.

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### Recycling Lives Limited

Recycling Lives Recycling Park  
Longridge Road  
Preston  
Lancashire  
PR2 5BX

Website: [www.recyclinglives.com](http://www.recyclinglives.com)  
Employees: 201  
Immediate Parent: Recycling Lives Holdings Limited  
Managing Director: Mr William Fletcher  
Press Contact: Katie Upton  
Tel: 07387 015426  
Email: [katie.upton@recyclinglives.com](mailto:katie.upton@recyclinglives.com)

Recycling Lives Ltd wins the Queen's Award for International Trade for outstanding short term growth in overseas sales across the last three years. Founded in 1999 the company has won the Queen's Award for Sustainable Development in 2010 and 2014. It is a waste management and recycling company specialising in recycled metals and plastics. It processes scrap metal, End of Life Vehicles (ELVs) and Waste Electrical and Electronic Equipment (WEEE) to produce for sale high quality steel, copper, aluminium, brass and high grade plastic recycled materials. It exports the high quality recycled products it produces worldwide. Overseas sales have grown steeply year on year over three years rising from £2.1 million to £13.5 million. A total rise of 520%.



# North West International Trade



## Rinicom Limited

Riverway House  
Morecambe Road  
Lancaster  
Lancashire  
LA1 2RX

Website: [www.rinicom.com](http://www.rinicom.com)  
Employees: 25  
Immediate Parent: Rinicom Holdings Limited  
CEO: Mr Garegin Markarian  
Press Contact: Garegin Markarian  
Tel: 07881 943987  
Email: [garik@rinicom.com](mailto:garik@rinicom.com)

Rinicom Ltd. was established in 2002 and specialises in the provision of state-of-the-art solutions for law enforcement agencies, first responders and the protection of critical civilian infrastructure. It is recognised as a leading-edge technology company providing bespoke telecommunications solutions. Its products are sold to system integrators, choosing Rinicom for design, performance and manufacturing excellence. The company has grown by developing strong relationships with these partners, through product innovation based on strong R&D skills and by offering dedicated customer support at all stages, including a strong after sales service. Exports have grown substantially over the last three years and represent over two thirds of total sales. The company wins the Queen's Award for International Trade for outstanding Short-Term Growth in overseas sales over the last three years.

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## Simpsons Premium Ltd

17b Cinnamon Brow  
Wigan  
WN2 2PR

Website: [www.simpsonspremium.com](http://www.simpsonspremium.com)  
Employees: 7  
Immediate Parent: Simpsons Premium Holdings Ltd  
Managing Director: Mrs Lisa Simpson  
Press Contact: Lisa Simpson  
Tel: 019422 46436  
Email: [lisa@simpsonspremium.com](mailto:lisa@simpsonspremium.com)

Simpsons Premium Ltd started trading in 2009, developing and manufacturing wet and dry dog and cat food and dog treats. The company focuses on natural, organic and high meat products focused on the wellbeing of the health of the pets. The company has adopted an export strategy that focuses mainly through distribution networks in Europe, with Germany and Italy the key markets. Overseas sales have grown by 386% and the proportion of sales exported has increased significantly to 51% of total sales. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



# North West International Trade



## Smylie Limited

Unit 7  
Riverview Business Park  
Riverview Road  
Bromborough  
Cheshire  
CH62 3RR

Website: [www.smylies.com](http://www.smylies.com)  
Employees: 62  
Immediate Parent: N/A  
Managing Director: Mr Chris Smylie  
Press Contact: Claire Murgatroyd  
Tel: 01772 421442  
Email: [claire@mtjpr.co.uk](mailto:claire@mtjpr.co.uk)

Smylie Ltd wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years. Founded in 2003 the company won the Queen's Award for International Trade in 2014. It manages and ships ambient, chilled and frozen fast moving food and drink products manufactured by leading UK brands. Its overseas customers include major international supermarkets, distributors, foodservice companies and embassies and it specialises in the alteration of product packaging, promotion application, label translation and dating for its UK suppliers. Last year it also introduced its first own branded product for international markets. Overseas sales have grown from £13.6 million to £18.9 million; a total growth of 38.9% with international sales accounting for 99% of total sales. It now exports over 20,000 products to over 40 locations worldwide and its top five markets currently are UAE, Hong Kong, Qatar, USA and Bahrain. In the last three years it entered 14 new markets.

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## The Hut Group Limited

Meridien House  
Gadbrook Park  
Rudheath  
Cheshire  
CW9 7RA

Website: [www.thehutgroup.com](http://www.thehutgroup.com)  
Employees: over 4000  
Immediate Parent: N/A  
Founder and CEO: Mr Matthew Moulding  
Press Contact: Viki Tahmasebi  
Tel: 07966 028340  
Email: [viki.tahmasebi@thehutgroup.com](mailto:viki.tahmasebi@thehutgroup.com)

The Hut Group (THG) was founded in 2004 in the North and now operates around the globe. The Group is now regarded as a European technology unicorn, growing rapidly worldwide and operating over 100 websites, selling a wide range of beauty and wellbeing products, direct to consumers through its own, revolutionary operating platform, THG Ingenuity. In addition to its flagship, 1 million square ft. distribution centre outside Warrington, the Group also operates a distribution facility in Kentucky in the USA and recently announced that it is developing a 61,800 sqm production and logistics centre in Poland, bringing next-day delivery to continental Europe. It has seen exceptional growth in its overseas sales of £204 million over the latest three year period 2014, 2015, 2016. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



## The TALL Group of Companies

Unit 2  
Pembroke Court  
Manor Park  
Runcorn  
Cheshire  
WA7 1TJ

Website: [www.tallgroup.co.uk](http://www.tallgroup.co.uk)  
Employees: 150  
Immediate Parent: N/A  
Group Manager: Mr Martin Ruda  
Press Contact: Lynton Buxton  
Tel: 01455 623702  
Email: [lynton.buxton@tallgroup.co.uk](mailto:lynton.buxton@tallgroup.co.uk)

First established in 1991, Runcorn-based TALL Security Print Ltd has grown by acquisition. The TALL Group of Companies Ltd is the holding company for three wholly owned subsidiaries, which act as trading companies of the Group and the invoicing units. The TALL Group is the UK's leading provider of special cheques, credits and secure encoded documents, producing millions of secure documents each month from its fully accredited, secure production facilities. Having won the Queen's Award for Innovation in 2005 for its cheque printing software applications, the Group now operates internationally and is recognised as a market leader, with quality and security as the cornerstones of its success. Its export sales have grown by £3.18 million in three years – a consolidated growth rate of just under 500%. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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# North West Sustainable Development



## Brother UK Ltd

Jones House  
Shepley Street  
Audenshaw  
Greater Manchester  
M34 5JD

Website: [www.brother.co.uk](http://www.brother.co.uk)  
Employees: 198  
Immediate Parent: Brother Holdings Europe Limited  
Managing Director: Mr Phil Jones MBE  
Press Contact: Louise Marshall  
Tel: 07977 126 606  
Email: [Louise.marshall@brother-uk.com](mailto:Louise.marshall@brother-uk.com)

Brother UK Ltd supplies and supports a complete range of technology products, solutions and services across business and consumer markets. It has been based in Greater Manchester since 1968 and has 200 employees. Having worked towards sustainable development since 1994, it has widened its corporate social responsibility activities to include community engagement, employee development and building an amazing workplace. Brother UK provides a recycling scheme in tandem with a sister company and its environmental initiatives include supporting biodiversity, reducing energy, travel emissions and waste. Brother UK ensures staff wellbeing through numerous initiatives, provides colleague recognition schemes, and has invested new technology to support employee engagement activity. Brother UK also ensures the efficient management of resources and has demonstrated that this is embedded in leadership and management. Having won a Queen's Award for Sustainable Development in 2011, this is the second time Brother UK has won in this category.

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## The Lakes Free Range Egg Co Ltd

Meg Bank  
Stainton  
Penrith  
Cumbria  
CA11 0EE

Website: [www.lakesfreerange.co.uk](http://www.lakesfreerange.co.uk)  
Employees: 78  
Immediate Parent: N/A  
CEO: Mr David Brass  
Press Contact: Tracey Errington  
Tel: 07799 640290  
Email: [tracey@marketsense.net](mailto:tracey@marketsense.net)

The Lakes Free Range Egg Co Ltd produces and packages free range and organic free range eggs. Its management focuses on improving chicken welfare and ensures that all of its operations contribute to sustainable development. It has encouraged tree planting across its own farms, its suppliers and the industry. In excess of 600 acres of its own land are planted with 157,000 native trees and shrubs, these woodland edge type habitats optimising biodiversity potential, including that of six endangered bird species. In 2013, it achieved zero waste to landfill, 50% reduction in water consumption and 100% on site energy generation. Its packing station achieved carbon neutrality in 2016. Job creation, contributions to charity and education across all ages are significant, and local suppliers are used whenever possible. Due to their outstanding sector leadership and influence, the Lakes Free Range Egg Co receives a Queen's Award for Sustainable Development.



## Kelvatek Ltd

31 Ferguson Drive  
Lisburn  
BT28 2EX

Website: [www.kelvatek.com](http://www.kelvatek.com)  
Employees: 38  
Immediate Parent: Camlin Ltd.  
Founder & Chairman: Mr John Cunningham CBE  
Press Contact: Jonathan Rodgers  
Tel: 07980 711445  
Email: [j.rodgers@kelvatek.com](mailto:j.rodgers@kelvatek.com)

Kelvatek Ltd is a Northern Ireland based company developing technologies for electricity distribution network operators. They have achieved a Queen's Award for Innovation for a smart fuse for use in electricity distribution networks. During the 1950s and 1960s paper insulated power cables were widely deployed. Today they can suffer from repeated moisture ingress failure, causing power outages to consumers and businesses. Kelvatek, working in conjunction with Electricity North West, developed a smart dual fuse replacement for existing fuses. When a fault occurs, the fuse blows. After a suitable period of time the second fuse is switched in automatically and the supply restored. The fuse then communicates via a local gateway to a cloud server. Information is received at the fault assistance centre that pinpoints the location of the failure, enabling prompt permanent repair. The invention of the fuse, called BIDOYNG, has enabled the development of the service centre as a new business model for the company.

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# Northern Ireland International Trade



## SendMyBag (NI) Ltd

20 Hamilton Road  
Bangor  
Down  
BT20 4LE

Website: [www.sendmybag.com](http://www.sendmybag.com)  
Employees: 32  
Immediate Parent: N/A  
CEO: Mr Adam Ewart  
Press Contact: Adam Ewart  
Tel: 07557 129 239  
Email: [adam@sendmybag.com](mailto:adam@sendmybag.com)

SendMyBag (NI) Ltd is a door to door luggage delivery and personal effects shipping service. The company collects luggage before their clients travel and has it waiting at their destination when they arrive. The service allows their clients to travel with what they want at a price which makes sense. The company is based in Northern Ireland with their head office in Bangor and a development and marketing office in Belfast. Having no vehicles of its own, the company works with contract carriers. Their services ensure that customers no longer have to wait at bag drop or baggage carousels. Customers also avoid excess baggage fees, ever increasing airline baggage fees and can travel hands free to and from the airport. With a three year growth rate of over 287% Send My Bag now generates millions in overseas revenue. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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## Unicorn Flooring Ltd

5 Ferguson Drive  
Knockmore Hill Industrial Park  
Lisburn  
Antrim  
BT28 2EX

Website: [www.flexi-tile.com](http://www.flexi-tile.com), [www.ecolocflooring.com](http://www.ecolocflooring.com)  
Employees: 30  
Immediate Parent: Elm Meadows Ltd  
Managing Director: Mr Roger Pannell  
Press Contact: Chris Love PR  
Tel: 07968 477592  
Email: [chris@lovepr.co.uk](mailto:chris@lovepr.co.uk)

Unicorn Group started in 1984 and now owns various companies providing Washroom products and Steel fabrications. In 2009, Unicorn acquired the trade and assets of Reflex Mouldings and created the business now known as Unicorn Flooring Ltd. Unicorn Flooring's key product is a range of PVC Interlocking floor tiles for factories, warehouses, gyms, garages, shops and offices. The company has adopted a distribution partner-based exporting strategy, with each distributor enjoying exclusivity in their country or region. The export strategy focuses on 3 separate elements: expanding and growing existing distributors, exploring new markets and diversifying the product range. Overseas sales increased by 141% over the last three years, with main markets of Germany, France and Belgium. The proportion of sales exported has grown to 81% of total sales. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



## Ace Aquatec Ltd

25 Castle Street  
Dingwall  
Ross shire  
IV159HU

Website: [www.acequatec.com](http://www.acequatec.com)  
Employees: 3  
Immediate Parent: N/A  
CEO: Mr Nathan Pyne-Carter  
Press Contact: Nathan Pyne-Carter  
Tel: 07862 217320  
Email: [nathan@acequatec.com](mailto:nathan@acequatec.com)

Scottish company Ace Aquatec Ltd, specialises in acoustic marine mammal deterrents and humane electrical fish stunning equipment. Their award is for the development of patented seal deterrent systems, and associated services, which minimise conflict between fish farms and wildlife. The novel systems developed enable fish farmers to comply with wildlife regulations, whilst providing safe environments for their fish stocks. Randomised sound frequency generation negates the problem of hearing impairment in seals, ensures the deterrent is habituation-proof, and does not impact cetaceans or other non-target species. The seal deterrent is provided in conjunction with sonar triggering, 3D time of flight cameras, and electric netting, as a package known as Cage Guard, which provides an effective response to all predators. The system can be monitored remotely through an online portal enabling staff to respond rapidly to any problems. Company sales increased 42%, over the two years reviewed.

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## Firemac Ltd

11 Abbey Road  
North Berwick  
East Lothian  
EH39 4BS

Website: [www.firemac.com](http://www.firemac.com)  
Employees: 17  
Immediate Parent: N/A  
Managing Director: Mr Donald Mackay  
Press Contact: Hannah Mackay  
Tel: 01620 892202  
Email: [hannah@firemac.com](mailto:hannah@firemac.com)

Firemac Limited, based in North Berwick, Scotland, are the recipients of a Queen's Award for Innovation 2018, for developing a unique application method for their existing, UK manufactured glass fibre fabric, used in the fabrication of their fire-resistant ductwork. Firemac has developed, and fire tested to both British and European Standards, a self-adhesive, glass fibre fabric (Firemac FM Fabric PSA) used in the fabrication of fire resistant ductwork, which forms part of a building's overall fire protection. This innovation enables duct manufacturers to apply the fabric at the point of manufacture and not rely upon third party fireproofing contractors. The application is quick, clean and requires no curing time, resulting in fast turnaround and removing the environmental impact of road transit to third party suppliers. Since the introduction of Firemac FM Fabric PSA sales have grown by 42%, establishing Firemac as one of the leading providers of fire resistant ductwork in the UK.

## GDR Food Technology Ltd. t/a Just Gluten Free Bakery

Block 21  
Unit 7  
Motherwell Food Park  
Bellshill  
North Lanarkshire  
ML4 3NP

Website: [www.justglutenfree.co.uk](http://www.justglutenfree.co.uk)  
Employees: 21  
Immediate Parent: N/A  
Managing Director: Mr Ronnie Stebbings  
Press Contact: Ronnie Stebbings  
Tel: 07768 472628  
Email: [stebbing.ronnie@gmail.com](mailto:stebbing.ronnie@gmail.com)

Scottish bread manufacturer, Just Gluten Free Bakery, has received a Queen's Award for Innovation for its development of a vegan, gluten free, bread loaf. The diagnosis of Coeliac disease and gluten sensitivity has grown significantly in recent years as health professionals are becoming more aware of the symptoms. In line with this increase in diagnosis, there has been an increased demand for gluten free products. Many products have been developed to supply this demand, however they all use dairy or eggs to increase the protein content required to bake a loaf. Uniquely, Just Gluten Free Bakery identified ingredients that could replace the dairy and egg content, yet still deliver a product that is similar to a standard bread loaf. This vegan, gluten and allergen free bread loaf, is driving growth for the company, with sales almost doubling over the two year period reviewed.

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## KP Technology Ltd

KP Technology Ltd  
12A Burn Street  
Wick  
Caithness  
KW1 5EH

Website: [www.kelvinprobe.com](http://www.kelvinprobe.com)  
Employees: 12  
Immediate Parent: N/A  
CEO/Director/Founder: Professor Iain Baikie MBE  
Press Contact: Professor Iain Baikie MBE  
Tel: 01955 602777  
Email: [iain@kptechnology.ltd.uk](mailto:iain@kptechnology.ltd.uk)

Caithness based KP Technology Ltd are manufacturers of surface research tools. They are past recipients of Queen's Awards in 2008 for Innovation and 2013 for International Trade. This Award for Innovation is for their design and manufacture of Ambient Pressure Photoemission Spectroscopy (APS) systems. Photoemission is a method for testing the outer atoms making up matter, and is a vital design parameter in modern electronic devices. Traditional equipment requires high-energy light sources housed in ultra-high vacuum environments, which are expensive and complex to operate. The novel APS system developed by the company operates at ambient pressure, removing the need for a vacuum, and utilises a small light source. The whole system is contained in a desk-top unit and requires no maintenance. There is no need for sample preparation, and measurement time is 2 to 3 minutes. The system is making significant contributions to the rapid discovery of new material technologies.

# Scotland

## International Trade



## Bridge of Weir Leather Company Limited

Baltic Works  
Kilbarchan Road  
Bridge of Weir  
Renfrewshire  
BPA11 3RH

Website: [www.bowleather.com](http://www.bowleather.com)  
Employees: 367  
Immediate Parent: Scottish Leather Group Limited  
Managing Director: Mrs Karen Marshall  
Press Contact: James Andrew  
Tel: 07545 505 058  
Email: [james@influenceassociates.com](mailto:james@influenceassociates.com)

Historically, the Bridge of Weir roots can be traced back to 1758, although the Bridge Of Weir Leather Company started trading in 1905 and has one of Europe's largest leather production facilities. The company is part of the Scottish Leather Group and is the only UK leather manufacturer specialising in the automotive industry, supplying many of the world's leading car makers. The company has partnerships in America, Mexico and China to support local customers and strong markets in Germany, Canada and Poland. Initiatives like its sustainability strategy have led to new business, particularly with eco car manufacturers. Overseas sales have grown by 74% over the last three years and the proportion of sales exported has increased to 90% of total sales. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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## Cheeky Chompers Ltd

Midlothian Innovation Centre  
Roslin  
Midlothian  
EH25 9RE

Website: [www.cheekychompers.com](http://www.cheekychompers.com)  
Employees: 11  
Immediate Parent: N/A  
Director: Mrs Julie Wilson  
Press Contact: Julie Wilson / Lisa Bryant  
Tel: 07720290887/ 07737431511  
Email: [julie@cheekychompers.com](mailto:julie@cheekychompers.com)/ [lisa@bumppr.co.uk](mailto:lisa@bumppr.co.uk)

Cheeky Chompers started trading in 2013 and designs and manufactures baby products, with nine product lines. Products include chewy dribble bib, teething comforter and other innovative products, adapting products for the special needs market. The company has adopted a three-strand strategy, which focuses on growth through existing routes to market, continual innovation with new products and developing new partnerships in new geographies. Because Cheeky Chompers sells baby products only, the export strategy is to target profitable markets with high birth rates. The company has distributors in 36 countries, with key markets of USA, Taiwan, Germany, Singapore, Australia, South Korea, Switzerland and South Africa. Overseas sales have grown by 164% over the last three years and the proportion of sales exported has increased to 70% of total sales. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



# Scotland

## International Trade



### Forsyths Ltd

Morayshire Copperworks  
Station Screen  
Rothes  
Moray  
AB38 7AD

Website: [www.forsyths.com](http://www.forsyths.com)  
Employees: 215  
Immediate Parent: N/A  
Chairman: Mr Richard Forsyth  
Press Contact: Richard Forsyth  
Tel: 01340 831787  
Email: [fiona.toovey@forsyths.com](mailto:fiona.toovey@forsyths.com)

Forsyths is a metal fabrication business based in North East Scotland, formed in 1933. The company is now run by the fourth generation. The main areas of business are the oil and gas, and beer, wine and spirit production. In oil and gas the company fabricates structural steelwork, piping, pressure vessels, umbilical/pipe reels and tanks. Forsyth's strategy has been market expansion, acquisitions and diversification. For example, the company diversified into the oil and gas sector in the 1980s when the whisky market dipped. Main markets are Ireland, Norway, Caribbean, USA, New Zealand, Japan, Taiwan and Thailand. Overseas sales have grown by 340% over the last six years and the proportion of sales exported has increased to 25% of total sales. The company wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years.

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### HotDocs Limited

14 South Charlotte Street  
Edinburgh  
EH2 4AX

Website: [www.hotdocs.com](http://www.hotdocs.com)  
Employees: 46  
Immediate Parent: AbacasNext  
AbacasNext CEO: Ms Alessandra Lezama  
Press Contact: Ewan McDonald  
Tel: 0131 220 9023  
Email: [ewan.mcdonald@hotdocs.co.uk](mailto:ewan.mcdonald@hotdocs.co.uk)

HotDocs Limited was founded in 2009 following the acquisition of the HotDocs IPR and United States customer base from Lexis Nexis, in the United States. They are a software business that provides a software platform which enables the automated generation of mission-critical documents allowing a vast reduction in time spent in the production of high volume, repeat documentation such as contracts, agreements and other legal paperwork. Headquartered in Edinburgh and with offices in Atlanta and Utah they service over 11,500 customers in more than 60 countries. In the last three years overseas sales have grown from £3.5m to £5m; an overall growth of 44%. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



# Scotland

## International Trade



## Hydro Group plc

Hydro House  
Aberdeen Energy Park  
Claymore Ave  
Aberdeen  
AB23 8GW

Website: [www.hydrogroupplc.com](http://www.hydrogroupplc.com)  
Employees: 108  
Immediate Parent: N/A  
Managing Director: Mr Doug Whyte  
Press Contact: Rachel Creegan  
Tel: 01224 623960  
Email: [rachel@thinkpr.co.uk](mailto:rachel@thinkpr.co.uk)

Hydro Group plc wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years. Established in 1982 the company is a major national and international supplier of harsh environment engineered products for the oil and gas, marine renewable energy, oceanographic, nuclear, aquaculture and defence industries. The company offers cable and connectivity solutions including umbilical cables, electrical and optical connection systems/assemblies for data, power and signal transmission, penetrators, cable assemblies and terminations all built to withstand the harshest environmental conditions. Overseas sales have increased steeply rising from £2 million to £4.2 million; a total increase of 111%, with overseas sales as a percentage of total sales rising from 27.6% to 40.1%. It operates worldwide and has established offices in USA and Singapore. 39% of it's overseas business is in Asia, 32% in Europe, 24% in USA, and 2% in Canada.

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## **City Building LLP trading as City Building (Glasgow) LLP and City Building (Contracts) LLP**

350 Darnick Street  
Glasgow  
G21 4BA

Website: [www.citybuildingglasgow.co.uk](http://www.citybuildingglasgow.co.uk)  
Employees: 2,231  
Immediate Parent: Glasgow City Council  
Managing Director: Dr Graham Paterson  
Press Contact: Charlene Sweeney  
Tel: 07932 111393  
Email: [Charlene.Sweeney@bigpartnership.co.uk](mailto:Charlene.Sweeney@bigpartnership.co.uk)

City Building LLP was established in 2006 from the former Building Services Department of Glasgow City Council and operates as a construction and property maintenance business. It provides and secures sustainable employment, delivers craft apprenticeships, provides sustainable employment for people with disabilities, and recognises key priorities of social renewal, sustained employment, employee development and training. Through its purchasing policy, City Building supports local or sustainable organisations and has decreased its waste by over 10% in the last five years. Of the remaining waste, 93% is re-used or recycled and further methods by which to divert waste from landfill are being developed. During this period, City Building has also reduced its electricity and water consumption by 18% and 15% respectively. It has undergone many external examinations to gain relevant accreditation and awards. On the basis of its strong performance across all sustainability dimensions, City Building is awarded a Queen's Award for Sustainable Development.

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## **Electronic Temperature Instruments Ltd**

Easting Close  
Worthing  
West Sussex  
BN14 8HQ

Website: [www.etiltd.com](http://www.etiltd.com)  
Employees: 178  
Immediate Parent: N/A  
Managing Director: Mr Peter Webb MBE  
Press Contact: David Carter  
Tel: 07949 699084  
Email: [david.carter@etiltd.co.uk](mailto:david.carter@etiltd.co.uk)

Three time winners of the Queen's Award for International Trade, Electronic Temperature Instruments Ltd of Worthing, have added an Award for Innovation to their collection. The company updated their popular Thermapen range by adding several new features including their patented self-rotating display. Used to test food temperature in busy commercial kitchens, Thermapen delivers an accurate temperature reading in just 3 seconds. The display presents the readout at the correct orientation for the user, whatever angle the thermometer is used at. When combined with automatic on/off, ambient light adjusted display, and bacterial resistant casing, it is easy to see why this thermometer has been the choice of so many professional chefs. The success of Thermapen sales, has driven company growth, and encouraged further investment in technology innovation to maintain a market leading position, and ensure the continued global success of the company.

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## **Focusrite Audio Engineering Limited**

Windsor House  
Turnpike Road  
High Wycombe  
Bucks  
HP12 3FX

Website: [www.focusrite.com](http://www.focusrite.com)  
Employees: 157  
Immediate Parent: Focusrite Plc  
Executive Chairman: Mr Philip Dudderidge  
Press Contact: John West  
Tel: 020 3735 8896  
Email: [jwest@belvederepr.com](mailto:jwest@belvederepr.com)

Focusrite Audio Engineering Limited is a Buckinghamshire based manufacturing business that develops hardware and software products used by audio professionals. Their innovative Scarlett range of audio interfaces connect musicians' instruments to computers effectively turning them into recording studios. One of the major issues with connecting computers to instruments was latency. This is the delay between the signal from the instrument being received by the computer. Scarlett was the first product range to successfully exploit the potential of high speed USB2 connections. The company also developed a novel approach to signal processing, which delivered outstanding latency levels, and enabled multi-channel ability, with high quality digital audio performance. The Scarlett range has enabled musicians to utilise their computers as high quality recording studios, and has demonstrated outstanding commercial success, enjoying a global market share in excess of 50%. By continually investing in consumer focussed innovation, the company has delivered consistent growth.

## Harvey Water Softeners Limited

Hipley Street  
Woking  
Surrey  
GU22 9LQ

Website: [www.harvey.co.uk](http://www.harvey.co.uk)  
Employees: 124  
Immediate Parent: N/A  
Managing Director: Mr Martin Hurworth  
Press Contact: Robert Tomkinson  
Tel: 07723 602254  
Email: [rob.tomkinson@impression.co.uk](mailto:rob.tomkinson@impression.co.uk)

Harvey Water Softeners Limited are based in Surrey and manufacture a range of water softeners. Their award winning innovation is the world's first, compact, non-electric, twin-cylinder water softener for domestic use. With a large proportion of UK homes located within hard water areas, limescale build-up is a significant problem. The company identified that the US water softeners sold in the UK were not ideally suited. They were large, slow and inefficient. This insight encouraged the development of a novel system designed for the UK market. The new design was small enough to fit under a kitchen sink, has two cylinders to remove the need to wait for regeneration to take place, is non-electric, and uses block salt rather than bagged loose salt. The new design machine was welcomed by the UK market. It has been a huge success, and the company has shown consistent strong growth since its introduction

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## Image Processing Techniques Ltd (trading as Omnitek)

Intec 3, Level 1  
Wade Road  
Basingstoke  
Hampshire  
RG24 8NE

Website: [www.omnitek.tv](http://www.omnitek.tv)  
Employees: 35  
Immediate Parent: N/A  
President: Mr Michael Hodson  
Press Contact: Michael Hodson  
Tel: 012563 455920  
Email: [mike.hodson@omnitek.tv](mailto:mike.hodson@omnitek.tv)

In fast moving technology sectors, rapid obsolescence is a significant issue. This is particularly true of video products where definition of image is being continually improved. Many applications require video images to be distorted, to project onto a curved screen, create 360 degree displays, or to correct lens distortions for example. The integrated circuit hardware solutions available for these applications lag behind the improvements in definition. Standard HD has been replaced by 4K and 8K, but integrated circuit hardware only supports HD at 60 frames per second. Omnitek, of Basingstoke, recognised this issue faced by the industry, and developed a FPGA / software solution to keep pace with resolution developments. Delivering live video distortion at up to 120 frames per second and 8K resolution, as well as coping with 3D images and correcting chroma aberration, the system can be field programmable to ensure future proofing. The system is being rapidly adopted by projector manufacturers globally.

## Monodraught Ltd

Halifax House  
Cressex Business Park  
High Wycombe  
Buckinghamshire  
HP12 3SE

Website: [www.monodraught.com](http://www.monodraught.com)  
Employees: 63  
Immediate Parent: VKR Holding  
Managing Director: Mr Andrew McCubbin  
Press Contact: Alejandra Alzate  
Tel: 01494 897 700  
Email: [alejandra.alzate@monodraught.com](mailto:alejandra.alzate@monodraught.com)

Monodraught Ltd of High Wycombe have received a Queen's Award for Innovation for their development of a system that provides intelligent control of ventilation and cooling using phase change materials. The system works all year round, monitoring temperature and CO2 levels to determine exactly how much fresh air and cooling is required. It uses a patented phase change material that acts as a thermal energy store in conjunction with extremely low energy fans to cool the building. It is modular and can scale to suit the building type and size. There can be a high cost to business of maintaining a comfortable working environment with regulated temperature and fresh air. With combined capital and running cost savings of on average 60% compared to air conditioning, the system is delivering significant efficiencies for businesses, as well as dramatically reducing their environmental footprint.

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## Opus 2 International

Winton Place  
16 Blackhills  
Esher  
Surrey  
KT10 9JW

Website: [www.opus2.com](http://www.opus2.com)  
Employees: 87  
Immediate Parent: Opus 2 Magnum Holdings Limited  
Founder & CEO: Mr Graham Smith-Bernal  
Press Contact: Oliver McClintock  
Tel: 020 3008 6611  
Email: [omclintock@opus2.com](mailto:omclintock@opus2.com)

Software developer, Opus 2 International specialises in delivering solutions for the legal profession. Their Award is for the creation of Magnum, a cloud-based technology to replace paper litigation processes. Large legal cases produce vast amounts of marked up and cross-referenced paperwork. By creating a lawyer-friendly, online workspace, which replicates the traditional practices of annotating, collaborating and sharing analysis whilst adhering to the highest industry standards around security, the platform has earned the trust of the industry worldwide. It can be used throughout the entire lifecycle of legal proceedings, from the inception of the matter to judgment. The software allows for a fully electronic court trial, eliminating reliance on paper and integrating live transcription with hyperlinks to all evidence referred to during trial. Aspects of this innovation pertaining to the unique way in which the system manages upload, access and collaboration across documents, are patented. Cost reduction and estimated time savings of 25-30% per trial have encouraged high ranking legal figures to support Magnum's wide adoption.

## Rentokil Initial plc

The Power Centre  
Unit A1 & A2  
Link 10  
Napier Way  
Crawley  
Sussex  
RH10 9RA

Website: [www.rentokil-initial.com](http://www.rentokil-initial.com)  
Employees: 3,359  
Immediate Parent: N/A  
CEO: Mr Andy Ransom  
Press Contact: Malcolm Padley  
Tel: 07788 978 199  
Email: [malcolm.padley@rentokil-initial.com](mailto:malcolm.padley@rentokil-initial.com)

Sussex based Rentokil Initial plc, is a large, and well known, company operating in pest control and hygiene. The company took the saying "Build a better mousetrap, and the word will beat a path to your door" literally. Their efforts have earned them a Queen's Award for Innovation. The innovative humane mousetrap, has at its core a carbon dioxide mechanism used to kill the rodent. This patented mechanism replaces traditional poisons that are slow to act (seconds, rather than days). In addition, the trap is connected via the mobile network to a central monitoring centre. This allows employees to contact customers if rodent activity peaks, wherever the customer may be in the world. The mechanism also allows for monitoring of battery life and signal strength. Rentokil technicians in the area can be alerted to traps being activated, allowing them to attend the scene in a timely and efficient manner.

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## tImNEXUS Ltd

Telecom House  
125-135 Preston Road  
Brighton  
East Sussex  
BN1 6AF

Website: [www.tlmnexus.com](http://www.tlmnexus.com)  
Employees: 78  
Immediate Parent: N/A  
Director: Mr David Appleton  
Press Contact: Tony Graves  
Tel: 07806 915584  
Email: [tgraves@tlmnexus.com](mailto:tgraves@tlmnexus.com)

tImNEXUS Ltd of Brighton, have been recognised with a Queen's Award for Innovation for their development of a software solution called Resolve. This novel solution links all supporting airworthiness information for the majority of aircraft within the RAF fleet. Through its ability to integrate a multitude of existing data systems, Resolve is able to present a single point of reference for those involved in managing and assessing airworthiness. Previously, airworthiness and engineering data regarding an aircraft was kept on numerous separate systems. Collating the required information for airworthiness approval, was complex, time-consuming, and had potential for errors. Originally designed for the RAF's Typhoon aircraft, Resolve represents a significant step forward in the management of safety, through-life engineering and airworthiness assessment. The system provides an audit-able trail of information and opportunity for two-way reporting of issues. The system is further being developed to cover land vehicles and sea vessels.

## Trio Healthcare Ltd

Missenden Abbey  
London Road  
Great Missenden  
Buckinghamshire  
HP16 0BD

Website: [www.TrioOstomyCare.com](http://www.TrioOstomyCare.com)  
Employees: 11  
Immediate Parent: N/A  
Managing Director: Mr Lloyd Pearce  
Press Contact: Lloyd Pearce  
Tel: 01756 700599  
Email: [lloyd.pearce@triohealthcare.co.uk](mailto:lloyd.pearce@triohealthcare.co.uk)

Trio Healthcare LTD is a privately owned business operating from 2 UK locations. Great Missenden, Buckinghamshire and Skipton, North Yorkshire. It has re-focused its strategy on the manufacture and delivery of innovative technology in medical adhesives. Abdominal stomas are surgically created intestinal openings, as a result of conditions such as colorectal cancer, crohns, and colitis. Patients with stomas have bags attached to collect the body's waste. Previously these bags were fixed with 40 year old technology adhesives. It is reported that over 30% of patients experience leaking. This causes skin problems and embarrassment. The silicone adhesives developed by the company stick instantly, do not leak, allow the skin to breathe and are easily removed. The benefits to patients are significant, particularly in terms of comfort and assured fit. By protecting skin, there's a reduction in the need for nursing assistance which delivers savings to the NHS and health authorities around the world. This innovation is improving lives and is recognised with a Queen's Award.

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## Williams Advanced Engineering Limited

Grove  
Oxfordshire  
OX12 0DQ

Website: [www.williamsf1.com/advanced-engineering](http://www.williamsf1.com/advanced-engineering)  
Employees: 250  
Immediate Parent: Williams Grand Prix Engineering Limited  
Managing Director: Mr Craig Wilson  
Press Contact: Matthew Knowles  
Tel: 07483 016079  
Email: [matthew.knowles@williamsf1.com](mailto:matthew.knowles@williamsf1.com)

Williams Advanced Engineering Limited is an Oxfordshire based company that has developed the battery system that powers all the cars in Formula E, the first electric racing series in the world. The system had to meet stringent safety regulations, crash testing, and air safety regulations, so that cars could be transported around the world. Technical innovations within the system include two patent applied for cell cooling inventions. The first is for a removable bladder providing cooling fluid to the batteries, whilst retaining the ability to change batteries rapidly. The second is for a novel heat exchange module which is free to flex, and expand or contract, as cells change temperature. Technologies developed in this project are being introduced into commercial electric and hybrid car production, demonstrating how race technology influences the wider auto-industry. The system has consistently outperformed the original brief, and demonstrates a level of innovation which has earned a 2018 Queen's Award.

## South East International Trade



### Benevo

Unit D  
Downley Business Park  
12 Downley Road,  
Havant  
Hampshire  
PO9 2NJ

Website: [www.benevo.com](http://www.benevo.com)  
Employees: 9  
Immediate Parent: Vegeco Ltd  
Managing Director: Mr Darrell de Vries  
Press Contact: Mr Darrell de Vries  
Tel: 023 9245 3355  
Email: [darrell@vegeco.com](mailto:darrell@vegeco.com)

Benevo started trading in 2005 and supplies pet food and vegetarian dog food. Because most of the pet market buys meat pet food products, Benevo has developed its strategy to target a niche market using an online presence to attract mainly small, owner-manager online businesses, with a few larger buyers. Main current export markets include Germany and Spain, with large vegetarian and organic markets, as well as Asia and the Middle East. Overseas sales have grown by 50% over the last three years and the proportion of sales exported has increased to 45% of total sales. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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### Childrensalon Ltd

Unit 21  
Decimus Park  
Kingstanding Way  
Tunbridge Wells  
Kent  
TN2 3GP

Website: [www.childrensalon.com](http://www.childrensalon.com)  
Employees: 235  
Immediate Parent: N/A  
CEO: Mrs Michele Harriman - Smith  
Press Contact: Giulia Corbella  
Tel: 07392 085253  
Email: [giulia@childrensalon.com](mailto:giulia@childrensalon.com)

Childrensalon was originally founded in 1952 by Sybil Harriman, as a childrens-wear boutique in central Tunbridge Wells. The shop was launched selling beautiful own-brand handmade smocked dresses and boys suits and it flourished as a boutique on the high street. In 1999, daughter Michele and son-in-law George Harriman-Smith decided to take the business online. Childrensalon's online sales grew steadily and now represent 99% of sales through Childrensalon.com. A long established British heritage brand, it is renowned for dressing children beautifully, Childrensalon offers over 270 of the most desirable and prestigious brands to customers in 160 countries. Growth of the company's overseas sales in the last six years alone has averaged 47% year on year, rising from £11.5 million to £52.5 million in the six year period to 2016. The company wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years.



## South East International Trade



### EnSilica Limited

48 West Forest Gate  
Wellington Road  
Wokingham  
Berkshire  
RG40 2AT

Website: [www.ensilica.com](http://www.ensilica.com)  
Employees: 48  
Immediate Parent: N/A  
Managing Director: Mr Ian Lankshear  
Press Contact: Nigel Robson  
Tel: 01 4812 33080  
Email: [nigel@vortexpr.com](mailto:nigel@vortexpr.com)

EnSilica Limited is headquartered in Wokingham, Berkshire with design centres in Bristol and Oxford, and has been trading since 2001. They design and manufacture custom silicon chips, providing complete turn-key chip and systems design, development and supply services. They have worked directly for systems companies in sectors including consumer, industrial, automotive and medical. They sell to the United States, Asia and mainland Europe. They invest in key intellectual property and recruit the best in class engineering talent to reduce the overall time to market for the end customer. Success in the innovative German automotive sector has generated interest from other automotive customers around the world, in particular the United States and Japan. With very strong growth in overseas sales, net profits and overall sales, EnSilica Limited wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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### EUDRAC Ltd

59A Monument Park  
Warpsgrove Lane  
Chalgrove  
Oxon  
OX44 7RW

Website: [www.eudrac.com](http://www.eudrac.com)  
Employees: 6.5  
Immediate Parent: EUDRAC GmbH  
Managing Director: Mrs Carole Pugh  
Press Contact: Carole Pugh  
Tel: 07767 784462  
Email: [carole.pugh@eudrac.com](mailto:carole.pugh@eudrac.com)

Established in 2009, EUDRAC Ltd is a specialised regulatory affairs and pharmacovigilance services company providing support to pharmaceutical companies throughout the lifecycle of their medicinal product(s) to ensure that medicinal products meet governments' requirements for quality, safety and efficacy. Most of their overseas clients were established over the last 5 years and their overseas sales have grown by 127% in the last three years. The company has demonstrated strong growth across the period of this application, also increasing the percentage it exports from 44% to 60%. The company has links across Europe with a particularly strong presence in several key markets including Switzerland as well as the USA. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



## South East International Trade



### Frog Bikes Ltd

Units 7 - 9  
Silwood Business Centre  
Buckhurst Road  
Ascot  
Berkshire  
SL5 7PW

Website: [www.frogbikes.com](http://www.frogbikes.com)  
Employees: 37  
Immediate Parent: N/A  
Chief Frog: Mr Jerry Lawson  
Press Contact: Val Benyon  
Tel: 01784 557307  
Email: [val@frogbikes.com](mailto:val@frogbikes.com)

Frog Bikes Limited, based in Ascot, Berkshire has been trading since 2013. They design, manufacture and sell a wide range of lightweight aluminium children's bikes and accessories through 1,410 independent bike stores. Most kids' bikes are heavy and poorly designed, so an opportunity was realised for good quality, affordable lightweight bikes. Assembly used to be in the Far East, however since 2016, bikes are assembled in Wales, resulting in reduced lead times and stock holding, making them more responsive to changes in demand. Overseas sales grew almost ten-fold, with percentage sales exported growing to over one quarter. They sell to North America, Europe, Japan, Hong Kong, Australia, Thailand and UAE, where consumers like to buy British. As a relative start-up, Frog Bikes Limited has successfully grown the business and developed an approach for quick market entry and wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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### Image Processing Techniques Ltd (trading as Omnitek)

Intec 3, Level 1  
Wade Road  
Basingstoke  
Hampshire  
RG24 8NE

Website: [www.omnitek.tv](http://www.omnitek.tv)  
Employees: 35  
Immediate Parent: N/A  
President: Mr Michael Hodson  
Press Contact: Michael Hodson  
Tel: 012563 455920  
Email: [mike.hodson@omnitek.tv](mailto:mike.hodson@omnitek.tv)

Image Processing Techniques Ltd. trading as Omnitek was established in 1998 and is a video and vision IP (intellectual property) consultancy as well as a manufacturer of test and measurement equipment for all areas of audio and video broadcasting. It is a leader in its highly technical field, which includes some very large competitors. Despite this the company has managed to grow its export sales by 128% in three years by closely monitoring changes in its marketplace to ensure the company is ahead of its competition in meeting customer demands. Exports now represent some 80% of total sales. It has a simple market segmentation system and an appropriate overseas distribution network. It has also adopted best practice in the area of intellectual property protection. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



## South East International Trade



### Intralink Limited

4a Hitching Court  
Abingdon  
Oxon  
OX14 1RG

Website: [www.intralinkgroup.com](http://www.intralinkgroup.com)  
Employees: 11  
Immediate Parent: Lasumo Holdings Limited  
CEO: Mr Gregory Sutch  
Press Contact: Tariq Khwaja  
Tel: 07833 336 271  
Email: [tariq.khwaja@tk-associates.com](mailto:tariq.khwaja@tk-associates.com)

Intralink Ltd was founded in 1990 to help British companies export their products and services to four markets in East Asia and China, Japan, South Korea and Taiwan. They also offer market development services to European and North American companies wishing to export their products and services to these markets. International sales have grown year on year by a total of 146% from £1.5m to £3.8m. Their top overseas markets include the USA, France, Japan, Spain and Canada. In 2016/17, they provided their East Asia market development services to clients in 16 overseas countries including: Germany, France, Finland, Israel, Norway, Spain, Switzerland, United States, Canada, Australia, China, Hong Kong, Japan, Korea, Singapore, and Thailand. The company has grown its international sales consistently and wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years.

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### Jon Tibbs Associates Limited

A7/A8 Speldhurst Business Park  
Langton Road  
Speldhurst  
Tunbridge Wells  
Kent  
GUTN3 0AQ

Website: [www.jtassocs.com](http://www.jtassocs.com)  
Employees: 15  
Immediate Parent: Jon Tibbs Associates (Holdings) Limited  
CEO: Mr Jon Tibbs OBE  
Press Contact: Jon Tibbs  
Tel: 07909 974 727  
Email: [jon@jtassocs.com](mailto:jon@jtassocs.com)

Founded in 2001 as a partnership Jon Tibbs Associates Ltd. considers itself to be the world's leading independent sports public relations and international political relations consultancy. It became a limited company in 2008, opened a new office in London in 2012 with others in Los Angeles in 2016 then Moscow in 2017. The company offers a highly developed product to a niche market sector across the world. It knows its potential clients well and works hard to offer a high quality service to retain clients and grow its reputation, helping to secure new business in new territories. It uses projects in new countries to secure a base for further growth in that country. Export sales grew by two thirds and profits more than doubled over the period of entry. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



## South East International Trade



### Lanzante Ltd

23 London Road  
Petersfield  
Hampshire  
GU31 4BQ

Website: [www.lanzante.co.uk](http://www.lanzante.co.uk)  
Employees: 12  
Immediate Parent: N/A  
Managing Director: Mr Dean Lanzante  
Press Contact: Dean Lanzante  
Tel: 017308 87277  
Email: [alex@lanzante.com](mailto:alex@lanzante.com)

Lanzante Ltd wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years. Established in 1988 the company specialises in rare historic racing cars and high performance motor cars. It engineers ultra-rare high performance cars to make them safe for road use, restores historic and classic cars, and prepares cars to enter big races or high profile motorsport events. The company enters these events as a team and has won classic races like the Le Mans Classic and Goodwood. Its race based research and development processes, rapid trailing and prototyping methods and engineering expertise are now in demand from exclusive car manufactures like McLaren in the production of their own collectors' models. Overseas sales have increased steeply from £1.6 million to £15.1 million; a rise of 820%. The company sells in 15 markets across Europe, USA, Middle East and Far East.

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### Loadbalancer.org Limited

Compass House  
North Harbour Business Park  
Portsmouth  
Hampshire  
PO6 4PS

Website: [www.loadbalancer.org](http://www.loadbalancer.org)  
Employees: 25  
Immediate Parent: N/A  
Founder & CEO: Mr Malcolm Turnbull  
Press Contact: Malcolm Turnbull  
Tel: 07584 469484  
Email: [malcolm@loadbalancer.org](mailto:malcolm@loadbalancer.org)

Loadbalancer.org Ltd was created in 2002 to sell load balancers to a range of companies across the world and has been globally recognised as experts that can be trusted to keep businesses running 24/7. They now have 12,000 deployments in 74 countries spanning over 15 years. In 2006 they opened an office in the USA, selling product directly to clients. This was followed by offices in Canada (2010) and Germany (2012). In the last three years overseas sales have grown from £763k to £1.4m, an overall increase of 86%. This family owned and run company has built a business competing internationally with major players based on its core ethics and unique approach. It has seen a dramatic expansion in its sales and it has established itself strategically in all its key markets. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



## **Maritime Zone Solutions Limited**

The Little Brew House  
Horsefair Tower  
The Horsefair  
Romsey  
Hampshire  
SO51 8EZ

Website: [www.maritimezonesolutions.com](http://www.maritimezonesolutions.com)  
Employees: 3  
Immediate Parent: N/A  
Managing Director: Dr Lindsay Parson  
Press Contact: Lindsay Parson  
Tel: 07771 653643  
Email: [L.Parson@maritimezonesolutions.com](mailto:L.Parson@maritimezonesolutions.com)

Established in 2010 Maritime Zone Solutions Ltd was a spin-out from a large publicly owned organisation. It is a small but highly specialised provider of niche maritime services to developing states around the world. The company identifies need and ensures its potential clients are aware of it for when need changes into actual projects. The company comprises just three people but accesses highly specialised contractors from its network to meet the specific needs of each project. This allows it to be highly flexible in reacting to an unpredictable marketplace. Sales over the last three years have grown by over 550% and profits by more than 1100%. Maritime Zone Solutions Limited wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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## **NCMT Ltd**

Ferry Works  
Summer Road  
Thames Ditton  
Surrey  
KT7 0QJ

Website: [www.ncmt.co.uk](http://www.ncmt.co.uk)  
Employees: 111  
Immediate Parent: NCMT Holdings Ltd  
Managing Director: Mr Dave Burley  
Press Contact: Dave Burley  
Tel: 020 8398 4277  
Email: [daveburley@ncmt.co.uk](mailto:daveburley@ncmt.co.uk)

NCMT Limited is based in Thames Ditton, Surrey and has been in business since 1964. They supply production engineered manufacturing solutions, mainly to the aero engine and land turbine industries. They collaborated with Rolls Royce in 2001 to develop a high material removal technique with VIPER grinding machines providing bespoke turnkey production solutions to efficiently manufacture gas turbine components. 60 machines have been installed for Rolls Royce and 200 have been sold in the UK, Europe, Thailand and Mexico. NCMT invest in research and development and provide rapid delivery times for production equipment of eight to ten weeks. With the aerospace industry predicted to slowdown by 2019/2020, a new process is being developed for gear manufacture, with sales already in Belgium. With strong year on year growth in overseas sales and growth in percentage sales overseas, NCMT Limited wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

## South East International Trade



### NextGen Technology Limited

Alba House  
Mulberry Business Park  
Fishponds Road  
Wokingham  
Berkshire  
RG41 2GY

Website: [www.nextgen-technology.com](http://www.nextgen-technology.com)  
Employees: 21  
Immediate Parent: NextGen Holdings Limited  
Managing Director: Mr Harbans Dass  
Press Contact: Andor Miles Board  
Tel: 03331 120015  
Email: [andor.miles.board@ngtech.co.uk](mailto:andor.miles.board@ngtech.co.uk)

NextGen Technology Limited is a subsidiary of NextGen Holdings Ltd and was formed in 2004. The business delivers interoperability testing and analysis services for the automotive industry and its tier-one suppliers, specialising in Bluetooth and other wireless technologies in the in-vehicle infotainment system space. Their specialism is the testing of automotive infotainment systems for Bluetooth, WiFi, USB and mirroring technologies such as Apple CarPlay and Android Auto. They have office locations throughout the world which allow them to service the automotive markets of North America, Europe and Asia and provide stable outreach for NextGen services into the emerging markets. Total overseas sales have grown by £2.41 million over a six-year period – a consolidated growth rate of over 291%. The company wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years.

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### Oceanair Marine Ltd

Atlantic House  
1-3 Ellis Square  
Selsey  
West Sussex  
PO20 0AY

Website: [www.oceanair.co.uk](http://www.oceanair.co.uk)  
Employees: 198  
Immediate Parent: Dometic PLC  
Managing Director: Mr Andy FitzGerald  
Press Contact: Catherine Grinstead  
Tel: 012 4360 6909  
Email: [catherineg@oceanair.co.uk](mailto:catherineg@oceanair.co.uk)

Oceanair Marine Ltd wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years. Established in 1990 the company designs, manufactures and distributes interior window treatments, shading solutions and soft furnishing for super yachts, marine vessels, high end homes, commercial buildings and specialist motor vehicles. Overseas sales have grown strongly year on year over three years from £6.7 million to £10.9 million, total growth of 61%. Over the period overseas sales as percentage of total sales rose from 73% to 77.5%. The company is an international company that has exported since its inception. It now has a manufacturing facility with sales and distribution offices in the USA, sales offices in France, Germany and Italy and distribution networks in 35 countries globally. Its top markets currently are USA, France, Germany, Netherlands and Bermuda and it is experiencing strong growth in newer markets like Turkey, Cyprus, Vietnam and Taiwan.



## South East International Trade



### PROINSO UK Limited

943 Yeovil Road  
Slough  
Berkshire  
SL1 4NH

Website: [www.proinso.net](http://www.proinso.net)  
Employees: 8  
Immediate Parent: Proyectos Integrales Solares SL  
CEO: Mr Mark Randall  
Press Contact: Mark Randall  
Tel: 078902 09499  
Email: [mrandall@proinso.net](mailto:mrandall@proinso.net)

PROINSO UK Ltd wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years. Founded in 2011 the company is an integration and distribution business with a primary focus on solar energy with the in-house capability to design and engineer systems combined with the purchasing power to acquire the principal components for systems, providing a comprehensive service to clients. The company also manufactures its own solar structures and trackers and offers a consultancy service on solar energy project development to construction companies in emerging markets. Overseas sales have grown steeply with an increase of 144.7% over the last 3 years. The company's business is now mostly international with overseas sales accounting for 99.2% of business. It now sells in 20 markets worldwide and growth has been focussed in emerging markets. The company's top 5 markets currently are India, Philippines, Japan, South Africa and Indonesia.

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### Protec Technical Ltd

21-23 East Street  
Fareham  
Hampshire  
PO13 9JT

Website: [www.protectechnical.co.uk](http://www.protectechnical.co.uk)  
Employees: 11  
Immediate Parent: N/A  
Managing Director: Mr Malcolm Roberts  
Press Contact: Malcolm Roberts  
Tel: 07753 981994  
Email: [m.roberts@protectechnical.co.uk](mailto:m.roberts@protectechnical.co.uk)

Protec Technical Ltd. was established in 2003 as a technical recruitment and staffing company with an increasing focus on the aerospace sector. The UK marketplace is mature, which both offers limited room for growth and reduces margins. Its predominantly European market has on the contrary offered both growth and higher margins. The company continues to operate solely from its UK base, promoting itself through industry contacts and direct approaches to potential clients. It has grown its overseas sales considerably in the last three years, deriving two thirds of sales from overseas and increased its profits by just over 200%. Protec Technical Ltd. wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



## South East International Trade



### R & M Electrical Group limited

Units 1 & 2  
362A Spring Road  
Sholing  
Southampton  
Hants  
SO19 2PBG

Website: [www.rm-electrical.com](http://www.rm-electrical.com)  
Employees: 177  
Immediate Parent: R & M Electrical Holdings Limited  
Chairman: Mr Brian Robinson  
Press Contact: Tim Coomer  
Tel: 07730 284 410  
Email: [tim.coomer@rm-electrical.com](mailto:tim.coomer@rm-electrical.com)

R & M Electrical Group Ltd wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales for the last six years. Established in 1987 the company specialises in the supply of marine, industrial, flameproof and hazardous area electrical equipment and onshore/offshore cable packages. It supplies major contracts for electrical bulk, containment and cable packages to internationally recognised marine, gas, construction, petrochemical and industrial companies worldwide. Overseas sales have grown substantially year on year over six years from £12.9 million to £35.9 million; a total growth of 176.7%. Overseas sales now account for over half the company's total business rising over the period from 19.7% to 55.7%. The company now exports to over 80 countries worldwide and their current top five international markets are Azerbaijan, Kazakhstan, USA, Ireland and UAE.

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### Specac Limited

River House  
97 Cray Avenue  
Orpington  
Kent  
BR54HE

Website: [www.specac.com](http://www.specac.com)  
Employees: 61  
Immediate Parent: N/A  
Managing Director: Mr David Smith  
Press Contact: Hazel Hall  
Tel: 07855 215235  
Email: [hazel.hall@specac.co.uk](mailto:hazel.hall@specac.co.uk)

Specac Limited is based in Orpington, Kent and has been in business since 1971. They design and manufacture accessories for spectrometers used in science and industry. In particular they supply sample-analysis accessories, high-specification equipment using mirrors and crystal materials to direct infrared lights. They sell to 70 countries across five continents, including the United States, China, Germany, Singapore and Japan. Innovation in new product development is key, with a target of three new products a year. Export represents 90% of their sales and the remaining 10% is often exported by original equipment manufacturers. Export has been the heart of the business since 2008 when they first travelled overseas to actively manage relationships, visit trade shows and boost sales. With growth in overseas sales, total sales and percentage overseas sales, whilst turning losses into profit, Specac Limited wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years.



## South East International Trade



### The Company of Animals Ltd

Ruxbury Farm  
St Anns Hill Road  
Chertsey  
Surrey  
KT16 9NL

Website: [www.thecompanyofanimals.co.uk](http://www.thecompanyofanimals.co.uk)  
Employees: 24  
Immediate Parent: N/A  
Managing Director: Mr Mark Turrell  
Press Contact: Mark Turrell  
Tel: 01932 574291  
Email: [mark.turrell@companyofanimals.co.uk](mailto:mark.turrell@companyofanimals.co.uk)

The Company of Animals Ltd wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years. Founded in 1986, the company designs, manufactures and markets pet training and behaviour products. It sells through distributors and wholesalers to major retail chains and retail outlets globally and has recently opened its own subsidiary operation in the USA. It also sells to international internet retailers. Overseas sales have increased year on year over six years rising from £2.9 million to £10.7 million; a total rise of 268% with overseas sales as a percentage of total sales growing from 39.7% to 68.3%. The company sells world wide through an extended wholesaler/distributor network and via the internet. Its top five markets currently are Germany, Canada, France Spain and Australia.

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### The Source (Hastings) Ltd

Maunsell Road  
St Leonards On Sea  
East Sussex  
TN38 9NN

Website: [www.sourcebmx.com](http://www.sourcebmx.com)  
Employees: 38  
Immediate Parent: N/A  
Managing Director: Mr Richard Moore  
Press Contact: Richard Moore  
Tel: 01424 460943  
Email: [rich@sourcebmx.com](mailto:rich@sourcebmx.com)

The Source (Hastings) Ltd was founded in 2003 by brothers Richard and Marc Moore, the business is now one of the most high-profile BMX shops in the world. Started as a partnership when they were 19 and 21, the business was incorporated in 2010 and has subsequently grown in every year since. They began the company by selling promotional samples from their time as sponsored BMX riders and photo journalists, and watching the market closely, they developed a comprehensive knowledge and contact base. They use the flagship store and skate-park in Hastings, the Source Park, as a marketing tool to drive sales on the website from across the UK and around the Europe, and e-commerce now represents 85% of the company turnover. Overseas sales grew by over £1.03 million (390%) in three years. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



## South East International Trade



### TPS Global Logistics

Unit 2  
Larkfield Mill  
Bellingham Way  
Larkfield  
Aylesford  
Kent  
ME20 6SQ

Website: [www.tps-global.com](http://www.tps-global.com)  
Employees: 33  
Immediate Parent: N/A  
Managing Director: Mr Matt Smith  
Press Contact: Matt Smith  
Tel: 0101634 551030  
Email: [matt.smith@tps-global.com](mailto:matt.smith@tps-global.com)

TPS Global Logistics is a multi-modal logistics company providing freight forwarding services, trading since 2003. They recently expanded their services and joined forces with sister company CRM Logistics Limited, to become TPS Global Logistics, now employing 33 people in the offices, warehouse and delivery team. It was a winner of the Queen's Award for International Trade in 2015. Services include international freight forwarding and supply chain management, warehousing and domestic transport as well as supplying labour and courier services utilising their own team and vehicles. Total sales have increased year on year over 3 years rising by a total of 33.4% . The company operates worldwide. They have developed a core account management team to support its marketing by attending networking events, trade shows and exhibitions to meet overseas agents personally, to create business partnerships. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years. In recognition of this work the organisation has been awarded the Queen's Award for Promoting Opportunity.

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### Warpaint Cosmetics (2014) Ltd

Units B & C  
Orbital Forty Six  
The Ridgeway Trading Estate  
Iver  
Buckinghamshire  
SL0 9HW

Website: [www.w7cosmetics.co.uk](http://www.w7cosmetics.co.uk)  
Employees: 46  
Immediate Parent: Warpaint London PLC  
Joint CEO: Mr Eoin Macleod, Mr Sam Bazini  
Press Contact: Perry Minster  
Tel: 017536 39130  
Email: [perry@w7cosmetics.co.uk](mailto:perry@w7cosmetics.co.uk)

Warpaint Cosmetics (2014) Ltd, a trading subsidiary of AIM quoted Warpaint London plc, wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years. The company is a colour cosmetics business producing its own design focussed cosmetic brand, W7, with a range of over 500 products, primarily targeting the 16-30 age group. The company supplies high street retailers, independent beauty shops and distributors in over 50 countries, worldwide. Overseas sales have increased steeply over the last three years from £2.0 million to £10.4 million. Total growth over the period was 420% and overseas sales as a percentage of total sales rose year on year from 43.1% to 47.5%.



# South East International Trade



## Zone3 Ltd

1 Bridge Park  
Merrow  
Guildford  
Surrey  
GU4 7BF

Website: [www.zone3.com](http://www.zone3.com)  
Employees: 15  
Immediate Parent: N/A  
CEO: Mr James Lock  
Press Contact: Lucy Hewson  
Tel: 020 7644 9988  
Email: [lucy@spongemarketing.com](mailto:lucy@spongemarketing.com)

Zone3 Ltd wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years. Zone3 was founded in 2009 by elite triathlete James Lock and designs and produces performance sportswear for triathletes and swimmers. The brand has organically grown to become a market leader and the product range has received nine years of award winning reviews which continues to boost demand. It sells through distributors, retailers and direct to the public. Triathlon sportswear is a niche market and to achieve growth the company needed to establish the business as an international business from inception and it now exports to 20 countries worldwide. Overseas sales have risen steeply year on year over three years from £855k to £1.4 million, a total rise of 67.5% and overseas sales as percentage of total sales also grew year on year over the period from 32.7% to 36.2%. Currently its top five markets are Sweden, Denmark, Spain, Holland and USA.

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## Advanced Insulation Limited

Unit E  
Quedgeley West Business Park  
Bristol Road  
Gloucester  
Gloucestershire  
GL2 4PA

Website: [www.advancedinsulation.com](http://www.advancedinsulation.com)  
Employees: 424  
Immediate Parent: Advanced Insulation Group Limited  
Managing Director : Mr Andrew Bennion  
Press Contact: James Jeffrey  
Tel: 01452 880871  
Email: [James.Jeffrey@aisplc.com](mailto:James.Jeffrey@aisplc.com)

With two previous Innovation Awards (2013 and 2016), and a 2016 International Trade Award, Gloucester based Advanced Insulation Ltd has demonstrated how continued investment in innovation drives company growth. This award is made for the development of the ContraFlame MS400 system, which provides combined thermal insulation and fire protection for off-shore oil and gas rigs. It is lightweight, limits corrosion through being water repellent, and is simple to install. With weight savings of between 52% and 80% compared to traditional materials, ContraFlame MS400 delivers significant savings to rig operators. As drilling and production rigs are installed in ever harsher environments, the need for thermal insulation is greater than ever. By developing lightweight solutions, that are non-toxic and can be installed with simple tools, Advanced Insulation has provided an outstanding solution. This innovation has grown over four years to represent 27% of the company's turnover.

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## Divelements Limited trading as SkyDemon

Clark House  
Higher Kingsbury  
Milborne Port  
DT9 5EB

Website: [www.skydemon.aero](http://www.skydemon.aero)  
Employees: 4  
Immediate Parent: Tim Dawson (Holdings) Limited  
Managing Director: Mr Tim Dawson  
Press Contact: Hannah Hart  
Tel: 01963 250029  
Email: [hannah@skydemon.aero](mailto:hannah@skydemon.aero)

SkyDemon was launched at the end of 2009 by Tim Dawson, who is also Managing Director. An outstanding software developer, he also earned his private pilot's license some 15 years ago. The company develop software which pilots use to plan and then navigate their flights throughout Europe. The process of safely planning a flight can be a difficult and tedious one, involving bringing together information from many different sources. SkyDemon presents this information to pilots in an intuitive way, leading to an increase in air safety for everyone. It has seen its Overseas Sales grow impressively since its launch. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

## Fluvial Innovations Ltd

2-3 Harwell Road  
Nuffield Industrial Estate  
Poole  
Dorset  
BH17 0GE

Website: [www.fluvial-innovations.co.uk](http://www.fluvial-innovations.co.uk)  
Employees: 2  
Immediate Parent: N/A  
Managing Director: Mr Simon Phelps  
Press Contact: Simon Phelps  
Tel: 01202 678580  
Email: [info@fluvial-innovations.co.uk](mailto:info@fluvial-innovations.co.uk)

Fluvial Innovations Ltd is a small Dorset based business that has developed a novel, patented, solution to a rising problem. When flood waters threaten homes and businesses, sandbag barriers are the usual response. Unfortunately, they are difficult to deploy, tend to leak, and are difficult to remove once the threat has subsided. Fluvial Innovations invented Floodstop Barriers as a response to these shortcomings. The interlocking, reusable plastic barriers, stack neatly for storage when not required, and are easily deployed when a flood threat is imminent. Ingeniously, Floodstop Barriers use the weight of flood water itself, to provide the ballast which secures them in place. Once the water recedes this ballast simply drains away. Leaving the barriers simple to dismantle and store away for future use. For properties that are regularly threatened with flooding, this re-useable solution is a practical, cost effective, and environmentally sound alternative to sand bags. In recognition of this work the organisation has been awarded the Queen's Award for Promoting Opportunity.

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## Jo Bird & Co Ltd

Factory Lane  
Bason Bridge  
Highbridge  
Somerset  
TA9 4RN

Website: [www.jobird.co.uk](http://www.jobird.co.uk)  
Employees: 20.6  
Immediate Parent: N/A  
Managing Director: Mr Guy Atkins  
Press Contact: Guy Atkins  
Tel: 01278 785546  
Email: [guy.atkins@jobird.co.uk](mailto:guy.atkins@jobird.co.uk)

Jo Bird & Co Ltd is a small company based in Somerset that design and manufacture lifesaving and fire equipment storage. To add to their International Trade 2013 award, the company has now won a Queen's Award for Innovation for the design and manufacture of advanced composite cabinets for protecting fire equipment in extreme environments. Using advanced Resin Transfer Moulding technology, the company developed improved cabinets which protect contents against prolonged exposure to hazardous environments such as high winds, tropical rain, salt water spray and extreme temperatures. The level of innovation demonstrated is high not only in the design aspects of the product, but also in the manufacturing techniques. These are significantly more efficient than previous methods, improve the working environment and reduce overall wastage. As a result of the innovation process the company's reputation has been enhanced and benefits have been delivered across its activities.

## Ndemic Creations

129 Cumberland Road  
Bristol  
BS16UY

Website: [www.ndemiccreations.com](http://www.ndemiccreations.com)  
Employees: 6  
Immediate Parent: N/A  
CEO/Founder: Mr James Vaughan  
Press Contact: James Vaughan  
Email: [james@ndemiccreations.com](mailto:james@ndemiccreations.com)

Ndemic Creations is a Bristol based software development company. Their Queen's Award for Innovation has been given for their highly successful video game, Plague Inc, which realistically simulates the spread of infectious disease outbreaks. In the game players take control of a dangerous new plague and must evolve it and take over the world in order to win. The game combines real world data with in-depth research of medical science to realistically simulate a global outbreak and create a compelling narrative. The game has been played by over 100 million people worldwide and the game is still top of the App Store charts 6 years after it first launched. The reality of the game scenarios has led to it being used in classrooms by teachers and professors as a novel way to engage students with medical science. Since its launch the business has grown dramatically, and the original £2,500 founder investment recovered within an hour of release.

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## One Team Logic Limited

Escalus House  
1 Queen Mother Square  
Poundbury  
Dorset  
DT2 8DY

Website: [www.myconcern.co.uk](http://www.myconcern.co.uk)  
Employees: 26  
Managing Director: N/A  
CEO: Mr Martin Baker QPM  
Press Contact: Melanie Harding  
Tel: 033 0660 0757  
Email: [Melanie.Harding@oneteamlogic.co.uk](mailto:Melanie.Harding@oneteamlogic.co.uk)

One Team Logic Ltd with offices in Dorset and South Wales, is a safeguarding company founded on over 60 years' experience in child protection. The company's software product, MyConcern®, is a highly secure cloud-based platform for recording and managing safeguarding and well-being concerns involving children, young people and vulnerable adults. The fundamental purpose of the system is to protect individuals at risk of harm. This innovative and widely trusted safeguarding software is used in schools, colleges and non-educational settings across the UK and around the world. The system enables the speedy recording and comprehensive case management of safeguarding concerns and provides a platform for secure information sharing between trusted agencies. Reports generated by the system enable the early identification of risks and trends and support rigorous oversight and governance. MyConcern is transforming safeguarding within schools, colleges and non-educational settings and is worthy of the Queen's Award for Innovation.

## Resilience Communications Limited

29-31 Enterprise Court  
Marine Drive  
TORPOINT  
Cornwall  
PL11 2EH

Website: [www.resiliencecomms.com](http://www.resiliencecomms.com)  
Employees: 4.5  
Immediate Parent: N/A  
Director: Mr Alasdair Keir  
Press Contact: Alasdair Keir  
Tel: 01752 814005  
Email: [enquiries@resiliencecomms.com](mailto:enquiries@resiliencecomms.com)

Resilience Communications Ltd, conceive, design and manufacture products which add value to communications systems. The Cornish electronics company has received a Queen's Award for Innovation for the development of the Tactical Voice Bridge (TVB), which enables any radio network to be interoperable with any other. In multi-national operations, a diverse range of radio systems are deployed which are often incompatible. Creating effective communications networks demands time, highly skilled personnel and is frequently impossible. Uniquely, the Tactical Voice Bridge automatically identifies connected systems and applies consistent, accurate interfaces to deliver instant interoperability. This time saving and simple solution to a complex issue is highly valued by operators using it in the field. The success of the TVB has allowed Resilience Communications Ltd to undergo continuous technological and organisational improvements, successfully transitioning from consultancy to the manufacture of a range of innovative military and civil products.

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## Rocketmakers Ltd

5 Bartlett Steet  
Bath  
Banes  
BA1 2QZ

Website: <http://www.rocketmakers.com/>  
Employees: 12  
Immediate Parent: iPrinciples Limited  
CEO: Mr Richard Godfrey  
Press Contact: Ned Vaught  
Tel: 07969 794568  
Email: [ned@impcom.net](mailto:ned@impcom.net)

Rocketmakers develops innovative software for both disruptive start-ups and established corporate clients. In partnership with the English Institute of Sport, the company has developed the Performance Data Management System (PDMS), which helps elite athletes and their support staff make the right training decisions to improve performance and avoid injury. A smartphone app allows athletes to quickly enter data each day for plotting their training and recovery progress, while medical data is collected via a desktop version at each consultation. By collating and analysing the two types of data, training regimes can be improved and possible causes of injury can be identified and avoided. By analysing groups of athletes, emerging patterns of injury can be highlighted and training programmes adjusted. Since its launch in 2014, PDMS has been adopted by roughly 75% of UK-funded Olympic and Paralympic sporting bodies.

## Solentim Ltd.

Solent House  
Johnson Road  
Wimborne  
Dorset  
BH21 7SE

Website: [www.solentim.com](http://www.solentim.com)  
Employees: 33  
Immediate Parent: N/A  
Director: Mr Aaron Figg  
Press Contact: Aaron Figg  
Tel: 01202 798510  
Email: [aaron.figg@solentim.com](mailto:aaron.figg@solentim.com)

Solentim Ltd, based in Wimborne, Dorset, is a life science business built upon the success of an imaging tool for use in the development of cell lines for the pharmaceutical industry. High-throughput techniques have been applied to the biological sciences to accelerate the discovery process. These techniques require the identification of single cells to ensure that the active agent produced is consistent throughout each batch. Cell Metric is the imaging system that the company has developed as a solution for this task. The patent protected technology scans a standard culture plate and can identify a single cell within a well. It operates at high-resolution, high-contrast, and at high-speeds. Cell Metric delivers an efficient imaging solution to customers, which typically halves the time taken to develop cell lines. Development of the system, and its associated benefits, has been recognised with a Queen's Award for Innovation.

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## Ultrahaptics Limited

The West Wing  
1 Glass Wharf  
Bristol  
BS2 0EL

Website: [www.ultrahaptics.com](http://www.ultrahaptics.com)  
Employees: 43  
Immediate Parent: Ultrahaptics Holdings Limited  
CEO and President: Mr Steven Cliffe  
Press Contact: Heather Macdonald-Tait  
Tel: 07414 811 089  
Email: [heather.macdonaldtait@ultrahaptics.com](mailto:heather.macdonaldtait@ultrahaptics.com)

Bristol based Ultrahaptics Limited, makes things appear out of thin air. This technology development business has created a system which provides haptic feedback, and recreates the sense of feeling an object in mid-air, without the need for additional equipment to be worn. Through the novel use of patented ultrasound technology, the company can create the sense of shape in the air, which the user can interact with. This enables the control of devices without the need for a physical interface. The company is working with major global brands, and universities, to develop products incorporating the technology. Leading the way is the automotive industry, with the auto-press predicting cars including this technology being manufactured in 2018. However, the technology delivers benefits across multiple industries, and is expected to appear in many products over the coming years. For the creation of this unique technology, a Queen's Award for Innovation has been given.

## Watson-Marlow Ltd

Watson-Marlow  
Bickland Water Road  
Falmouth  
Cornwall  
TR11 4RU

Website: [www.wmftg.com](http://www.wmftg.com)  
Employees: 291  
Immediate Parent: Spirax-Sarco Engineering PLC  
Sales & Marketing Director: Mr Martin Johnston  
Press Contact: Joanne Lucas  
Tel: 013 2637 0370  
Email: [joanne.lucas@wmftg.com](mailto:joanne.lucas@wmftg.com)

Cornish company Watson-Marlow Ltd, are manufacturers of peristaltic pumps and tubing for food, pharmaceutical and industrial sectors. This successful business won a Queen's Award for International Trade in 2017. This year they have earned an Innovation Award for the development of Qdos, the world's first self-contained, chemical metering pump. A great many industrial and environmental applications require chemical dosing and these typically used mechanical diaphragm pumps which often suffer chemical attack, resulting in high maintenance requirements. The market demanded cost effective systems, offering increased safety and low operational expenditure. Qdos pumps provide more accurate, linear and repeatable metering than conventional diaphragm metering pumps and feature a single, no-tools component change with integral leak detection, reducing process downtime and lowering the overall cost of ownership.

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## South West International Trade



### ADEY Innovation LLP trading as ADEY Professional Heating Solutions

UK Head Office  
Gloucester Road  
Cheltenham  
Gloucestershire  
GL51 8NR

Website: [www.adey.com](http://www.adey.com)  
Employees: 80  
Immediate Parent: ADEY Group  
CEO: Mr John Vaughan  
Press Contact: Edward Davies  
Tel: 01242 546700  
Email: [Edward.Davies@adey.com](mailto:Edward.Davies@adey.com)

ADEY Innovation wins the Queen's Award for International Trade for outstanding short-term growth in overseas sales for the last three years. Founded in 2005, the company invented the concept of magnetic filtration for the ongoing maintenance and protection of central heating systems and has also developed a range of advanced chemicals that work in tandem with the filters. The company won the Queen's Award for Innovation for its magnetic filtration system in 2012 and again in 2017 for the development of its associated chemical additives. Over the three years, ADEY's overseas sales have increased year-on-year from £1.1 million to £3.2 million, an increase of 190%. The rate of growth year-on-year during this period has also accelerated from 50% in years 1/2, to 93% in years 2/3. Overseas sales as a percentage of total sales have grown year-on-year from 3.9% to 8.8%. The company has expanded its business across Europe, into the United States and China and now sells in 20 international trade markets.

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### Celtic Sheepskin & Co Limited. Trading as Celtic & Co.

Unit B  
Treloggan Ind Est.  
Newquay  
Cornwall  
TR7 2SX

Website: [www.celticandco.com](http://www.celticandco.com)  
Employees: 49  
Immediate Parent: N/A  
Managing Director: Mr Nicholas Whitworth  
Press Contact: Emma Limn  
Tel: 01637 870 059  
Email: [emma.limn@celticandco.com](mailto:emma.limn@celticandco.com)

Celtic & Co. began trading as Celtic Sheepskin Ltd. 27 years ago, making sheepskin slippers, boots and accessories under the registered UK trade mark UGG®. Their range has since expanded to include contemporary styles of clothing, footwear and homewares, always made from the finest natural fibres and predominantly made in Britain. They sold the UGG® trademark in 1997 helping to finance their growth into the UK's largest manufacturer and supplier of sheepskin products. Since launching their ecommerce website, they have developed a growing International presence particularly in the United States, Canada and Australia. Overseas sales have grown by £800,000 in three years, a rate of growth of exports of over 320%. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



## South West International Trade



### Coombe Castle International Ltd

The Creamery  
Western Way  
Melksham  
Wiltshire  
SN12 8FH

Website: [www.coombecastle.com](http://www.coombecastle.com)  
Employees: 33  
Immediate Parent: N/A  
Managing Director: Mr Darren Larvin  
Press Contact: Caron Staddon  
Tel: 01225 794900  
Email: [Cstaddon@coombecastle.com](mailto:Cstaddon@coombecastle.com)

Coombe Castle International Ltd wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years. Established in 1980 the company manufactures clotted cream, double cream, creme fraiche and brandy cream. It also exports speciality cheese, cream and butter worldwide and won the Queen's Award for International Trade in 2003, 2008 & 2013. It works with large and small cheese producers around the UK to share the finest British dairy products with consumers stretching from North America, South Africa, China & Australia. Export sales have grown year on year over six years from £10.3 million to £15.6 million, a growth of over 50%. The company's business is international and over 90% of total turnover has been exported over all of the six year period.

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### Divelements Limited trading as SkyDemon

Clark House  
Higher Kingsbury  
Milborne Port  
DT9 5EB

Website: [www.skydemon.aero](http://www.skydemon.aero)  
Employees: 4  
Immediate Parent: Tim Dawson (Holdings) Limited  
Managing Director: Mr Tim Dawson  
Press Contact: Hannah Hart  
Tel: 01963 250029  
Email: [hannah@skydemon.aero](mailto:hannah@skydemon.aero)

SkyDemon is a small software development company that has made a big impact in the world of flying. Their software enables pilots to efficiently plan flights, navigate them while in the air and review them afterwards. SkyDemon brings together the most up to date charts, aviation weather forecasts, temporary restrictions and other data, into one simple digital platform. Planning a route is simple and the system automatically highlights potential issues, helping the pilot to reroute where necessary. With the addition of GPS, the software helps throughout the flight, showing positions and trajectories on the map and giving pilots dynamic updates and warnings when required. The system has been widely adopted by recreational pilots throughout Europe. For delivering a digital solution that collates the most up to date information, efficiently produces flight plans, and contributes significantly to flight safety, the company has been given an Innovation Award.



# South West International Trade



## John Packer Ltd

141 Staplegrove Road  
Taunton  
Somerset  
TA2 6AF

Website: [www.jpmusicalinstruments.com](http://www.jpmusicalinstruments.com)  
Employees: 22  
Immediate Parent: N/A  
Sales and Marketing Director: Mr Robert Hanson  
Press Contact: Jean Broadbent  
Tel: 01823 282386  
Email: [jean@johnpacker.co.uk](mailto:jean@johnpacker.co.uk)

John Packer Limited from Taunton in Somerset has been in business since 1994. They manufacture brass and woodwind musical instruments, from flutes to tubas and they deliver through a network of over 150 dealers in over 50 countries across North America, Europe and Asia. Due to huge reductions in school music funding and necessitated finding business from outside the UK. They attended a Government supported trade show and made contacts that helped shape their strategy by focusing on markets they could win. Although a tough market to break into, the United States became the primary target market and now accounts for half of their global business and is growing faster than anywhere else in the world. Export has meant survival for the company and with their growth in overseas sales and percentage sales exported, John Packer Limited wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years.

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## LEW Techniques Ltd

Cook Way  
Taunton  
Somerset  
TA2 6BG

Website: [www.lewtec.co.uk](http://www.lewtec.co.uk)  
Employees: 87  
Immediate Parent: N/A  
Joint company heads: Mr Andrew Walker, Mrs Elaine Walker  
Press Contact: Carol Walker  
Tel: 01823 286698  
Email: [carol.walker@lewtec.co.uk](mailto:carol.walker@lewtec.co.uk)

LEW Techniques Ltd celebrates winning its second Queen's Award for Enterprise in two years. Building on the success that secured the previous award, the company has seen continual additional growth in exports around the globe which has led to the latest award. Located in Taunton, Somerset, the company manufactures precision miniature packaging components for mounting specialist semiconductor devices, focusing on leading edge telecommunications, commercial optronics, defence, automotive and space applications. Its products can be found incorporated in data transmission networks around the world, helping to transport data across the internet into people's homes on land, orbiting the planet and deep under the world's oceans. The company has found export success by working closely with customers' product development teams. These close relationships help bring highly-technical, high-quality and cost-effective products quickly to market with mutually-beneficial outcomes. LEW's overseas sales have grown by 250% over the last three years and the proportion of sales exported has increased to 84% of total sales, with major export markets including China, Germany, Malaysia, the USA and France. It wins the Queen's Award for International Trade for outstanding growth in overseas sales over the last three years.



## South West International Trade



### Maverick Drinks

5 Chapman Way  
Tunbridge Wells  
Kent  
TN2 3EF

Website: [www.maverickdrinks.com](http://www.maverickdrinks.com)  
Employees: 15  
Immediate Parent: Atom Supplies  
Managing Director: Mr Justin Petszaft  
Press Contact: Nick Ravenhall  
Tel: +44 75577 33830  
Email: [nick.ravenhall@maverickdrinks.com](mailto:nick.ravenhall@maverickdrinks.com)

Maverick Drinks was founded in 2014 as the distribution arm to Atom Supplies, the owner and founder of Master of Malt. Initially Maverick Drinks was established to distribute in the UK, but this strategy changed in 2016 with a focus on driving international distribution. Maverick Drinks' growth strategy is focused on gaining distribution in markets where craft spirits have a strong consumer interest. Major export markets are Taiwan, USA, Germany, Australia and France, with 14 new markets entered in the three years. Partners were selected in each market that knew how to build value for the Maverick Drinks flagship brands rather than merely trading products. Overseas sales have grown by 499% over the last three years and the proportion of total sales exported has increased tripled. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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### Prima Dental Manufacturing Ltd

Stephenson Drive  
Gloucester  
Gloucestershire  
GL2 2HA

Website: [www.primadental.com](http://www.primadental.com)  
Employees: 198  
Immediate Parent: A D Burs Ltd  
Managing Director: Mr Richard Muller  
Press Contact: Emma Cutler  
Tel: 07903 384828  
Email: [ecutler@linearpr.co.uk](mailto:ecutler@linearpr.co.uk)

Prima Dental Manufacturing Ltd wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years. Founded in 1995 the company won the Queen's Award for International Trade in 2014. It designs and engineers dental instruments and products for the healthcare and cosmetic industries worldwide and is the world's fastest growing producer of carbide drills (known as burs). It was a pioneer in the private label/OEM markets for burs and is now the world's largest supplier in this sector. Overseas sales have grown from £10.1 million to £13.2 million, a total growth of 30.2%, with the percentage of sales being overseas increasing to 83.8%. The company now operates worldwide with a presence in all global regions and sells to over 90 countries through over 240 distributor customers, continuing to expand into new markets. It has a local presence on the ground in India (through its subsidiary company) and also joint venture companies in Brazil and China.



## Resilience Communications Ltd

29-31  
Enterprise Court  
Marine Drive  
Torpoint  
Cornwall  
PL11 2EH

Website: [www.resiliencecomms.com](http://www.resiliencecomms.com)  
Employees: 4.5  
Immediate Parent: N/A  
Director: Mr Alasdair Keir  
Press Contact: Alasdair Keir  
Tel: 01752 814005  
Email: [enquiries@resiliencecomms.com](mailto:enquiries@resiliencecomms.com)

Resilience Communications Limited was formed in 2004 as a specialist consultancy to the military communications sector, but quickly began to research, develop and manufacture its own products in response to identified needs. Based in Torpoint, Cornwall, with views across the Tamar towards Plymouth, it is now solely focused on innovation and manufacture of highly specialised equipment that adds value to communications systems. One product for example, provides an instant and practical solution to radio interoperability problems for demanding users in complex and dangerous environments. While the product application includes commercial variants, customers are largely military. Overseas sales have increased by over 1300% in the past 3 years and now account for over 90% of all escalating sales with consequent overall growth for the company, re-investment in staff, new product development and manufacturing capacity. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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## Solentim Ltd

Solent House  
Johnson Road  
Wimborne  
Dorset  
BH21 7SE

Website: [www.solentim.com](http://www.solentim.com)  
Employees: 33  
Immediate Parent: N/A  
Director: Mr Aaron Figg  
Press Contact: Aaron Figg  
Tel: 01202 798510  
Email: [aaron.figg@solentim.com](mailto:aaron.figg@solentim.com)

Solentim Ltd is a life science company, founded in 2010 to develop an innovative high-resolution imaging system, designed specifically to speed up cell line development. They realised that while the number of companies specialising in cell line development was small, it was an expanding market. It has focused on a six-month time-window within the average 10-year drug development cycle, and enabled users to reduce this six-month period by up to three months (50%) through the use of Cell Metric ®. Overseas Sales have grown from £1.4m to £3.9m an overall growth of 165% with top export countries being USA, China, South Korea, Japan, and Singapore. Commercial success has allowed Solentim to develop new products recently bringing the first of two new offerings to market that sit immediately upstream and downstream of Cell Metric in the drug development workflow. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

## South West International Trade



### Tellurium Q Ltd

The Willows  
Bonds Pool  
Langport  
Somerset  
TA10 9QJ

Website: [www.telluriumq.com](http://www.telluriumq.com)  
Employees: 5  
Immediate Parent: N/A  
Director: Mr Geoff Merrigan  
Press Contact: Geoff Merrigan  
Tel: 014 5825 1997  
Email: [geoff@telluriumq.com](mailto:geoff@telluriumq.com)

Tellurium Q Limited is based in Langport, Somerset and has been in business since 2009 with five people. They produce award winning, high-end audio cable for the global high-end audio niche market, targeting home audio and professional audio customers such as recording studios. They sell in Europe, Pacific Rim, North America, Middle East and Africa. Being a start-up, the likelihood of success was very small, however by using a mix of grass-roots user referrals and traditional marketing with product reviews, based on an audibly superior product, they have been able to grow the business, bringing confidence to put more effort into research and development. They attend trade shows and link with non-competing manufactured audio products, such as speakers and amplifiers. With steady growth in overseas sales and percentage sales exported, supported by broad market penetration, Tellurium Q Limited wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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### Thomas Ware and Sons Ltd

Clift House  
Tannery  
Coronation Road  
Bristol  
BS3 1RN

Website: [www.thomasware.co.uk](http://www.thomasware.co.uk)  
Employees: 35  
Immediate Parent: N/A  
Director: Mr Alistair Brearley  
Press Contact: Alistair Brearley  
Tel: 011 7966 4021  
Email: [alistair.brearley@thomasware.co.uk](mailto:alistair.brearley@thomasware.co.uk)

Thomas Ware has run a tannery at the Bristol site since 1840 and was incorporated in 1890. The company is one of three tanneries making vegetable tanned leather in the UK, historically working with the shoe trade and production of soles for high-end footwear. The company's focus was on the UK shoe market until 2011, when it adopted an export strategy based on niche markets, such as traditional English bridle leather for the Far East, cricket ball leather for India, industrial leathers for sealing gaskets and tips for pool cues in the USA. Overseas sales have grown by 413% over the last six years and the proportion of sales exported has increased to 37% of total sales, a four-fold increase. The company wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years.



## South West International Trade



### Turnstyle Designs Ltd

Baron Way  
Roundswell Business Park  
Barnstaple  
Devon  
EX31 3TB

Website: [www.turnstyledesigns.com](http://www.turnstyledesigns.com)  
Employees: 36  
Immediate Parent: N/A  
Director: Mr Stephen Roberts  
Press Contact: Samantha Bruce  
Tel: 020 3489 1040  
Email: [samantha@turnstyledesigns.com](mailto:samantha@turnstyledesigns.com)

Turnstyle Designs started trading in 1992 and now produces door and cabinet hardware from leather, brass and its own Amalfine™, employing 36 staff in Barnstaple, a showroom in London and a subsidiary in the USA. The company sells over 30,000 options of designs and finishes. Currently the business services four main sectors: residential buildings, commercial buildings, super yacht marine and fitted furniture. The marine business strategy requires the specialist industry knowledge of a dedicated Marine Sales Manager whilst the strategy for other markets focuses on a distribution network. Overseas sales have grown by 82% over the last three years, with significant increase in both profits and total turnover. The proportion of sales exported has increased to 71% of total sales. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years. In recognition of this work the organisation has been awarded the Queen's Award for Promoting Opportunity.

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### Wild and Wolf Ltd

20 Manvers Street  
Bath  
Somerset  
BA1 1JW

Website: [www.wildandwolf.com](http://www.wildandwolf.com)  
Employees: 92  
Immediate Parent: W&W Holdings Limited  
CEO: Mr Paul Taylor  
Press Contact: Beth Smith  
Tel: 01225 789 909  
Email: [press@wildandwolf.com](mailto:press@wildandwolf.com)

Wild & Wolf Ltd is based in Bath and started in March 2005. and creates unique, design-led gifts and lifestyle products. In 2015, Wild & Wolf was bought by DC Thomson & Co Ltd, one of the UK's leading media organisations headquartered in Scotland. It produces innovative product collections that appeal to all ages, combining form and function with exceptional design. Their products span a wide range of categories and export sales have grown year-on-year and now contribute to over half of the total annual sales. Over the three years to March 2017, the company's exports have risen from 46% to nearly 54% of its total sales, with overseas sales rising from £9.1 million in 2015 to £15.3 million in 2017, an overall growth rate of 67%. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



# South West Promoting Opportunity



## Census Data Ltd Trading as Census Group

Manor House  
Quays Office Park  
Bristol  
Avon  
BS20 7LF

Website: <http://www.censusgroup.co.uk>  
Immediate Parent: N/A  
CEO: Mr Ian Carrel  
Press Contact: Ian Carrel  
Tel: 075077 50697  
Email: [ian.carrel@censusgroup.co.uk](mailto:ian.carrel@censusgroup.co.uk)

Census Data is a company based in Bristol and provides market research and opinion polling services to its customers. It provides "in custody" programmes for on the job training, skills development, careers advice and mentoring to offenders in custody with the aim of improving their chances of changing their lives and not committing further offences. The prisoners are provided with an authentic "outside" working environment by operating from the company's call centres to collect market research data for its customers. This aims to change their perception of work and build their knowledge and understanding of the workplace. As a result, the company has employed over 100 ex-offenders and works closely with external stakeholders to offer ex-offenders employment opportunities. The company has grown significantly and has further intentions to expand its inspiring programme. It is for these reasons that Census Data is awarded a Queen's Award for Promoting Opportunity.

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## South West Sustainable Development



### Commercial Limited (trading as Commercial)

Commercial House  
Old Station Drive  
Cheltenham  
Gloucestershire  
GL53 0DL

Website: [www.commercial.co.uk](http://www.commercial.co.uk)  
Employees: 283  
Immediate Parent: Commercial Corporate Services Ltd  
Co-Founder: Mrs Simone Hindmarch-Bye  
Press Contact: Mary Hamblyn  
Tel: 01594 529 124  
Email: [mary.hamblyn@trailblazerpr.com](mailto:mary.hamblyn@trailblazerpr.com)

Commercial provides business services, including office supplies, IT services, managed print services, interiors and outsourced print. Sustainability is embedded into its operations and as a sector leader, it encourages similar behaviour of suppliers, employees and the public. Numerous schemes reduce its energy consumption and emissions, notably the introduction of a delivery fleet of hydrogen fuelled and electric vehicles. In London, a reverse logistics initiative involves office supplies drivers collecting customers' recycling free-of-charge when they are on-site for deliveries. Since 2012, Commercial has maximised waste reuse and recycling rates through process innovations and partnerships with award winning contractors. Paper procurement supports a carbon scheme, and over 22,000 trees have been planted as a direct result. Commercial provides extensive support and wellbeing schemes to its employees and helps disadvantaged young people into work and education through its social enterprise, Commercial Foundation. Commercial is awarded a Queen's Award for Sustainable Development.

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### LittlePod Ltd

Whyte House  
Parsonage Lane  
Farringdon  
Devon  
EX5 2HY

Website: [www.littlepod.co.uk](http://www.littlepod.co.uk)  
Employees: 5  
Immediate Parent: N/A  
Managing Director: Ms Janet Sawyer BEM  
Press Contact: Janet Sawyer  
Tel: 01395 232022  
Email: [janet@littlepod.co.uk](mailto:janet@littlepod.co.uk)

LittlePod Ltd champions sustainably grown real vanilla and other natural extracts. Sales of paste have grown extremely fast both in the UK and overseas and, in conjunction with our educational efforts, has reinforced belief in the use of natural products in a flavourings market dominated by synthetic products. LittlePod operate as long production runs as possible to reduce water usage for cleaning and re-use waste water; they have installed a water meter and aim to reduce consumption of water by 30% by 2020. LittlePod work closely with an Indonesian environmentalist and farmer to directly source vanilla from our own LittlePod community farm in Bali and are supporting him to help with the indigenous Dayak people in Borneo to co-plant vanilla vines with coffee and cocoa trees to help reverse deforestation and regenerate land damaged by slash- and- burn activities. LittlePod wins the Queen's Award for Sustainable Development.



## South West Sustainable Development



### St Austell Brewery Co Ltd

63 Trevarthian Road  
St Austell  
PL25 4BY

Website: [www.staustellbrewery.co.uk](http://www.staustellbrewery.co.uk)  
Employees: 1,381  
Immediate Parent: N/A  
CEO: Mr James Staughton  
Press Contact: Chris Knight  
Tel: 07814 522374  
Email: [knightc@staustellbrewery.co.uk](mailto:knightc@staustellbrewery.co.uk)

St Austell Brewery Co Ltd is a Cornish brewer and pub company that aims to deliver distinctive customer experiences through great products, innovation and sustainable business operations. It helped to set up the Cornish Barley Growers' Initiative and pledged its commitment to healthy seas and sustainable fisheries, by joining Cornwall Wildlife Trust's Cornwall Good Seafood Guide and through organising beach cleans and litter picks. It has significantly reduced its water consumption through investments in research and development. Energy saving measures and use of renewables enabled them to go grid-free for half of 2016. 98 % of its waste is now diverted from landfill, and it uses local ethical suppliers. It nurtures talent and provides careers opportunities through schools, colleges and apprenticeship schemes and having set up its own charitable trust in 2003, has helped raise £650,000. On the basis of its strong performance across all sustainability dimensions, St Austell Brewery Co is awarded a Queen's Award for Sustainable Development.

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### Wessex Water Services Limited

Operations Centre  
Claverton Down Road  
Bath  
Somerset  
BA2 7WW

Website: [www.wessexwater.co.uk](http://www.wessexwater.co.uk)  
Employees: 2,110  
Immediate Parent: Wessex Water Limited  
Group Chief Executive: Mr Colin Skellett OBE  
Press Contact: Ian Drury  
Tel: 0101225 526329  
Email: [ian.drury@wessexwater.co.uk](mailto:ian.drury@wessexwater.co.uk)

Wessex Water Services Limited is a regional water and sewerage business serving the South West of England. It committed to becoming sustainable in 1996, and in 2004 developed a sustainability vision to clearly define long term aims. It produces sustainability accounts summarising investment and spend and has funded environmental projects including improving water quality, reducing the impact of abstraction and community wildlife projects. It is working to reduce the impact of nutrients on the water environment and is studying the prevalence of emerging pollutants in wastewater. It provides educational site tours for schools, hosts students on industrial placement and offers a successful apprenticeship scheme. Wessex Water is also working on litter-free coast projects in Somerset and Dorset, encourages its employees to volunteer within the local community and has helped to raise over £100,000 for WaterAid in the past two years. Having received the award in 2008 and 2013, Wessex Water is awarded the Queen's Award for Sustainable Development for the third time.



## Lumishore Ltd

Unit 2  
Technium 1  
Swansea  
West Glamorgan  
SA1 8PH

Website: [www.lumishore.com](http://www.lumishore.com)  
Employees: 22  
Immediate Parent: N/A  
CEO: Mr Eiffrion Evans  
Press Contact: Corinne Fresko  
Tel: +33 6688 90952  
Email: [corinne.fresko@lumishore.com](mailto:corinne.fresko@lumishore.com)

Three times winner of a Queen's Award (International Trade 2014 &15; Innovation 2016) Lumishore, of Swansea, has added a second Innovation award to their collection. This Welsh manufacturer specialises in lighting solutions for yachts. This year's award is for the development of the world's slimmest thru-hull interchangeable LED lighting system. Having identified a gap in the marine leisure market, the company developed a bright light with wide beam angle and interchangeable driver unit that would fit into a standard 28mm fitting. This is almost a quarter the size of competitor products. Significant technical challenges had to be overcome to deliver the product including the design of a thermal management system to prevent the unit overheating. Installation is simple and replacing faulty lights from inside the hull is a simple task. The introduction of this product has driven sales growth and opened new markets for the company globally.

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## Quartix Ltd

Chapel Offices  
Park Street  
Newton  
Powys  
SY16 1EE

Website: [www.quartix.net](http://www.quartix.net)  
Employees: 124  
Immediate Parent: Quartix Holdings PLC  
Managing Director: Mr Andrew Walters  
Press Contact: Andrew Walters  
Tel: 01223 652308  
Email: [Andy.walters@quartix.net](mailto:Andy.walters@quartix.net)

Quartix Ltd serves small, medium and enterprise companies with vehicle tracking and telematics solutions. Their Innovation Award is for the development of a system that benchmarks safe driving speeds. Statutory speed limits do not provide adequate guidance on what are safe driving speeds on any individual stretch of road. The company has developed a SafeSpeed Database covering over a million segments of UK roads, utilising telematics information gathered from 300,000 vehicles over a 6 year period. The SafeSpeed Database tracks the average free-flow traffic speed for each segment of road. By comparing individual drivers' speed data with the benchmarks set in the SafeSpeed Database, insurers and fleet managers can better manage their drivers and where necessary educate them about safe driving. The system is live and constantly updated, thereby maintaining an accurate record of road specific safe speeds. This innovative approach enables Quartix users to improve driving safety standards with customer testimonials reporting the reduction of accidents involving young drivers since introduction.

## Quicklink Video Distribution Services Ltd

Unit 2  
Technium 2  
Swansea  
West Glamorgan  
SA1 8PJ

Website: [www.quicklink.tv](http://www.quicklink.tv)  
Employees: 24  
Immediate Parent: N/A  
Sales Director: Ms Bethan Hill  
Press Contact: Dianne Edworthy  
Tel: 07711 226394  
Email: [dianne.edworthy@quicklink.tv](mailto:dianne.edworthy@quicklink.tv)

Swansea based Quicklink Video Distribution Services Ltd, is a specialist in broadcasting hardware and software solutions which enable live video contributions from remote locations. Their Queen's Award for Innovation is for the development of a system which converts consumer Skype communications to broadcast quality audio and video. Quicklink TX is a system that addresses the needs of broadcasters to include low quality video communications in their programming. The system takes inputs transmitted from consumer hardware, such as a laptop, and converts it to broadcast industry standard quality. This ability enables broadcasters to include public voice, and lone reporter, inputs transmitted from remote locations, such as war zones, in their productions. The success of Quicklink TX has encouraged the company to change its business strategy from reliance on large contracts to designing and building its own products. Sales of the innovation now account for over half of the company turnover.

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## Russell IPM Ltd.

Unit 45  
First Avenue  
Deeside Industrial Park  
Deeside  
Flintshire  
CH2 5NU

Website: [www.russellipm.com](http://www.russellipm.com)  
Employees: 58  
Immediate Parent: N/A  
Managing Director: Dr Shakir Al-Zaidi BSc, PhD  
Press Contact: Dr Shakir Al-Zaidi  
Tel: 01244 281333  
Email: [shakir@russellipm.com](mailto:shakir@russellipm.com)

Russell IPM Ltd of Flintshire, are specialists in pheromone lures and biological control of pest insect species. Their Queen's Award for Innovation is for the development of a trap for western flower thrips. Tightening legislation, resistance to, and high cost of developing chemical pesticides has seen the market for such products decline. This was manifested with strawberry growers losing entire crops to a single pest, the western flower thrip. Optiroll Super Plus is a pheromone roll designed to specifically attract this destructive pest. The product utilises non-toxic adhesives, is highly effective, attracts a wide range of harmful pests but not beneficial species, and does not affect bee pollination. Working with Keele University, the company encapsulated pheromones to deliver slow release and protection during manufacture. The benefits to growers, through the protection of crops, are significant, and the product is contributing to the reduction of pesticides in the food chain.

## **SPTS Technologies Group Ltd**

Ringland Way  
Newport  
Gwent  
NP18 2TA

Website: [www.spts.com](http://www.spts.com)  
Immediate Parent: Orbotech Holding U.K. Limited  
President: Mr Kevin Crofton  
Press Contact: Kevin Crofton  
Tel: 01633 414000  
Email: [kevin.crofton@orbotech.com](mailto:kevin.crofton@orbotech.com)

SPTS Technologies Group Ltd of Gwent, develops and supplies etching and deposition process solutions and equipment for the global semiconductor and microelectronic device manufacturing industries. Their Innovation Award has been given for the improvements made to its deposition system which improves reliability of the circuits being produced and overall manufacturing efficiency. As silicon chips become ever smaller, manufacturers are looking to fit an increasing number in smaller spaces. The chips are connected electronically by "packaging" which has to be accurate and reliable to ensure consistent performance. The Sigma fxP 300mm platform developed by the company combines etching, deposition, and degassing processes, to deliver high volume production. The 75 wafer capacity, patent protected, degassing module is particularly innovative, delivering almost double the capacity and throughput of its competitors. Sales of the system have grown rapidly and now account for 29% of total company turnover.

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### Cokebusters Ltd

The Armoury Building  
Hawarden Airfield  
Aviation Park  
Chester  
Flintshire  
CH4 0GZ

Website: [www.cokebusters.com](http://www.cokebusters.com)  
Employees: 28  
Immediate Parent: N/A  
Chairman / Founder: Mr Jonathan Phipps MBE  
Press Contact: Jonathan Phipps  
Tel: 01244 531765  
Email: [jhipps@cokebusters.com](mailto:jhipps@cokebusters.com)

Cokebusters Limited, based in Flintshire, North Wales, has been providing specialist engineering services to the oil industry since 2005. They design and manufacture scraper pigs in-house. These are used for the removal of hydrocarbon 'coke' deposits from oil refinery furnace tubes. Cokebusters has also developed an ultrasound metal inspection technology which it operates in combination with hydraulic decoking, offering clients a time-efficient service which is respectful to the environment. With a shrinking domestic market, they have grown quickly across Europe, the Middle East and USA with future plans for expansion into Canada and the Far East. For the successful delivery of its unique combined service, the company has a policy of direct employment and engages in thorough competence and safety training as staff levels increase. Cokebusters has capitalised on persistent investment in research and development to reach almost 100% export, including in some very challenging markets. They win the Queen's Award for International Trade for outstanding short term growth in overseas sales over three years.

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### CPR Global Tech Ltd

Unit E2  
Lakeside Technology Park  
Phoenix Way  
Swansea  
SA7 9FF

Website: [www.cprcallblocker.com](http://www.cprcallblocker.com)  
Employees: 12  
Immediate Parent: N/A  
CEO: Mr Andrew Sandbrook  
Press Contact: Natasha Fulford  
Tel: 01792 460200  
Email: [natasha@mgbpr.com](mailto:natasha@mgbpr.com)

The company was established in Swansea in 2010 in response to the growing problem of nuisance calls in the UK. CPR Global Tech Ltd manufactures the CPR Call Blocker range of products which are the global bestseller of stand-alone call blocking technology. CPR's key geographic markets are, Europe (France, Germany, Italy and Spain) the USA, Canada and Australia. The United States has the biggest problem, globally, with unwanted calls. Businesses and government organisations regularly use automated robocalls to contact consumers. This has presented CPR with a major growth opportunity to arm consumers with a way of ending these calls on a permanent basis, confirming the US market as its biggest market. It has seen a £1.275 million growth in its overseas sales in three years. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



### ExVeritas Limited

Units 16-18  
Abenbury Way  
Wrexham Industrial Estate  
Wrexham  
LL13 9UZ

Website: [www.exveritas.com](http://www.exveritas.com)  
Employees: 14  
Immediate Parent: N/A  
Managing Director: Mr Sean Clarke  
Press Contact: Sean Clarke  
Tel: 0845 862 2447  
Email: [s.clarke@exveritas.com](mailto:s.clarke@exveritas.com)

ExVeritas Ltd. was founded in 2010 as a small and highly niche business offering explosion safety testing and certification worldwide. It operates in an understandably highly regulated environment and one with a great deal of competition from some very large businesses. By emphasising quality and focussing on areas of less interest to larger businesses it has established a strong reputation in the industry. The company employs no dedicated sales or marketing staff but has developed a strong strategy based on selected partners and its own two offices overseas. It has also expanded the range of services offered and in the process has grown its export sales by 360% in the period. It wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years.

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### Lumishore Ltd

Unit 2  
Technium 1  
Swansea  
West Glamorgan  
SA1 8PH

Website: [www.lumishore.com](http://www.lumishore.com)  
Employees: 22  
Immediate Parent: N/A  
CEO: Mr Eiffrion Evans  
Press Contact: Corinne Fresko  
Tel: +33 6688 90952  
Email: [corinne.fresko@lumishore.com](mailto:corinne.fresko@lumishore.com)

Lumishore Limited is based in Swansea, Wales and has been in business since 2009. They design and manufacture underwater LED lighting for leisure marine vessels of all sizes. They focus on warm water locations including the Americas, Europe including Germany, the Netherlands, Turkey and Italy and the fast-growing Middle East. More recently they have established markets in China and Hong Kong. Lumishore focuses on the existing underwater lighting market by providing new technology to the new-build and after sales markets from the smallest of motorboats to the worlds' largest super yachts. Critical success factors are based on technical excellence, sustained innovation, leadership, highest quality, customer satisfaction and unrivalled price performance. With good growth in overseas sales and strong percentage sales exported, Lumishore Limited wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

### LW Solutions Ltd t/a Laser Wire Solutions

Unit 12  
Business Development Centre  
Main Avenue  
Treforest Industrial Estate  
Pontypridd  
Rhondda Cynon Taff  
CF37 5UR

Website: [www.laserwiresolutions.com](http://www.laserwiresolutions.com)  
Employees: 14  
Immediate Parent: N/A  
Founder & CEO: Dr Paul Taylor  
Press Contact: Esther Apoussidis  
Tel: 01443 841 738  
Email: [esther.apoussidis@laserwiresolutions.com](mailto:esther.apoussidis@laserwiresolutions.com)

LW Solutions Ltd trading as Laser Wire Solutions was established in 2011 by the founder Paul Taylor to exploit the gap in the market for high-end laser stripping systems for medical device manufacture. It offers a range of semi-automatic and fully automatic laser wire stripping machines for the stripping of insulation from high-tech cables and wires. In the last three years overseas sales have grown from £250k to £1.5m, an overall growth of 519%. Almost 100% of all sales are international with the USA as their main export market. Following the investment by Schleuniger, a multi-national wire processing company, they are expanding their European market with new joint products in development. The company has grown dramatically, developed an innovative product, attracted international investment, and managed to diversify their markets with plans to continue to do so. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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### Reid Lifting Limited

Unit 1  
Wyeview  
Newhouse Farm Industrial Estate  
Chepstow  
Monmouthshire  
NP16 6UD

Website: [www.reidlifting.com](http://www.reidlifting.com)  
Employees: 40  
Immediate Parent: Reid Lifting Holdings Limited  
Managing Director: Mr Nick Battersby  
Press Contact: Elisabeta Battersby  
Tel: 01291639584 / 07834133310  
Email: [ebattersby@reidlifting.com](mailto:ebattersby@reidlifting.com)

Reid Lifting Limited is based in Chepstow, Monmouthshire, Wales and has been in business since 2000. They design, manufacture and sell lightweight portable aluminium gantry and davit lifting systems and solutions for goods and personnel applications. Sectors include waste-water treatment, construction, equipment hire industry, oil and gas and clean environments such as museums. They sell to Europe, Middle East, Far East, North America and Australia. Constrained by capacity, an investment growth plan was prepared in 2014 to create scalable capacity, create a new management team, drive down lead-times and become sales led. Strengthening the engineering team enabled greater emphasis on developing and customising products to customer requirements. The portfolio of sectors and markets protected against downturn and brings broader insights into product improvement and new products. With strong overseas sales growth and increased percentage sales exported, Reid Lifting Limited wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

**Wales**

**International Trade**



## **Silverlining Furniture Group Ltd**

The Old Ordnance Factory  
Unit 12  
The Bridgeway  
Wrexham  
Clywd  
LL13 9QS

Website: [www.silverliningfurniture.com](http://www.silverliningfurniture.com)  
Employees: 57  
Immediate Parent: N/A  
Founder: Mr Mark Boddington  
Press Contact: Tony Maguire  
Tel: 077153 22913  
Email: [tony@boxkik.com](mailto:tony@boxkik.com)

Founded in 1985 in Wrexham, North Wales, Silverlining Furniture Group Limited has built a global client base among ultra-high net worth individuals seeking unique pieces of luxury furniture, designed and manufactured principally from wood. An unwavering core purpose – to become the world’s most inspirational furniture-maker – sits at the heart of the family company and drives a relentless search for creativity and innovation in every project. By combining advanced 3D-technology with centuries old hand craftsmanship techniques, Silverlining’s designers and artisans are drawn from many countries and diverse backgrounds. Underpinning the vision is a commitment to preserve and pass on priceless skills to a new generation to maintain expansion. Commercial success has accelerated the scale of export activity with growing brand awareness in markets including the USA, China, Hong Kong, Qatar, Russia, Saudi Arabia, India and across Europe. Silverlining Furniture Group Limited wins the Queen’s Award for International Trade for outstanding Short-Term Growth in overseas sales over the last 3 years.

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## Fairfax Saddles Ltd

The Saddlery  
Fryers Road  
Bloxwich  
Walsall  
WS3 2XJ

Website: [www.fairfaxesaddles.com](http://www.fairfaxesaddles.com)  
Employees: 106  
Immediate Parent: N/A  
Managing Director: Mr Rupert Fairfax MVO  
Press Contact: Angie Garton  
Tel: 07786-980780  
Email: [angie.garton@fairfaxesaddles.com](mailto:angie.garton@fairfaxesaddles.com)

The girth that holds a horse saddle in place is a design that has remained virtually unchanged since its invention. Fairfax Saddles Ltd, a West Midlands saddle manufacturer, identified there was potential for improvement and developed their novel Performance Girth. Although effective, a girth can cause discomfort and restriction of movement. By first using a girth pressure sensor mat and utilising output data in conjunction with gait analysis equipment, it was possible to identify which parts of the traditional design were causing problems. The same equipment was used to develop new shapes and test materials. Improved comfort and freedom of movement from the new design were demonstrated globally by delivering marginal gains for the British equestrian team at the 2012 Olympics. The patented design of the Performance Girth represents a true innovation in a very traditional industry. The level of scientific analysis used during the development process is very impressive.

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## Green Sheep Group Limited

The Green  
Stratford upon Avon  
Warwickshire  
CV37 0JE

Website: [www.littlegreensheep.co.uk](http://www.littlegreensheep.co.uk)  
Employees: 20  
Immediate Parent: N/A  
Chief Executive: Mr Roger Allen  
Press Contact: Roger Allen  
Tel: 07879 734020  
Email: [roger@greensheepgroup.com](mailto:roger@greensheepgroup.com)

SnüzPod is a novel bedside crib that won Green Sheep Group Ltd, of Stratford-upon-Avon, the Queen's Award for Innovation. With around 300 babies and toddlers a year dying from Sudden Infant Cot Death Syndrome in the UK, yet evidence that when infants share the room, but not the sleeping surface, with parents there is a significant decrease in incidence, the company set about designing an elegant solution. SnüzPod is a crib that attaches to the side of the parents' bed, and has a safe, easy to operate, drop down side. Whilst baby is asleep the side is up and separating them from the parents. When needing attention, the side is easily released and folds down to create a seamless, safe, surface to comfort and feed. With flexible height adjustment and portable bassinet section for use around the home, SnüzPod has grown rapidly to account for 50% of company turnover.

## Metrasens Ltd

Unit 8  
Beauchamp Business Centre  
Sparrowhawk Close  
Malvern  
Worcestershire  
WR14 1GL

Website: [www.metrasens.com](http://www.metrasens.com)  
Employees: 23  
Immediate Parent: N/A  
CEO: Dr Simon Goodyear  
Press Contact: Colin Robertson  
Tel: 07585 212026  
Email: [crobertson@metrasens.com](mailto:crobertson@metrasens.com)

Metrasens Ltd is a Worcestershire based company that manufactures ferromagnetic detection systems for MRI safety and security applications. They are holders of the Queen's Award for International Trade 2017 and now add to that with an award for Innovation. The company developed a detection system that can identify tiny fluctuations caused by a ferromagnetic object moving in the earth's ambient magnetic field. The system was developed as the final safety check at the door to an MRI scanner. With their huge magnets, any ferromagnetic material is pulled violently towards such a scanner. The results of which can be dramatic and fatal for anyone caught in the path. If any metal is detected an alarm is sounded and the patient or staff member can be prevented from entering. The system has further been developed to search for mobile phones and small blades being smuggled into prisons improving safety and security and to provide new screening techniques for mental health facility safety and physical data security.

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## The Wool Packaging Company Ltd

Units 11-12  
Beacon Road  
Walton Industrial Estate  
Stone  
Staffordshire  
ST15 0NN

Website: [www.woolcool.com](http://www.woolcool.com)  
Employees: 40  
Immediate Parent: The Wool Packaging Company Holdings Ltd  
CEO: Mrs Angela Morris  
Press Contact: Josie Morris  
Tel: 007779 641396  
Email: [josie@woolcool.com](mailto:josie@woolcool.com)

The Wool Packaging Company Ltd, based in Stone, Staffordshire, manufactures sustainable insulating packaging materials from sheep's wool. Their innovative packaging known as Woolcool has been recognised with a Queen's Award for Innovation. Insulated packaging is required for shipping of temperature sensitive food and pharmaceutical products to maintain product quality. Manmade insulated packaging materials are environmentally unsustainable, and have been shown to be unreliable, with the WHO estimating that up to 50% of vaccines arrive unfit for use. Challenging accepted industry thinking, the company identified wool as a sustainably sourced, highly efficient thermal material. When tested, wool insulation proved to be more efficient than manmade alternatives, meeting and exceeding the global Good Distribution Practice (GDP) standards required for subsequent FDA and MHRA packaging approval. Their patent pending packaging is now being rapidly adopted by the international pharmaceutical industry. The product is sustainable, ethical, utilises waste material and is completely recyclable. The combination of environmental sustainability, superior performance, and supply-chain cost reductions delivered is exemplary.

## West Midlands International Trade



### Addmaster (UK) Ltd

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

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

Addmaster (UK) Ltd wins the Queen's Award for outstanding continuous growth in overseas sales over the last six years. It supplies technically innovative additives for polymers, paper, textiles, paints and the products that they are subsequently used in. It has four key brands. Biomaster, an additive that gives permanent antimicrobial protection, incorporated into thousands of products worldwide. Verimaster, a unique concept that adds anti counterfeit additives into the manufacturing process for products for brand protection. Scentmaster, unique flavour and fragrance additives that mask, deodorise and introduce scents into a wide range of products. Masterpiece, a service providing tailored additives for bespoke applications identified by clients. Overseas sales have grown from £697k to £2.4 million, a total increase of 256%. Overseas sales as a percentage of total sales are now 67%. The company is recognised as the global leader in it's field and exports to over 40 markets on five continents.

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### Brose Ltd

Colliery Lane  
Exhall  
Coventry  
CV7 9NW

Website: [www.brose.com/de-en/company/locations/coventry-bedworth.html](http://www.brose.com/de-en/company/locations/coventry-bedworth.html)  
Employees: 914  
Immediate Parent: Brose Fahrzeugteile GmbH & Co. Kommanditgesellschaft, Coburg  
Managing Director: MR Juergen Zahl  
Press Contact: Russ Cockburn  
Tel: 07812 600271  
Email: [russ@cucumberpr.co.uk](mailto:russ@cucumberpr.co.uk)

Brose Limited, from Coventry, West Midlands has been trading since 1989 and is the first Brose production site outside Germany. They partner the international automotive industry, supplying some 80 makes of car and more than 40 suppliers by designing and manufacturing window structures, seating structures, mechatronic systems and electric motors for premium automotive vehicles such as Jaguar Land Rover, Toyota and Nissan Renault. With uncertainty in the UK there is growth globally, they compete with existing international suppliers and against the temptation to go with cheaper manufacturers. They invest in innovation, R&D and manufacturing in the UK by making superior, durable and quality products. They sell to China, France, Spain and Brazil. With overseas sales more than doubling each year, the percentage overseas sales climbing to nearly 20% from a low point and targeting premium automotive brands, Brose Limited wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



## West Midlands International Trade



### Cobra Biologics

Stephenson Building  
Keele Science Park  
Newcastle under Lyme  
Staffordshire  
ST5 5SP

Website: [www.cobrabio.com](http://www.cobrabio.com)  
Employees: 89  
Immediate Parent: Cobra Biologics Holdings Limited  
CEO: Mr Peter Coleman  
Press Contact: Peter Coleman  
Tel: 01782 714 181  
Email: [peter.coleman@cobrabio.com](mailto:peter.coleman@cobrabio.com)

Cobra Biologics began operating in 1992 and is now a contract development and manufacturing organisation working in the life sciences industry. It has premises in the UK and Sweden servicing clients predominantly in the USA, France, Germany, the Netherlands, Norway and Korea. The company has a very clear understanding of their business and a strategy for growth that includes a substantial future investment in both the UK and Sweden. Overseas sales have tripled over the last three years and represent almost all sales. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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### DCA Design International Ltd

19 Church Street  
Warwick  
Warwickshire  
CV34 4AB

Website: [www.dca-design.com](http://www.dca-design.com)  
Employees: 132  
Immediate Parent: N/A  
Managing Director: Mr Robert Woolston  
Press Contact: Jane Allen  
Tel: 019 2649 9461  
Email: [jane.allen@dca-design.com](mailto:jane.allen@dca-design.com)

DCA Design International Ltd. started in the 1960s as a multidisciplinary consultancy designing products for mass production. It underwent a management buyout in 2006 and is a company of international stature within its sector. It has designed many products over its long history that are in everyday use in the home, hospitals and many other aspects of life all over the world. The company targets large international companies with whom it specifically wishes to work and manages its relationships to ensure a very high level of repeat business. Many clients are themselves international and DCA may find itself working with them on different projects in several countries at the same time. Exporting is essential to the company with sales having grown substantially to represent over 70% of total sales. It wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



## West Midlands International Trade



### Fortress Interlocks Ltd

Inverclyde Drive  
Wolverhampton  
West Midlands  
WV4 6FB

Website: [www.fortressinterlocks.com](http://www.fortressinterlocks.com)  
Employees: 70  
Immediate Parent: Halma Plc  
Managing Director: Ms Jo Smith  
Press Contact: Malcolm Sharp  
Tel: 07885 284141  
Email: [malcolm.sharp@fortressinterlocks.com](mailto:malcolm.sharp@fortressinterlocks.com)

Fortress Interlocks Ltd wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years. The company started trading in 1977, winning the Queen's Award for Innovation in 2007 and International Trade in 2008. It designs and manufactures safety interlock systems to protect people and equipment in the industrial workplace. The products are modular and therefore can be adapted to any safeguarding scenario in any industrial environment. If an existing product cannot solve a problem the company can adapt its modules to provide bespoke solutions to clients. Overseas sales have increased from £11.7 million to £18.2 million, a total growth of 55%; with overseas sales now accounting for over 80% of all business. The company initially moved into Europe and the USA but has continued to expand and now sells across Europe, the Americas and Asia/Pacific.

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### George Pragnell Limited

5 & 6 Wood Street  
Stratford Upon Avon  
Warwickshire  
CV37 6JA

Website: [www.pragnell.co.uk](http://www.pragnell.co.uk)  
Employees: 70  
Immediate Parent: N/A  
Managing Director: Mr Charlie Pragnell  
Press Contact: Charlie Pragnell  
Tel: 01789 267072  
Email: [charlie.pragnell@pragnell.co.uk](mailto:charlie.pragnell@pragnell.co.uk)

The business was founded in 1954 by George Pragnell, an aspiring gemologist and was located at the heart of Stratford-Upon-Avon in an historic 1585 Tudor building, with the target of becoming the flagship jewellery store within the town. Since then it has grown organically and by acquisition of other businesses. Family owned it has developed a brand that is synonymous with first-class levels of expertise, service and knowledge, delivered in a quintessentially English environment, and with the values of trust and integrity at its heart. It partners with a variety of key suppliers, and many of their international clients are from developing countries that are experiencing rapid growth. In the three years to May 2017, overseas sales have risen to £36.7 million, an overall increase of 75%. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



## West Midlands International Trade



### MIRA Technology Park

Watling Street  
Nuneaton  
Warwickshire  
CV10 0TU

Website: [www.miratechnologypark.com](http://www.miratechnologypark.com)  
Employees: 20  
Immediate Parent: HORIBA MIRA Ltd  
Chairman: Dr George Gillespie OBE  
Press Contact: Ari Angelides, Grayling  
Tel: 07720 084 345  
Email: [Ari.Angelides@grayling.com](mailto:Ari.Angelides@grayling.com)

Established in 2010, MIRA Technology Park has the ambition to become a world class centre of excellence in automotive R&D and to strengthen the UK's position as a global automotive R&D location. In 2012 they became a UK Enterprise Zone attracting foreign companies to establish R&D operations in the UK. Overseas sales have grown across the six years by 133%; with Sweden, Germany, Japan, USA and India being the top sources of international sales. MIRA Technology Park has established a world-class facility in the UK and is attracting world-wide investment. They have seen a 330% increase in revenue from German companies over the period and Europe as a whole has increased by 326%. The company wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years

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### Swift-Cut Automation Ltd

1 Lancaster Park  
Newborough Road  
Needwood  
Burton-on-Trent  
Staffordshire  
DE139PD

Website: [www.swift-cut.com](http://www.swift-cut.com)  
Employees: 24  
Immediate Parent: N/A  
Chairman: Mr Derek Davies  
Press Contact: Madalina Pirvu  
Tel: 01543 473300  
Email: [madalina.pirvu@swift-cut.co.uk](mailto:madalina.pirvu@swift-cut.co.uk)

Swift-Cut Automation Limited is based in Burton-on-Trent, Staffordshire and has been in business since 2011. They design, manufacture, supply, install and provide technical support for a range of computer numerical control (CNC) cutting solutions. They produce CNC plasma and water jet cutting tables, along with after-sales consumable parts, service and maintenance contracts. They sell throughout Europe, Scandinavia, parts of the Middle East, Australasia and the USA as well as in the UK and the United States. They recognise the international potential of their products and are working towards becoming global number one in their chosen sector, within ten years. They invest in product development and testing, client relationships, staff, infrastructure, systems and training to enhance the business for the long-term. With strong growth in overseas sales, total sales and more than doubling their percentage overseas sales, Swift-Cut Automation Limited wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



## The First Class Pet Company Ltd

1,2 & 3 College Yard  
Worcester  
Worcestershire  
WR1 2LB

Website: [www.littlebigpaw.com](http://www.littlebigpaw.com)  
Employees: 5  
Immediate Parent: N/A  
Co- Founder and Director: Mr Jim Weston  
Press Contact: Jim Weston  
Tel: 07976 705184  
Email: [aprilmia@live.co.uk](mailto:aprilmia@live.co.uk)

The First Class Pet Company started trading in 2010 and focuses on the export of premium quality, UK made pet foods. The brand, Little BigPaw, is a specialist range of wet foods and treats for cats and dogs that is 100% natural and made with British meat in the UK. The company identified a niche in Asia that gave growth opportunities, that were not already exploited by existing brands and avoided import restrictions such as the use of beef. The company currently distributes Little BigPaw in 40 countries. The Far East represents 68% of total turnover with South Korea, Hong Kong and Singapore the most significant markets. Overseas sales have grown by 192% over the last three years, with over 90% of turnover exported. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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## TP3 Global Limited

Siverskin House  
Unit 32  
Heming Road  
Washford Industrial Estate  
Redditch  
Worcestershire  
B98 0DH

Website: [www.tp3global.com](http://www.tp3global.com)  
Employees: 35  
Immediate Parent: TP3 Global Holding Limited  
CEO: Mr Clive Wheeldon  
Press Contact: Ray Slater  
Tel: 015 2752 3084  
Email: [rs@tp3global.com](mailto:rs@tp3global.com)

TP3 Global started trading in 2012 and is a global leader in the design, manufacture and supply of thermal protection solutions for temperature-sensitive cargo. With operations in Europe, the Americas, Asia and Australasia, TP3 Global are strategically positioned to serve customers on a truly global basis. Supplying major pharmaceutical, healthcare, perishable and logistics companies has allowed TP3 Global to build long standing collaborations to continue the development of market leading solutions. A pioneer in materials technology, TP3 Global manufactures a full range of single use and re-usable thermal protection for all modes of transport for small parcels, pallets, air cargo and ocean containers. Overseas sales have grown by 187% over the last three years and the proportion of sales exported has increased to 74% of total sales. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

# West Midlands Promoting Opportunity



## Busy Bees Nurseries

Latchford House  
Shenstone Business Park  
Shenstone  
Staffordshire  
WS14 0SB

Website: [www.busybeestraining.co.uk](http://www.busybeestraining.co.uk)  
Immediate Parent: Busy Bees Holdings  
Managing Director: Mrs Margaret Randles OBE  
Press Contact: Katie Whirledge  
Tel: 07973 800234  
Email: [kt@papillonpr.co.uk](mailto:kt@papillonpr.co.uk)

Busy Bees Nurseries is the largest and longest established childcare provider in the United Kingdom and operates nearly 500 nurseries globally. In part response to a sector-wide recruitment crisis, Busy Bees has developed an apprenticeship programme aimed at passionate school leavers and disadvantaged groups such as those not in education, employment or training (NEET). The apprenticeship provides the opportunity for individuals to access the sector at different points in their career dependent on personal experience, knowledge and skills. The programme offers entry qualifications as well as recognisable career paths in childcare, catering, business administration and management roles. The company has also established an in-house 'Busy Bees Academy of Management' (BAM) to develop its' employees leadership and management capability. In accordance with its apprenticeship programme and facilitation of career progression, Busy Bees is awarded a Queen's Award for Promoting Opportunity.

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## Ancon Ltd, trading as Ancon Building Products

President Way  
President Park  
Sheffield  
South Yorkshire  
S4 7UR

Website: [www.ancon.co.uk](http://www.ancon.co.uk)  
Employees: 383  
Immediate Parent: CRH (UK) Ltd  
Managing Director: Mr Stuart Maxwell  
Press Contact: Annabelle Wilson  
Tel: 07790 227060  
Email: [awilson@ancon.co.uk](mailto:awilson@ancon.co.uk)

Sheffield based Ancon Ltd designs and manufactures stainless steel structural fixings for the building and construction industry. They have been recognised with a joint award with MagmaTech Ltd for their role in the development and commercialisation of the Teplo range of basalt-fibre low thermal conductivity wall ties. This range was designed to meet the thermal performance requirements of low energy, super-insulated houses. Traditional metal wall ties can create a thermal bridge across the insulated cavity between internal and external walls. Teplo wall ties virtually eliminate this thermal bridge, maintaining the structure's thermal integrity. Ancon recognised the need for such a product and utilised its strong market position, in combination with an exclusive distribution agreement, to help ensure the market acceptance and continuing commercial success of this innovative product. Teplo wall ties now account for 0.4% of Ancon wall ties sold, but 8% of wall tie turnover.

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## BJSS

Coronet House  
Queen Street  
Leeds  
West Yorkshire  
LS1 2TW

Website: [www.bjss.com](http://www.bjss.com)  
Employees: 610  
Immediate Parent: N/A  
Managing Director: Dr Glynn Robinson  
Press Contact: David Clark  
Tel: 020 7337 9800  
Email: [david.clark@bjss.com](mailto:david.clark@bjss.com)

BJSS is a Leeds based IT consultancy providing services to large scale projects. The company has successfully addressed the dichotomy faced by large organisations when implementing IT solutions over whether to adopt the "Agile" or "Waterfall" approaches. Agile delivers benefits, but is not easy for large organisations to utilise, however, Waterfall can be inflexible and slow. Through its Enterprise Agile delivery framework, BJSS has introduced a formal delivery approach that enables Agile to be adopted by risk averse, cost conscious organisations. The delivery approach introduces the concept of an exploratory stage that addresses highly critical technical risks. It also includes automated tools and metrics and a risk-first approach that ensures the most vulnerable areas of projects are delivered first. It is frequently used to rescue failing projects delivered using other, more abstract, Agile approaches. Enterprise Agile represents a significant innovation and is a worthy recipient of the Innovation Award.

## Environmental Defence Systems Limited

PO Box 92  
Golcar  
Huddersfield  
West Yorkshire  
HD7 4WQ

Website: [www.avsax.com](http://www.avsax.com)  
Employees: 5  
Immediate Parent: Environmental Defence Systems Ltd  
Managing Director: Mr Richard Bailey  
Press Contact: Richard Bailey  
Tel: 01484 641009  
Email: [richard@edslimited.co.uk](mailto:richard@edslimited.co.uk)

Environmental Defence Systems of Huddersfield, identified a growing, and significant, safety risk on commercial passenger flights, that had no industry standardised response. Passengers carry many battery powered gadgets, such as phones and laptops, with them when they fly. Batteries can overheat creating fire and toxic smoke through an uncontrolled chemical reaction known as thermal runaway. With no way of managing such an incident, flight crew would place the device in a place where it would cause least damage leaving the plane and passengers at risk. Already developing a solution for improvised explosive devices called BlastSax, the company developed AvSax to address this growing problem. A polymer gel filled bag has water added to it and the offending item is dropped in rendering it safe. Between January and July 2017 the bag was deployed 20 times on flights. The safety and savings implications of this simple solution are very significant.

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## Inclusion Housing

106 Heworth Green  
York  
Yorkshire  
YO31 7TQ

Website: [www.inclusionhousing.org.uk](http://www.inclusionhousing.org.uk)  
Employees: 36  
Immediate Parent: N/A  
Chief Executive: Mr Neil Brown  
Press Contact: Neil Brown  
Tel: 07710 089337  
Email: [neil.brown@inclusionhousing.org.uk](mailto:neil.brown@inclusionhousing.org.uk)

The availability of specialist and supported housing, for older and vulnerable people, is failing to keep up with both existing and future demand. The current funding models were recognised by Inclusion Housing of York to be insufficiently developed to encourage investment in this much needed area of development. In response, they have developed and implemented an innovative model of venture funding, and private sector development, to provide tailored accommodation that meets the commissioning requirements of local health and care agencies, without the need for grant subsidy. The business model sees the specialist funders, developers and care operators each assuming the risk for their part, whilst Inclusion Housing takes on a long term lease, which provides the investors with ongoing monthly rental income. Highly innovative for the housing sector, this model is aligned with national priorities for partnership working, is delivering savings, and is providing for an unmet need.

## Manvers Engineering Limited

Unit 7  
Spring Hill Road  
Park Springs  
Barnsley  
South Yorkshire  
S72 7PD

Website: <http://www.plant-nappy.co.uk>  
Employees: 10  
Immediate Parent: N/A  
Managing Director: Mrs Kerry Devine  
Press Contact: Kirsty Sisson  
Tel: 07889 923854  
Email: [kirsty@freshmktssolutions.co.uk](mailto:kirsty@freshmktssolutions.co.uk)

Manvers Engineering Limited is a small, South Yorkshire engineering company. Their Queen's Award for Innovation is for the development of a novel spill containment system for the construction industry. Oil spills on construction sites cause environmental damage. Around 350 major spills are reported each year in the UK. However, smaller spills, typically from oil/diesel powered equipment, go unreported and are much more common. The company has designed a product that can be placed under various types of machinery to protect the ground from contamination should any leak occur. The product absorbs and holds any leak, whilst filtering water out and returning it to the ground. The patented product is the only one verified to perform in this way. This innovation is contributing to the protection of the environment, and helping contractors avoid penalties for contamination. The company is further developing the concept for wider containment applications.

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## Radio Design Ltd

ShIPLEY Wharf  
Wharf Street  
ShIPLEY  
West Yorkshire  
BD17 7DW

Website: [www.radiodesign.eu](http://www.radiodesign.eu)  
Employees: 288  
Immediate Parent: TRAC International Ltd  
Managing Director: Mr Eric Hawthorn  
Press Contact: Eric Hawthorn  
Tel: 07785 737277  
Email: [eric.hawthorn@radiodesign.eu](mailto:eric.hawthorn@radiodesign.eu)

Radio Design Ltd, based in West Yorkshire, designs and manufactures wireless infrastructure sharing solutions. They have received an Innovation Award for their Auto Bypass™ Combiner product range, which allows automatic routing of power and control signals in mobile phone cell sites. There are huge incentives to re-use and share existing mobile masts between both phone operators and technologies such as 3G, 4G and 5G. This requires sites to host multiple antennae, each requiring power and control signal connections that traditionally are manually hardwired. Unfortunately, manual hardwiring often introduces technical issues and rigging errors. To avoid these costly and disruptive errors, the patented Auto Bypass™ feature removes the need for manual hardwiring and utilises existing structures to route power and control signals. Furthermore, the feature helps to future-proof sites, supporting remote upgrades through software rather than requiring a site visit and hardware change.

## Samuel Grant (Sheffield) LTD

2 Cowley Way  
Smithywood Business park  
Sheffield  
South Yorkshire  
S35 1QP

Website: [www.samuelgrant.co.uk](http://www.samuelgrant.co.uk)  
Employees: 29  
Immediate Parent: Samuel Grant Group Ltd  
Managing Director: Mr Andrew Grant  
Press Contact: Sarah Blenkinsop  
Tel: 07970 545975  
Email: [sarah@goldenfrogpr.co.uk](mailto:sarah@goldenfrogpr.co.uk)

Samuel Grant Packaging are packaging manufacturers with a focus on wrapping. The Innovation Award that the company has received was given for its development of a novel "wrapping-as-a-service" business model, Samson Nano. When pallets of products are prepared for transportation, they are wrapped by a machine, with stretch film, for safety and security purposes. Machines and wrap were sold separately, with machines being an infrequent capital purchase and film sold priced by the tonne. Instead of this separate approach, the company developed a fixed price per wrapped pallet model. This innovative approach guarantees customers a fixed price, per pallet wrapped, that includes the cost of the equipment and the materials used. The machines used are connected via the internet to the company. This connectivity enables performance monitoring, maintenance scheduling, and automatic film ordering. Customers benefit from a high level of service, the removal of significant capital investment in machinery, and are enabled to use much less film, thus reducing their environmental impact.

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## Smart Credit Limited trading as SmartSearch

Mayfield House  
Lower Railway Road  
Ilkley  
West Yorkshire  
LS29 8FL

Website: [www.smartsearchuk.com](http://www.smartsearchuk.com)  
Employees: 46  
Immediate Parent: N/A  
CEO: Mr John Dobson  
Press Contact: Debbie Staveley  
Tel: 01275 542511  
Email: [debbie.staveley@bclear.co.uk](mailto:debbie.staveley@bclear.co.uk)

Ilkley based Smart Credit Limited, trading as SmartSearch, offers a due diligence service running anti money laundering checks for businesses. Money laundering checks are a mandatory compliance requirement for certain businesses. Previously, regulated businesses either had to perform this manually or subscribe to more than one platform to satisfy legal requirements. Following the 2008 financial market collapse, the company realised that they needed to change their business model away from matching borrowers to lenders, and they identified fraud protection as a market opportunity. SmartSearch is the company's innovative solution to this market change. It provides a consolidated view and automated search, of multiple UK and European databases, which hold information on individuals and businesses. The checks provided include anti money laundering, sanction and politically exposed person screening. For this first to market service, which is highly valued by its clients, the company is given Queen's Award for Innovation.

## SPINKO Ltd t/a Harrison Spinks

Westland Road  
Leeds  
West Yorkshire  
LS11 5SN

Website: [www.harrisonspinks.co.uk](http://www.harrisonspinks.co.uk)  
Employees: 597  
Immediate Parent: N/A  
Managing Director: Mr Simon Spinks  
Press Contact: Adrian Johnson  
Tel: 0792 1504134  
Email: [adrian@umpf.co.uk](mailto:adrian@umpf.co.uk)

SPINKO Ltd, of Leeds, trading as Harrison Spinks, are mattress manufacturers with two previous Queen's Awards to their name (Innovation and Sustainable Development, both 2013). This Award for Innovation is made for their development of novel manufacturing processes for sprung mattresses. Mattress comfort is improved as spring concentration increases. However, technical issues have meant that spring density is limited by the gauge of wire used. The company has solved a whole series of problems to reduce the diameter of wire used by 30% to 0.7mm. Working in partnership with British Steel, a unique grade of steel was created, along with a refined drawing process to create the required wire. Patented spring making machines were then designed that work at five times the speed of traditional machinery. Lightweight, high-density springs have delivered market advantages and opened new markets for the company, such as car seats, running shoes and office chairs.

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## Transdek UK Limited

Unit C2  
Bryans Close  
Harworth  
South Yorkshire  
DN11 8RY

Website: [www.transdek.com](http://www.transdek.com)  
Employees: 46  
Immediate Parent: N/A  
CEO: Mr Mark Adams  
Press Contact: Katie Woodall  
Tel: 01302 752276  
Email: [katie.woodall@transdek.com](mailto:katie.woodall@transdek.com)

Transdek UK Ltd, of South Yorkshire, a two-time previous winner of the Queen's Award for Innovation, have another to add to their collection. This time, for the development of a high capacity, double-deck trailer. Height restrictions in existing designs of fixed double deck trailers did not allow full capacity of 52 pallets to be carried. The new "Wedge" trailer overcomes these height issues enabling maximum loads to be carried through an innovative, patented chassis design which also generates up to 25% extra useable payload volume compared to other double deckers. In addition, novel, two section, sliding rear doors were created which give full access to both decks as well as improving product security and driver safety. The retailer Boots reports that their fleet of 65 wedge trailers, carrying 25% more payload each, will save over 1000 trips (348,000km lorry travel) per year.

# Yorkshire & The Humber International Trade



## A-SAFE HQ LTD

Habergham Works  
Halifax  
West Yorkshire  
HX5 9JP

Website: [www.asafe.com](http://www.asafe.com)  
Employees: 159  
Immediate Parent: A-FAX  
Co-Owners and Directors: Mr Luke Smith and Mr James Smith  
Press Contact: Sharon Hendry  
Tel: 01422 261605  
Email: [Sharon.Hendry@asafe.com](mailto:Sharon.Hendry@asafe.com)

Established in 1984, A-SAFE invented the world's first industrial strength polymer safety barrier. The company evolved from manufacturing polythene films, then using the waste from this manufacture to produce plastic cores, which led to the creation of polymer pallets and in 2001, the development of polymer safety barriers. Their products continue to develop year-on-year, with the launch of 3rd generation polymer barriers in 2015 and bespoke solutions for workplaces in many industries. Clients include manufacturing companies, warehousing facilities, airports and car parks. The "Global and Local" export strategy of establishing wholly owned subsidiaries globally, gives international brands access to A-SAFE's products locally. Subsidiaries have launched in Europe, America, the Middle East and Australia, complemented by an additional 39 distributors worldwide. Overseas sales have grown by 113% over the last three years and the proportion of sales exported has increased to 76% of total sales. A-SAFE wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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## Brandon Medical Company Ltd

Elmfield Road  
Morley  
West Yorkshire  
LS27 0EL

Website: [www.brandon-medical.com](http://www.brandon-medical.com)  
Employees: 54  
Immediate Parent: Brandon Group Ltd  
Managing Director: Mr Graeme Hall  
Press Contact: Jessica Merritt  
Tel: 011 3277 7393  
Email: [jessica.merritt@brandon-medical.com](mailto:jessica.merritt@brandon-medical.com)

Brandon Medical Company Limited is based in Morley, West Yorkshire and has been trading since 1993. They are an international medical technology business focused on supporting medical staff, healthcare engineers and distributors to deliver better patient care. They design, manufacture, install and maintain vital medical equipment for operating rooms, treatment rooms and critical care areas. They recognise the risk of relying on the NHS and have found higher sustainable growth outside the UK including Europe, Middle East, Asia, Africa and Latin America. They have been challenged by different regulatory requirements, so they enter into partnerships to speed up registration. They want to become first choice supplier through desirable, innovative and high-value products, delivered with a first-class service, supply and aftercare. Brandon Medical Company Limited have demonstrated strong global growth and increasing percentage sales exported and wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



# Yorkshire & The Humber International Trade



## Cast Iron Radiators Ltd

Unit D  
Barrys Lane  
Scarborough  
North Yorkshire  
YO12 4HA

Website: [www.castironradiators.ltd.uk](http://www.castironradiators.ltd.uk)  
Employees: 20  
Immediate Parent: N/A  
Managing Director : Mr Graham Jeal  
Press Contact: Andy Messenger  
Tel: 007521 484356  
Email: [management@castironradiators.ltd.uk](mailto:management@castironradiators.ltd.uk)

Cast Iron Radiators Ltd wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years. Founded in 2012, the company manufactures and restores cast iron radiators and has developed a range of innovative finishes. It is now one of the top three companies in its field in the UK. The UK market for cast iron radiators is a relatively developed market and the company was a relatively late comer to it, therefore developing international markets has been key to its success from day one. Overseas sales have risen from £101k to £306k, a rise of over 200%. The company now looks to grow internationally through a structured approach to new market entry having established itself in key markets in Central Europe. Recently it has gained a foothold in the Scandinavian and USA markets and now exports to 18 countries worldwide.

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## Central Wire Industries UK Ltd

1 Primrose Park  
Greasbrough Road  
Rotherdam  
South Yorkshire  
S60 1RH

Website: [www.centralwire.com](http://www.centralwire.com)  
Employees: 54  
Immediate Parent: Central Wire Industries Ltd  
Managing Director: Mr James Roper  
Press Contact: Rory Ellison-Anderson  
Tel: 001709 537022  
Email: [rory.ellison@centralwire.co.uk](mailto:rory.ellison@centralwire.co.uk)

Central Wire Industries started trading in 1971 and is a manufacturer of stainless steel and nickel based alloy wires in both round and profile form. CWI UK is part of Central Wire Industries of Canada, which has a number of facilities in Canada and the USA. Products are used in filtration, metal conveyor belt systems, spring making, logging, oil wells, construction, fasteners, precision turned parts and power generation. The international strategy focuses on more difficult to produce, higher added value products, exporting to 30 countries. Overseas sales have grown by 93% over the last three years and the proportion of sales exported has increased to 64% of total sales. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



# Yorkshire & The Humber International Trade



## GO Superfoods Ltd T/A Green Origins & Rainforest Foods

Unit 1  
Campbell Way Business Park  
Campbell Way  
Sheffield  
South Yorkshire  
S25 3SF

Website: [www.greenorigins.com](http://www.greenorigins.com)  
Employees: 31  
Immediate Parent: N/A  
Managing Director: Mr Harry Singh  
Press Contact: Lauren Clarke  
Tel: 01909 807173  
Email: [lauren.clarke@rainforestfoods.com](mailto:lauren.clarke@rainforestfoods.com)

Green Origins wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years. Established in 2009 the company won the Queen's Award for international trade in 2016. It is an importer, wholesaler, exporter and retailer of organic superfoods such as wheatgrass powder, chia seeds and cocoa powder. It sources superfoods directly from growers and producers around the world and offers them in a variety of formats to customers including bulk, private label and under its own brands: Rainforest Foods, Green Origins and Piura. Its private label service offers brand owners and retailers a tailored solution specific to their requirements covering a range of over 90 superfoods. Overseas sales have grown by 86.6% during the three year period and now account for over 40% of total sales. The company has established itself in international sales across all of its product ranges.

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## Hot House Partnerships Ltd

Atlas Mill  
Atlas Mill Road  
Brighouse  
Yorkshire  
HD6 1ES

Website: [www.hot-h.co.uk](http://www.hot-h.co.uk)  
Employees: 20  
Immediate Parent: N/A  
Managing Director: Mrs Melanie Brownlow  
Press Contact: Melanie Brownlow  
Tel: 014 8440 1129  
Email: [mbrownlow@hot-h.co.uk](mailto:mbrownlow@hot-h.co.uk)

Hot House Partnerships Ltd wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years. Founded in 2008 the company produces and distributes toiletries, personal care and beauty brands. As well as producing its own brands the company also offers distribution service solutions to other brands both in the UK and internationally. Overseas sales have grown steeply over three years from £570k to £1.5 million, a total growth of 166%; with overseas sales as a percentage of total sales also growing from 9% to 19%. The company has exported since its inception and 65% of its current international sales come from markets it has entered in the last 2 years. It exports to over 30 markets worldwide but Europe remains the main area for business accounting for 62% of export sales. The company's top five individual markets are USA, Norway, Netherlands, Ireland and Germany.



# Yorkshire & The Humber International Trade



## HS Products Ltd T/A Harrison Spinks Components and Spinks Springs

6 Millennium Drive  
Leeds  
West Yorkshire  
LS11 5BP

Website: [www.spinks-springs.com](http://www.spinks-springs.com)  
Employees: 138  
Immediate Parent: SPINKO Ltd  
Managing Director: Mr Simon Spinks  
Press Contact: Adrian Johnson  
Tel: 07921 504134  
Email: [adrian@umpf.co.uk](mailto:adrian@umpf.co.uk)

HS Products started trading in 2004 and manufactures pocket springs and pocket spring making machinery. HS Products is a subsidiary of Harrison Spinks, a fifth-generation family business dating back to 1840 and now market leader in pocket spring components. Key to its strategy is reinvestment in new products and innovation. Internationally, the company trades in over 50 countries, through a network of agents and distributors. For the main two markets, USA and China, HS Products has formed joint ventures and close partnerships, rather than the traditional distributor model, because of the size of the market opportunity and to be closer to the market. Overseas sales have grown by 296% over the last three years and the proportion of sales exported has increased to 25% of total sales. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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## Nouveau Lashes Ltd

Nouveau House  
Barnsley Road  
South Elmsall  
Pontefract  
West Yorkshire  
WF9 2HR

Website: [nouveaulashes.com](http://nouveaulashes.com)  
Employees: 68  
Immediate Parent: N/A  
Managing Director: Mrs Bridgette Softley  
Press Contact: Lynsey MacDonald  
Tel: 07842 093518  
Email: [Lynsey.MacDonald@nouveaulashes.com](mailto:Lynsey.MacDonald@nouveaulashes.com)

Founded in 2004, Nouveau Lashes Ltd's inspiration was helping people living with hair and lash loss conditions whilst looking for ways to help people who had lost their natural lashes through illness. Created four leading eyelash treatments; Individual extensions called Extend, Lashes in minutes called Express, a natural eyelash lift called LVL and a speedier volume technique called SVS. All the treatments are supported with a range of retail products. The company has since grown rapidly with export sales increasing over the last six years by almost 600%, double the overall company growth rate. This has been achieved by expanding its product range and by developing new markets through local distributors. Training their distributors is crucial to its sales as is its online presence. Nouveau Lashes Ltd wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years.



# Yorkshire & The Humber International Trade



## Ossila Limited

Kroto Innovation Centre  
North Campus  
Broad Lane  
Sheffield  
South Yorkshire  
S3 7HQ

Website: [www.ossila.com](http://www.ossila.com)  
Employees: 19  
Immediate Parent: N/A  
Managing Director: Dr James Kingsley  
Press Contact: Ashley Wong-Stringer  
Tel: 011 4299 9180  
Email: [A.Wong-Stringer@ossila.com](mailto:A.Wong-Stringer@ossila.com)

Based in Sheffield, Ossila Ltd was co-founded in 2009 by Dr James Kingsley and fellow scientists Professor David Lidzey and Dr Alistair Buckley. They discovered there were no specialist supply chains or prototyping platforms available to support researchers working on next-generation solar cells meaning each group was spending time and money to design and source the components they needed. In response to this Ossila began developing high-performance substrates, materials and architectures to provide standardised prototyping platforms capable of producing world-class results. Ossila operates primarily as an e-commerce business with its entire product portfolio available online and has delivered over 325,000 substrates to researchers in over 1,000 institutions and is now a significant global supplier in materials science R&D. Across the last six years annual overseas sales have risen from £158k to £911k, an overall growth of 476%. The company wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years.

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## Principle Holdings Ltd

Tandem Industrial Estate  
Waterloo  
Huddersfield  
West Yorkshire  
HD5 0AL

Website: [www.principleglobal.com](http://www.principleglobal.com)  
Employees: 264  
Immediate Parent: N/A  
CEO: Mrs Victoria Woodings  
Press Contact: Victoria Woodings  
Tel: 07889 353304  
Email: [victoria.woodings@principleglobal.com](mailto:victoria.woodings@principleglobal.com)

The Principle Group was founded in 1987 as a signage company and has since developed into a global project management company for the rebranding of international businesses which have multiple worldwide locations. As such it is unique in its field. The company operates as a global enterprise with their head office and founding team based in the UK. The business now also has regional board directors and senior management teams with "boots on the ground" in-market delivery networks in over 70 countries who operate to local legislation and in local language but to centrally controller consistent brand standards. All of this is connected through its in-house portal, Principle Connect. Over the last three the company has grown its overseas sales by more than 230% and profits by more than 350%. Principle Holdings Ltd wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



# Yorkshire & The Humber International Trade



## SBD Apparel Limited

Unit 5-6  
Evolution  
Rotherham  
South Yorkshire  
S60 5BJ

Website: [www.sbdapparel.com](http://www.sbdapparel.com)  
Employees: 6  
Immediate Parent: N/A  
Founder: Mr Benjamin Banks  
Press Contact: Benjamin Banks  
Tel: 01709 918299  
Email: [bbanks@sbdapparel.com](mailto:bbanks@sbdapparel.com)

SBD Apparel started trading in 2013 and manufactures premium performance supports for competitive strength sports. The company's founder competed for Great Britain internationally and the company has established a global brand position through strategic partnerships such as the International Powerlifting Federation and the World's Strongest Man competition. At the 2017 World Powerlifting Championships, more than 90% of competitors wore SBD Apparel. Building on a distribution network SBD USA was formed in 2016. Overseas sales have grown by 184% over the last three years and over 80% of sales are exported. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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## Specialist Marine Consultants Ltd

Hill Farm  
Bartindale Road  
Hunmanby  
Filey  
North Yorkshire  
YO140JD

Website: [www.smchse.com](http://www.smchse.com)  
Employees: 9  
Immediate Parent: N/A  
Managing Director: Mr Ian Coates  
Press Contact: Ian Coates  
Tel: 07775 597478  
Email: [ian@smchse.com](mailto:ian@smchse.com)

Specialist Marine Consultants Ltd. started in 2006 and now has over 80 staff located globally offering a range of consultancy services to the marine sector. This was originally principally oil and gas, though 90% of business is now offshore wind. It is a leading vessel inspection provider in Europe and developed marine coordination and marine supervision services, which have since been replicated by others. The company has a clear strategy focusing on the European wind farm industry, principally Germany. Its flexibility in approaching overseas markets when projects in the UK were delayed has led it to build a substantial export business, which grew by approaching 200% in the last three years. The company has a commitment to Health, Safety, Environment, & Quality (HSEQ) and they provide HSEQ consultancy, coordination and personnel to projects globally. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



# Yorkshire & The Humber International Trade



## The Group Company (UK) Ltd

Bridge House  
1a Low Ousegate  
York  
Yorkshire  
YO19QU

Website: [www.thegroupcompany.com](http://www.thegroupcompany.com)  
Employees: 31  
Immediate Parent: N/A  
CEO: Ms Helen Bilton  
Press Contact: Alice Wilson  
Tel: 019 0463 9031  
Email: [alice@thegroupcompany.com](mailto:alice@thegroupcompany.com)

The Group Company (UK) Ltd was established in 2006 as a wholesale incoming tour operator. It contracts with hotels and tour itineraries in the UK and Europe, which it then sells through over 300 tour operators in Europe, the USA and Canada specialising in leisure groups. The company takes the view that by focusing on service quality it will grow both sales and profitability. Operations staff are rewarded on the basis of client satisfaction rather than on the value of sales or profits made. Overseas sales have grown by more than 200% over the last six years, generating almost half of the company's overall business, with commensurate increases in profitability. The company wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years.

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## Twinkl Ltd

Floor 5  
Wards Exchange  
197 Ecclesall Road  
Sheffield  
South Yorkshire  
S11 8HW

Website: [www.twinkl.co.uk](http://www.twinkl.co.uk)  
Employees: 283  
Immediate Parent: Twinkl UK Holdings Ltd  
CEO: Mr Jonathan Seaton  
Press Contact: Catherine Torry  
Tel: 010114 2758117  
Email: [catherine.torry@twinkl.co.uk](mailto:catherine.torry@twinkl.co.uk)

Established in 2010 Twinkl Ltd is an online educational publisher providing access to a range of teacher created teaching, planning and assessment materials. It has some 400,000 resources available designed mostly for the primary and pre-primary market, which it sells through online subscription to teachers and a range of other educationalists. Content is developed by its customers, ensuring that it is relevant to local market needs. The company sells all over the world with a user base in 247 countries, but primarily in Australia, Ireland, New Zealand and the USA. Exports have grown by almost 600% over the period with profits increasing by nearly 300%. Twinkl Ltd. wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.



# Yorkshire & The Humber International Trade



## Wooltex UK Ltd

Woodland Mill  
Dale Street  
Huddersfield  
West Yorkshire  
HD3 4TG

Website: [www.wooltexuk.com](http://www.wooltexuk.com)  
Employees: 103  
Immediate Parent: N/A  
Chairman: Mr Peter Timmins  
Press Contact: Peter Timmins  
Tel: 01484 648492  
Email: [pt@wooltexuk.com](mailto:pt@wooltexuk.com)

Wooltex UK Ltd was formed as a partnership in 1996 to design and manufacture fabrics for the European office and seating markets. The company began weaving its own fabrics soon after its inception and quickly increased its manufacturing capability. Today, the company also dyes, finishes and inspects fabric and has entered new markets such as automotive with a fabric selected by Jaguar Landrover for a new model. Wooltex's key markets are in the EU, but fabrics are also sold in USA, Australia, China, Singapore and the Middle East. Overseas sales have grown by 30% over the last three years and over 90% of total sales is exported. The company wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years.

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# Yorkshire & The Humber Promoting Opportunity



## Dale Power Solutions Ltd

Salter Road  
Scarborough  
North Yorkshire  
YO11 3DU

Website: [www.dalepowersolutions.com](http://www.dalepowersolutions.com)  
Immediate Parent: Dale Erskine Power Solutions Ltd  
CEO: Mr Tim Wilkins  
Press Contact: Christopher Grimes  
Tel: 07931 349296  
Email: [christopher.grimes@dalepowersolutions.com](mailto:christopher.grimes@dalepowersolutions.com)

Dale Power Solutions Ltd manufactures and installs secure power services and solutions in situations where uninterrupted power is critical. Based in Scarborough, a social mobility "cold-spot" within the United Kingdom, the company was subject to a skills shortage and, faced with an ageing population, devised and delivered a grassroots apprenticeship programme. The programme aims to communicate the benefits of apprenticeships, promote Science, Technology, Engineering and Mathematics (STEM) subjects and work within the community to provide accessible training, career opportunities, and an alternative to further education. Apprenticeships are tailored to individual candidates and offer the opportunity to complete qualifications as well as acquire transferable employment skills. A 100% retention of apprentices has reduced recruitment costs for the company, whilst diversifying and enthusing its workforce. Accordingly, Dale Power Solutions Ltd is awarded a Queen's Award for Promoting Opportunity.

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